



# Royal Brighton Yacht Club

The Sailors' Club

## GENERAL COMMITTEE MINUTES

Monday 8<sup>th</sup> April 2024, 6.00 PM (March Meeting)

**PRESENT** –Niesje Hees, Murray Cowdell, Tony Hennessy, Marnie Irving, Peter Demura, Neil Sargeant,  
, Debbie Jonker, Brett Heath, Cath Hurley, Phil Hall,

**APOLOGIES** - Peter Coleman, Peter Gebhardt

### PREVIOUS MINUTES

- True and accurate record;

**MOVED:** Murray Cowdell

**SECONDED:** Tony Hennessy

**CARRIED**

### BUSINESS ARISING

It was noted that our new HLM Kevin Wilson had been ill recently, the presentation of the medallion was scheduled for Friday 13<sup>th</sup> April.

### GENERAL MANAGERS REPORT

PH spoke to the written report.

It was agreed to further investigate re-powering the Race Tower as the volunteers have now lowered the priority of the toilet being available. DJ offered she may be able to source the appropriate cable.

The member survey has been completed. NH & Josh to analyse the results.

Preparations for the Forecourt Redevelopment have commenced. Signage being prepared for the closing of the front entrance. Updates to be provide through regular newsletter articles.

### TEASURERS REPORT

BH spoke to the written report.

### MEMBERSHIP

Accept new members as listed.



# Royal Brighton Yacht Club

The Sailors' Club

## Members to be ratified - March Meeting

Graham Flinders	Senior
Ronald Perera	Senior
Pinta Dumaria	Senior
Andy Mullins	Senior
Eamonn Hammer	Senior Family
Kelly Bates	Senior Family
Geoff Dart	Crew Plus
Robert Donald	Crew Plus
David Gill	Gym
Roger Dickeson	Crew
Robert Donald	Aquatic
Malcolm Robertson	Aquatic
Philip Reynolds	Intermediate
Claire Barber	Intermediate
Alex Henderson	Intermediate
Peter Morley	Social
Christopher Borrell	Social
Brett Lazarides	Social
Keith Redenbach	Social
Merike Redenbach	Social
Russell Porteous	Social
Zsofia Erdeg	Social
David Yusheng	Social
Maggie Johnson	Social
Ignatius Loftus	Youth
Jock Sheehy	Youth
Clovi Goussard	Youth

**MOVED:** Neil Sargeant

**SECONDED:** Debbie Jonker

**CARRIED**

### 150<sup>th</sup> YEAR ANNIVERSARY WORKING GROUP

150 Logo design was shown to the committee. Style guide to be produced.

### SAILING REPORT

Minutes were tabled. Discussion re Tower as above.



# Royal Brighton Yacht Club

The Sailors' Club

## CRUISING GROUP

- Minutes tabled

## IDAG REPORT

- No report this month

## ASSET REPORT

- Minutes tabled

## CSC REPORT

- No report this month

## SOCIAL SUB COMMITTEE

- No report this month
- Discussion regarding the Iceberger Honour Boards being updated awaiting response.
- Discussion regarding a Wine Tasting Dinner.
- Opening Day theme to be confirmed.

## GENERAL BUSINESS

- NS suggested that we investigate a possibility of sponsorship some boat ownership into vacant 10mtr berths.

**MEETING CLOSED 8:38PM**

## POS SPEND BY MEMBERSHIP TYPE - February 2024

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
40 Year	\$2,698.50	\$142.03	19	11
Gym	\$6,885.95	\$101.26	68	46
Senior Family	\$11,169.72	\$94.66	118	70
Senior	\$35,038.16	\$91.48	383	223
Senior Special	\$835.10	\$83.51	10	8
Social	\$20,791.98	\$60.27	345	149
Aquatic	\$8,294.50	\$59.25	140	99
Crew Plus	\$2,153.95	\$58.21	37	19
50 Year	\$1,868.80	\$51.91	36	18
Crew	\$5,544.88	\$50.87	109	51
Honorary Life	\$317.90	\$45.41	7	5
60 Year +	\$1,200.10	\$33.34	36	10
Intermediate 18-29	\$1,717.10	\$14.43	119	18
Senior Country	\$132.00	\$12.00	11	2
Social extra	\$946.95	\$10.41	91	16
Senior Absentee	\$270.45	\$9.33	29	2
Youth	\$25.65	\$0.32	81	2
Junior family	\$0.00	\$0.00	44	0
TPI	\$0.00	\$0.00	2	0
	\$99,891.69		1685	749

### Membership count July 23 - June 24

	Jun-23	Jul-23	-/+	Aug-23	-/+	Sep-23	-/+	Oct-23	-/+	Nov-23	-/+	Dec-23	-/+	Jan-24	-/+	Feb-24	-/+
Senior	391	360	-7.93%	362	0.56%	360	-0.55%	365	1.39%	370	1.37%	368	-0.54%	378	2.72%	383	1.32%
Senior Family	132	119	-9.85%	122	2.52%	122	0.00%	116	-4.92%	116	0.00%	116	0.00%	114	-1.72%	118	3.51%
Senior Special	10	10	0.00%	10	0.00%	10	0.00%	10	0.00%	10	0.00%	10	0.00%	10	0.00%	10	0.00%
40 Year	14	19	35.71%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%
50 Year	36	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%
60 Year +	34	37	8.82%	36	-2.70%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%
Honorary Life	7	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%
Senior Country	14	11	-21.43%	11	0.00%	11	0.00%	11	0.00%	11	0.00%	11	0.00%	11	0.00%	11	0.00%
Senior Absentee	33	32	-3.03%	29	-9.38%	32	10.34%	31	-3.13%	30	-3.23%	30	0.00%	30	0.00%	29	-3.33%
Crew	121	115	-4.96%	109	-5.22%	111	1.83%	111	0.00%	107	-3.60%	108	0.93%	111	2.78%	109	-1.80%
Crew Plus	35	32	-8.57%	29	-9.38%	30	3.45%	31	3.33%	33	6.45%	34	3.03%	35	2.94%	37	5.71%
Youth U18	115	96	-16.52%	95	-1.04%	93	-2.11%	91	-2.15%	86	-5.49%	77	-10.47%	76	-1.30%	81	6.58%
Intermediate 18-29	119	111	-6.72%	113	1.80%	114	0.88%	114	0.00%	116	1.75%	114	-1.72%	113	-0.88%	119	5.31%
Gym	70	66	-5.71%	69	4.55%	70	1.45%	69	-1.43%	67	-2.90%	66	-1.49%	66	0.00%	68	3.03%
Social	319	322	0.94%	325	0.93%	330	1.54%	331	0.30%	332	0.30%	334	0.60%	341	2.10%	345	1.17%
Social Extra	87	84	-3.45%	84	0.00%	85	1.19%	88	3.53%	91	3.41%	91	0.00%	91	0.00%	91	0.00%
Junior Family	48	40	-16.67%	44	10.00%	45	2.27%	44	-2.22%	45	2.27%	44	-2.22%	44	0.00%	44	0.00%
Aquatic	139	138	-0.72%	140	1.45%	137	-2.14%	137	0.00%	136	-0.73%	138	1.47%	137	-0.72%	140	2.19%
TPI	2	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%
<b>TOTAL</b>	<b>1726</b>	<b>1637</b>	<b>-5.16%</b>	<b>1642</b>	<b>0.31%</b>	<b>1650</b>	<b>0.49%</b>	<b>1649</b>	<b>-0.06%</b>	<b>1650</b>	<b>0.06%</b>	<b>1641</b>	<b>-0.55%</b>	<b>1657</b>	<b>0.98%</b>	<b>1685</b>	<b>1.69%</b>

**Members to be ratified - March Meeting**

Graham Flinders	Senior
Ronald Perera	Senior
Pinta Dumaria	Senior
Andy Mullins	Senior
Eamonn Hammer	Senior Family
Kelly Bates	Senior Family
Geoff Dart	Crew Plus
Robert Donald	Crew Plus
David Gill	Gym
Roger Dickeson	Crew
Robert Donald	Aquatic
Malcolm Robertson	Aquatic
Philip Reynolds	Intermediate
Claire Barber	Intermediate
Alex Henderson	Intermediate
Peter Morley	Social
Christopher Borrell	Social
Brett Lazarides	Social
Keith Redenbach	Social
Merike Redenbach	Social
Russell Porteous	Social
Zsofia Erdeg	Social
David Yusheng	Social
Maggie Johnson	Social
Ignatius Loftus	Youth
Jock Sheehy	Youth
Clovi Goussard	Youth

## GENERAL MANAGER'S REPORT MARCH 2024

- OH & S – Update on Workcover claim - Initially the claim was denied and then later approved. We are working on a back to work plan.
  - There has been an additional claim by one of our casual chefs who was burnt whilst blending white sauce. Burns were minor and the chef has returned to work.
  - Forecourt Redevelopment – All documentation has been lodged to the Building Inspector – we are waiting for a building permit. Scott Shelton has requested from Long Constructions some updated details of their tender document, once received this will enable signing of building contract.
  - I contacted Nick Middendorp re lighting design on southern face of clubhouse. He has engaged their Lighting designer who has quoted approx. \$1800 for materials. Club to engage electrician. I intend to proceed with this design.
  - .
- 
- Marina Dredging Project – the application for MACA consent was lodged and we have received some follow up questions. It is envisaged that they will be answered this week.
  - CCTV cameras installation on the hardstand and marina is complete.
  - Harry T walkway & 2.4mR walkway in marina have been updated with new nonslip flooring.
  - Survey has been completed and achieved a 42.5% response rate. Results will be analysed by IDAG and compared with 2021 results.
  - Niesje & I attended an online meeting with Parks Victoria regarding leases of crown land. It would appear that the primary consideration when considering lease rates is what the club is contributing to the community (general public). Whilst we do contribute to our community, we probably should be more pro-active in this field. Is this potentially the subject for a working group or sub committee RBYC Community Engagement Program (CEP) with a budget allocation? It may also interface with our current IDAG Sub Committee.

*Philip Hall*  
*General Manager*

21/03/2024

Royal Brighton Yacht Club  
253 Esplanade, Middle Brighton  
VIC, 3186

Dear Board Members,

**RE: Royal Brighton Financial Results – February 2024**

Below is a summary of the Club's financial results for February 2024, as well as accompanying commentary.

**Financial Results February 2024:**

The financial reports for the period have been prepared on a calendar month basis from 1<sup>st</sup> February to 29<sup>th</sup> February 2024. The Club traded 29 days of the month.

The Club's financial performance for the February period has been analysed and compared with the previous months figures. The Club achieved a total income of \$590k, marking a \$31k increase compared to January's income of \$558k. This rise in revenue can be attributed to a significant \$47k increase in catering revenue. Correspondingly, the cost of sales also saw a \$32k increase. Overall, the Club achieved a Gross Profit of \$459k.

Expenditure for the February period totaled \$382k, reflecting a \$2k increase compared to January. Noteworthy is the significant \$30k decrease in employment expenses, with wages across all departments seeing a month-on-month decline, notably a \$14k decrease in sailing wages. Other notable expenses for the period include a \$12k increase in occupancy costs, primarily due to under-accrual of water rates in previous periods along with an abnormally high invoice. Additionally, repairs and maintenance expenses increased by \$22k due to reallocated expenses in R, M&S Marina from the previous period.

For a comprehensive analysis, the Club's financial results were compared to the budgeted figures for the period. The Club's revenue exceeded the budgeted figures by 13%, however the Cost of Sales went over the budget by 23%. The Club's expenses exceeded the budget by 18%. Overall, the Club's Operating Profit fell short of forecasted results by 16%.

In summary, the Club reported an Operating Profit of \$77k for February. Year to Date Operating Profit is \$319k

Please see the table below, the total Employment cost ratio to total Revenue for the last three months as well as last year.

Dec-23	Jan-24	Feb-24
48%	52%	44%

Dec-22	Jan-23	Feb-23
39%	39%	43%

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
September BAS 23 Payment Plan	\$20,848.78	27/04/2024
February Super	\$22,221.06	27/03/2024
<b>Total</b>	<b>\$43,069.84</b>	



The Balance Sheet of the Club reflects the most recent financial position as of the end of February 2024, and it is confirmed that the Club is current with all statutory payments and lodgements.

When reviewing the financial statements for February, please note the following:

- OTH has acknowledged the trade-in of outboard engines from the previous period in AMP. Since these assets were fully depreciated beforehand, reversing the depreciation has led to a gain on the disposal of assets.

As always, any queries or discussions regarding the financial accounts are welcome. If you have any questions or would like to discuss the matter further, please feel free to contact me.

Kind Regards,

**Talia Voukelatos**

*Manager – On Tap Hospitality*



## Balance sheet report

Accrual mode

Dec 2023 - Feb 2024

	Dec-23	Jan-24	Feb-24
<b>1-0000 Assets</b>			
<b>1-1000 Trading Bank Accounts</b>			
1-1010 BOM- Business Chq Acc**157544	22,028.13	29,292.01	49,625.06
1-1015 BOM- MbrShp Marina Acc**098419	65,603.87	32,303.85	73,554.67
1-1025 BOM- Yachting Foundation x141	2,329.73	2,329.73	2,329.73
1-1031 BOM-Business Access Saver x391	17,303.11	1,035,346.26	756,306.61
1-1032 BOM - Term Deposit x983	1,000,000.00	0.00	0.00
1-1033 BOM - Term Deposit x061	500,000.00	500,000.00	500,000.00
<b>Total Trading Bank Accounts</b>	<b>1,607,264.84</b>	<b>1,599,271.85</b>	<b>1,381,816.07</b>
<b>1-1100 Floats</b>			
1-1105 Cash on Hand	1,000.00	1,000.00	1,000.00
1-1110 Till Floats	1,400.00	1,400.00	1,400.00
1-1125 Petty Cash	1,043.02	474.48	848.41
<b>Total Floats</b>	<b>3,443.02</b>	<b>2,874.48</b>	<b>3,248.41</b>
<b>1-1200 Clearing Accounts</b>			
1-1210 Cash Clearing	(29,295.70)	4,365.25	1,848.90
1-1220 Account Clearing	35.00	35.00	0.00
1-1250 Eftpos Clearing	12,938.60	5,688.35	8,550.95
<b>Total Clearing Accounts</b>	<b>(16,322.10)</b>	<b>10,088.60</b>	<b>10,399.85</b>
<b>1-1300 Debtors</b>			
1-1310 Trade Debtors	42,348.41	20,016.68	27,970.18
1-1320 Accrued Income	40,596.56	104.68	1,622.61
1-1330 Other Debtors	(171,448.48)	306,142.28	269,052.56
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
<b>Total Debtors</b>	<b>(107,740.74)</b>	<b>307,026.41</b>	<b>279,408.12</b>
<b>1-1350 Receivables</b>			
1-1355 Members Control Account	701,583.32	4,021.68	(863.87)
1-1356 Members Control Account (O. Debtors)	(250,738.88)	0.00	0.00
1-1370 Cruising Group Account	53,081.55	53,083.82	53,058.83
1-1375 Cruising Group Clearing Acc	(53,081.55)	(53,083.82)	(53,058.83)
1-1380 Icebergers Clearing Account	(5,366.20)	(5,366.20)	(5,366.20)
1-1390 Icebergers Group Account	5,366.20	5,366.20	5,366.20
<b>Total Receivables</b>	<b>450,844.44</b>	<b>4,021.68</b>	<b>(863.87)</b>
<b>1-1400 Prepayments</b>			
1-1410 Prepayments - General	43,903.11	65,866.80	58,607.76
1-1420 Prepaid Insurance	32,976.18	24,732.14	16,488.10
1-1425 Prepaid Workcover	24,902.65	24,902.65	24,902.65
<b>Total Prepayments</b>	<b>101,781.94</b>	<b>115,501.59</b>	<b>99,998.51</b>
<b>1-1600 Stock</b>			

	Dec-23	Jan-24	Feb-24
1-1610 Inventory- Beverage	57,981.41	52,822.08	52,180.06
1-1611 Inventory-Beverage non-alcohol	9,222.39	8,597.65	6,746.94
1-1630 Inventory- Food	26,853.46	25,794.57	29,966.91
1-1650 Inventory- Clothing & Merch	21,824.15	20,341.05	18,536.34
<b>Total Stock</b>	<b>115,881.41</b>	<b>107,555.35</b>	<b>107,430.25</b>
<b>1-1710 Property</b>			
1-1713 Club House Leasehold at Cost	9,249,639.22	9,249,639.22	9,249,639.22
1-1714 Amortisation Club House Imp	(5,644,610.18)	(5,677,209.55)	(5,706,421.97)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(36,855.50)	(36,955.15)	(37,048.39)
1-1717 ROU Assets - Parks Victoria	248,022.92	243,061.92	238,100.92
1-1718 Amortisation Parks Victoria	(213,297.41)	(213,297.41)	(213,297.41)
1-1719 ROU Assets - Bayside City Council	687,169.09	683,590.09	680,011.09
1-1720 Amortisation Bayside City Council	(171,792.23)	(171,792.23)	(171,792.23)
<b>Total Property</b>	<b>4,158,106.66</b>	<b>4,116,867.64</b>	<b>4,079,021.98</b>
<b>1-1721 Marina &amp; Hardstand</b>			
1-1723 Marina Leasehold Imp at Cost	7,938,844.32	7,938,844.32	7,938,844.32
1-1724 Amortisation Leasehold Marina	(7,860,688.54)	(7,885,027.14)	(7,907,671.39)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(753,474.76)	(753,790.45)	(754,085.77)
<b>Total Marina &amp; Hardstand</b>	<b>88,973.98</b>	<b>64,319.69</b>	<b>41,380.12</b>
<b>1-1740 Plant &amp; Equipment</b>			
1-1742 Furniture, Plant & Equipment	1,058,542.81	1,058,542.81	1,061,297.81
1-1744 Accum Depreciation Plant etc	(956,095.86)	(957,850.54)	(959,494.46)
1-1750 Marina & HStand Equip at Cost	479,847.81	479,847.81	479,847.81
1-1755 Marina & HStand Equip Acc Depn	(378,128.64)	(379,333.19)	(380,460.04)
<b>Total Plant &amp; Equipment</b>	<b>204,166.12</b>	<b>201,206.89</b>	<b>201,191.12</b>
<b>1-1800 Boats</b>			
1-1810 Rescue & Work Boats at Cost	1,138,169.35	1,138,169.35	1,078,155.72
1-1815 Accum Depreciation Rescue Boat	(623,924.98)	(633,999.40)	(550,995.70)
1-1825 DSC Sailing Boats at Cost	220,264.11	220,264.11	220,264.11
1-1830 Accum Depreciation OTB Boats	(175,575.86)	(177,149.03)	(178,620.72)
<b>Total Boats</b>	<b>558,932.62</b>	<b>547,285.03</b>	<b>568,803.41</b>
<b>1-1900 Intangible Assets</b>			
1-1910 Designs at Cost	42,991.64	59,149.64	72,749.64
1-1915 Work In Progress	27,950.98	27,950.98	27,950.98
1-1920 Amortisation Designs	(16,723.35)	(16,835.58)	(16,940.56)
<b>Total Intangible Assets</b>	<b>54,219.27</b>	<b>70,265.04</b>	<b>83,760.06</b>
<b>Total Assets</b>	<b>7,219,551.46</b>	<b>7,146,284.25</b>	<b>6,855,594.03</b>
<b>2-0000 Liabilities</b>			
<b>2-1000 Trade Creditors</b>			
2-1100 Trade Creditors	155,572.85	180,039.03	149,273.10
2-1101 Overpayment of Debtors	(22,503.49)	0.00	0.00
<b>Total Trade Creditors</b>	<b>133,069.36</b>	<b>180,039.03</b>	<b>149,273.10</b>
<b>2-2000 Accruals</b>			
2-2005 Deposits Received in Advance	11,570.00	13,915.00	13,375.00
2-2110 Accruals- General	34,831.01	47,368.28	48,185.56
2-2130 Accrual- Workcover	13,869.13	16,399.53	18,732.74
2-2140 Accrual- Payroll Tax	11,386.18	9,261.25	8,316.37

	Dec-23	Jan-24	Feb-24
<b>Total Accruals</b>	<b>71,656.32</b>	<b>86,944.06</b>	<b>88,609.67</b>
<b>2-3000 GST and Statutory Liabilities</b>			
2-3110 GST Collected	130,016.91	172,412.77	86,167.26
2-3120 GST Paid	(50,090.73)	(66,953.55)	(31,592.05)
2-3125 ATO Liability	196,394.47	177,607.90	158,528.26
2-3130 PAYG Withholding Payable	48,795.00	90,619.00	35,248.00
2-3150 Superannuation Payable	26,904.30	22,918.18	22,221.06
<b>Total GST and Statutory Liabilities</b>	<b>352,019.95</b>	<b>396,604.30</b>	<b>270,572.53</b>
<b>2-4000 Employee Provisions</b>			
2-4010 Annual Leave Payable	114,152.86	115,876.93	121,418.60
2-4015 Leave Loading Payable	18,464.20	18,588.13	19,394.63
2-4020 Long Service Leave - Current	37,974.00	38,056.00	38,394.00
2-4021 Long Service Leave Non-current	64,080.00	71,423.00	75,782.00
2-4022 On-Cost for A/L & L>Loading	22,352.98	22,664.35	23,734.35
<b>Total Employee Provisions</b>	<b>257,024.04</b>	<b>266,608.41</b>	<b>278,723.58</b>
<b>2-5000 Bonds &amp; Other Liabilities</b>			
2-5010 29er's Bond Account	1,000.00	1,000.00	1,000.00
2-5020 RBYC Auxiliary	27,050.03	27,373.67	27,373.67
2-5030 Aust. Sports Foundation C.Acc	12,794.76	12,794.76	12,794.76
<b>Total Bonds &amp; Other Liabilities</b>	<b>40,844.79</b>	<b>41,168.43</b>	<b>41,168.43</b>
<b>2-6000 Deferred Income- Members</b>			
2-6010 Subscription Income Deferred	369,625.32	316,612.40	259,131.15
2-6060 Other Income in Advance	60,850.78	52,365.20	43,646.99
<b>Total Deferred Income- Members</b>	<b>430,476.10</b>	<b>368,977.60</b>	<b>302,778.14</b>
<b>2-7000 Deferred Income- Marina</b>			
2-7010 Marina 1 Year Licence	511,205.48	462,352.30	401,046.37
2-7030 Hardstand - Rental	47,404.61	42,808.95	38,418.50
2-7050 DSC Maintenance Income	64,481.71	56,949.00	49,397.73
<b>Total Deferred Income- Marina</b>	<b>623,091.80</b>	<b>562,110.25</b>	<b>488,862.60</b>
<b>2-8000 Bank Loans</b>			
2-8030 Commercial Bill S331 300243100	192,625.96	162,291.46	131,553.75
2-8031 Commercial Bill - Non Current	121,489.29	121,489.29	121,489.29
<b>Total Bank Loans</b>	<b>314,115.25</b>	<b>283,780.75</b>	<b>253,043.04</b>
<b>2-9000 Other Finance</b>			
2-9021 Current Liability - Parks Victoria	34,724.00	29,763.00	24,802.00
2-9022 Currenrt Liability - Bayside City Council	18,752.65	15,649.78	12,566.33
2-9024 Non-Current Liability-Bayside City Council	535,540.67	535,540.67	535,540.67
2-9036 Credit Card P Hall x271	(517.76)	4,057.95	770.58
2-9037 Credit Card - Sammy Doddy	545.49	324.39	100.00
2-9038 Credit Card - Colin Burgess	(1,100.98)	825.26	2,103.90
<b>Total Other Finance</b>	<b>587,944.07</b>	<b>586,161.05</b>	<b>575,883.48</b>
<b>Total Liabilities</b>	<b>2,810,241.68</b>	<b>2,772,393.88</b>	<b>2,448,914.57</b>
<b>Net Assets</b>	<b>4,409,309.78</b>	<b>4,373,890.37</b>	<b>4,406,679.46</b>
<b>3-0000 Equity</b>			
3-1000 Accumulated Funds	5,239,895.19	5,239,895.19	5,239,895.19
3-2000 Yachting Foundation No2 Reserv	17,785.74	17,785.74	17,785.74
3-2010 Members Reserve	202,265.49	202,265.49	202,265.49
3-3000 Retained Earnings	(770,488.30)	(770,488.30)	(770,488.30)
3-9000 Current Earnings	(280,148.34)	(315,567.75)	(282,778.66)

	Dec-23	Jan-24	Feb-24
<b>Total Equity</b>	<b>4,409,309.78</b>	<b>4,373,890.37</b>	<b>4,406,679.46</b>

## Profit and loss report

Accrual mode

01 Dec 2023 - 29 Feb 2024

	Dec-23	Jan-24	Feb-24	Total
<b>4-0000 Income</b>				
<b>4-1000 Catering Revenue</b>				
4-1005 Restaurant Beverage Revenue	98,590.10	96,987.87	87,412.82	282,990.79
4-1010 Restaurant Food Revenue	126,769.81	119,424.53	121,701.48	367,895.82
4-1015 Members Beverage Revenue	32,564.37	27,495.75	30,014.84	90,074.96
4-1020 Members Food Revenue	16,746.56	12,197.21	17,541.82	46,485.59
4-1021 Members F&B Discounts - Revenue	5,901.30	6,531.56	6,993.22	19,426.08
4-1053 Function Food	45,358.15	9,855.46	45,902.17	101,115.78
4-1054 Function Beverage	12,032.36	11,240.36	11,731.62	35,004.34
4-1055 Private Function Revenue	0.00	0.00	5,959.08	5,959.08
4-1060 Room Hire	7,613.68	1,363.65	5,363.66	14,340.99
<b>Total Catering Revenue</b>	<b>345,576.33</b>	<b>285,096.39</b>	<b>332,620.71</b>	<b>963,293.43</b>
<b>4-2000 Membership Income</b>				
4-2105 Member's Annual Subscription	80,000.00	80,000.00	80,000.00	240,000.00
4-2110 Association Fees	4,772.73	4,772.73	4,772.73	14,318.19
4-2115 Instalment Surcharge	1,339.83	1,364.59	1,364.59	4,069.01
<b>Total Membership Income</b>	<b>86,112.56</b>	<b>86,137.32</b>	<b>86,137.32</b>	<b>258,387.20</b>
<b>4-2500 Marina, Hstand &amp; OTB Storage Inc</b>				
4-2510 Hardstand Annual Rental Income	8,600.00	8,600.00	8,600.00	25,800.00
4-2520 Marina Annual Rental Income	86,000.00	92,470.47	100,261.60	278,732.07
4-2540 Marina & Hstand Casual Rental	9,504.55	9,504.55	11,913.64	30,922.74
4-2545 DSC Storage	1,400.00	1,400.00	1,960.90	4,760.90
4-2550 Maintenance Fee Income	13,000.00	13,000.00	13,000.00	39,000.00
<b>Total Marina, Hstand &amp; OTB Storage Inc</b>	<b>118,504.55</b>	<b>124,975.02</b>	<b>135,736.14</b>	<b>379,215.71</b>
<b>4-3000 Sailing Income</b>				
4-3105 Sailing Safety Fees	1,729.92	1,729.92	1,729.92	5,189.76
4-3120 Regattas Income	50,275.25	18,034.52	10,016.73	78,326.50
4-3130 Boat Hire Income	2,818.18	1,545.45	1,509.09	5,872.72
<b>Total Sailing Income</b>	<b>54,823.35</b>	<b>21,309.89</b>	<b>13,255.74</b>	<b>89,388.98</b>
<b>4-4000 DSC Income</b>				
4-4100 DSC Canteen	0.00	0.00	181.82	181.82
4-4125 School Holiday Program	20,573.46	23,374.40	5,053.09	49,000.95
4-4130 Term 1 Training	0.00	1,090.91	709.09	1,800.00
4-4135 Term 4 Training	0.00	(172.73)	0.00	(172.73)
4-4140 Adult Learn to Sail	0.00	300.00	4,048.73	4,348.73
4-4145 Keel Boat Learn to Sail	0.00	1,851.64	3,106.18	4,957.82
4-4160 School Training Fees	(122.73)	5,527.27	1,281.89	6,686.43
4-4165 Private Coaching Fees	0.00	790.91	122.73	913.64
<b>Total DSC Income</b>	<b>20,450.73</b>	<b>32,762.40</b>	<b>14,503.53</b>	<b>67,716.66</b>

	Dec-23	Jan-24	Feb-24	Total
<b>4-5000 Other Revenue</b>				
4-5105 Clothing & Merchandise Sales	2,894.09	2,376.37	2,166.36	7,436.82
4-5120 Sub-tenant Rental Income	3,401.54	3,401.54	3,401.54	10,204.62
4-5140 Gifts & Donations Received	0.00	0.00	522.50	522.50
4-5155 Credit Card Surcharge	889.74	1,748.67	52.25	2,690.66
4-5160 Keys Income	552.06	813.87	1,017.51	2,383.44
4-5161 Lockers Income	69.68	0.00	69.68	139.36
4-5170 Sundry Income	64.78	64.77	716.14	845.69
<b>Total Other Revenue</b>	<b>7,871.89</b>	<b>8,405.22</b>	<b>7,945.98</b>	<b>24,223.09</b>
<b>Total Income</b>	<b>633,339.41</b>	<b>558,686.24</b>	<b>590,199.42</b>	<b>1,782,225.07</b>
<b>5-0000 Catering Cost Of Sales</b>				
<b>5-0005 Cost Of Sales</b>				
5-1000 Costs of Sales- Beverage	48,493.40	55,138.10	41,339.48	144,970.98
5-2000 Costs of Sales- Food	81,385.35	76,213.93	89,214.48	246,813.76
<b>Total Cost Of Sales</b>	<b>129,878.75</b>	<b>131,352.03</b>	<b>130,553.96</b>	<b>391,784.74</b>
<b>Total Catering Cost Of Sales</b>	<b>129,878.75</b>	<b>131,352.03</b>	<b>130,553.96</b>	<b>391,784.74</b>
<b>Gross Profit</b>	<b>503,460.66</b>	<b>427,334.21</b>	<b>459,645.46</b>	<b>1,390,440.33</b>
<b>6-0000 Expenses</b>				
<b>6-1000 General Operating Expenses</b>				
6-1005 Bank Charges	473.79	455.34	465.46	1,394.59
6-1010 Merchant Fees	3,425.34	3,091.22	3,341.05	9,857.61
6-1011 Commission Paid	133.05	45.38	83.78	262.21
6-1015 Cash Discrepancies	(16.45)	(6.24)	(32.65)	(55.34)
6-1016 Walk Outs	64.73	0.00	0.00	64.73
6-1025 Software & Support	929.81	1,199.21	2,480.75	4,609.77
6-1030 Printing	2,113.27	1,937.75	390.65	4,441.67
6-1031 Postage	30.29	35.51	22.72	88.52
6-1032 Stationery	221.83	692.16	494.29	1,408.28
6-1035 Telephone & Internet	1,130.03	911.85	908.21	2,950.09
6-1040 Office & Admin Expenses	0.00	28.18	0.00	28.18
6-1042 Ice	121.82	(69.68)	(313.23)	(261.09)
6-1044 Kitchen Consumables	392.60	775.01	2,007.56	3,175.17
6-1046 Subscription - IT	4,147.27	3,926.74	4,635.05	12,709.06
6-1047 Tea Towels	3,013.50	1,402.10	1,562.90	5,978.50
6-1048 Other Consumables	0.00	0.00	347.50	347.50
6-1055 Staff Amenities	12.61	0.00	186.58	199.19
6-1056 Staff Discounts	2,246.24	1,773.74	1,804.03	5,824.01
6-1060 Clothing & Merchandise Costs	2,765.93	1,582.79	2,230.31	6,579.03
6-1065 Entertainment Expenses	11.81	11.81	11.81	35.43
6-1070 Decorations	0.00	0.00	104.00	104.00
6-1075 General Expenses	0.00	0.00	277.31	277.31
6-1080 Member Expenses	476.18	718.63	466.70	1,661.51
6-1081 Members F&B Discounts	5,901.30	6,531.56	6,993.22	19,426.08
<b>Total General Operating Expenses</b>	<b>27,594.95</b>	<b>25,043.06</b>	<b>28,468.00</b>	<b>81,106.01</b>
<b>6-1200 Professional Fees</b>				
6-1210 Accounting & Audit Fees	7,821.90	6,593.52	6,593.52	21,008.94
<b>Total Professional Fees</b>	<b>7,821.90</b>	<b>6,593.52</b>	<b>6,593.52</b>	<b>21,008.94</b>
<b>6-1400 Equipment Expenses</b>				
6-1401 Equipment Expenses	622.88	1,383.53	1,341.02	3,347.43

	Dec-23	Jan-24	Feb-24	Total
6-1405 Replacement - Glassware etc	0.00	119.41	0.00	119.41
6-1410 Equipment Hire	209.76	0.00	0.00	209.76
6-1440 Fuel & Oil	0.00	3,070.10	617.87	3,687.97
6-1441 Freight & Courier	75.00	96.50	97.20	268.70
<b>Total Equipment Expenses</b>	<b>907.64</b>	<b>4,669.54</b>	<b>2,056.09</b>	<b>7,633.27</b>
<b>6-1600 Insurances, Licenses &amp; Rego</b>				
6-1610 Australian Sailing Association Fees	4,772.73	4,772.73	4,772.73	14,318.19
6-1620 Insurances	9,109.02	8,325.71	8,325.71	25,760.44
6-1630 License Fees	256.91	540.46	731.26	1,528.63
<b>Total Insurances, Licenses &amp; Rego</b>	<b>14,138.66</b>	<b>13,638.90</b>	<b>13,829.70</b>	<b>41,607.26</b>
<b>6-2000 Advertising &amp; Promotions</b>				
6-2005 Promotions	184.91	586.98	174.54	946.43
6-2010 Advertising & Marketing	2,889.39	2,971.75	4,003.80	9,864.94
6-2014 Gifts	0.00	0.00	101.80	101.80
6-2020 Vouchers Expense	371.61	285.45	90.91	747.97
<b>Total Advertising &amp; Promotions</b>	<b>3,445.91</b>	<b>3,844.18</b>	<b>4,371.05</b>	<b>11,661.14</b>
<b>6-4000 Occupancy Costs</b>				
6-4010 Electricity	5,674.07	6,715.83	6,602.35	18,992.25
6-4020 Gas	4,551.58	(678.19)	3,154.56	7,027.95
6-4025 Rental Expense	729.76	3,874.11	729.76	5,333.63
6-4030 Council Rates	861.99	861.99	1,040.72	2,764.70
6-4040 Cleaning	8,682.44	9,442.44	9,442.44	27,567.32
6-4041 Cleaning Products	4,493.23	1,715.94	3,361.47	9,570.64
6-4045 Security	797.95	0.00	2,110.21	2,908.16
6-4050 Water Rates	2,112.02	2,112.02	8,400.42	12,624.46
6-4055 Pest Control	692.75	692.75	692.75	2,078.25
6-4060 Waste Removal	3,751.97	3,075.35	2,977.52	9,804.84
6-4070 Gardening Expenses	0.00	0.00	1,325.95	1,325.95
<b>Total Occupancy Costs</b>	<b>32,347.76</b>	<b>27,812.24</b>	<b>39,838.15</b>	<b>99,998.15</b>
<b>6-5000 Debt Recovery Costs</b>				
6-5010 Bad Debts - Written Off	113.86	0.00	13.50	127.36
<b>Total Debt Recovery Costs</b>	<b>113.86</b>	<b>0.00</b>	<b>13.50</b>	<b>127.36</b>
<b>6-6000 Repairs, Servicing &amp; Maintenan</b>				
6-6005 R,M&S Clubhouse	3,103.80	7,110.86	11,052.35	21,267.01
6-6010 R,M&S Sailing	0.00	0.00	681.82	681.82
6-6020 R,M&S Marina	3,224.03	(15,427.30)	2,551.44	(9,651.83)
6-6030 R,M&S Keel Boats	721.73	177.19	2,993.86	3,892.78
6-6031 R,M&S Quests	292.00	1,544.40	0.00	1,836.40
6-6032 R,M&S Pacers	0.00	0.00	15.45	15.45
6-6033 R,M&S OziOptis	0.00	0.00	86.36	86.36
6-6035 R,M&S Racing Optis	481.82	0.00	0.00	481.82
6-6040 R,M&S Rescue Boats - Rhibs	318.03	4,876.15	2,795.72	7,989.90
6-6050 R,M&S Other Plant & Equipment	0.00	71.81	827.09	898.90
<b>Total Repairs, Servicing &amp; Maintenan</b>	<b>8,141.41</b>	<b>(1,646.89)</b>	<b>21,004.09</b>	<b>27,498.61</b>
<b>6-7000 Internal Club Expenses</b>				
6-7005 Committee Expenses	195.46	0.00	63.64	259.10
<b>Total Internal Club Expenses</b>	<b>195.46</b>	<b>0.00</b>	<b>63.64</b>	<b>259.10</b>
<b>6-8000 Sailing Expenses</b>				
6-8015 Volunteer Expenses	993.47	2,092.53	1,546.26	4,632.26



	Dec-23	Jan-24	Feb-24	Total
6-8021 Discovery Sailing Fees AS	0.00	0.00	18.18	18.18
6-8030 Trophies & Prizes	300.00	134.05	300.00	734.05
6-8040 Sailing Expenses	90.91	0.00	51.82	142.73
6-8050 DSC Expenses	47.24	67.97	0.00	115.21
6-8060 Regatta Expenses	22,282.23	4,690.60	1,741.92	28,714.75
6-8080 First Aid Equipment	49.86	596.57	0.00	646.43
<b>Total Sailing Expenses</b>	<b>23,763.71</b>	<b>7,581.72</b>	<b>3,658.18</b>	<b>35,003.61</b>
<b>6-9000 Employment Expenses</b>				
6-9005 Wages- Management	15,695.57	12,556.46	12,556.44	40,808.47
6-9010 Wages - Administration	8,612.97	14,705.45	12,297.09	35,615.51
6-9015 Wages - Restaurant	4,576.91	5,107.24	4,889.95	14,574.10
6-9016 Wages - Restaurant Casual	68,207.79	64,796.38	63,041.41	196,045.58
6-9017 Wages - Clubhouse	4,962.10	6,065.56	4,746.96	15,774.62
6-9018 Wages - Kitchen	35,529.45	27,362.86	18,473.48	81,365.79
6-9019 Wages - Kitchen Casual	20,801.16	21,808.17	21,005.91	63,615.24
6-9021 Wages - Sailing Casual	22,159.07	33,806.74	19,938.67	75,904.48
6-9022 Wages - Marina	10,153.88	10,238.87	9,877.34	30,270.09
6-9024 Wages - Members Casual	6,508.12	5,682.76	5,761.89	17,952.77
6-9025 Wages - Function	14,300.64	21,840.68	24,679.49	60,820.81
6-9026 Wages - Function Casual	12,667.55	816.89	255.92	13,740.36
6-9027 Wages - Kitchen Chef Casual	18,667.05	18,652.54	17,866.98	55,186.57
6-9030 External Wages- Contractors	15,522.97	4,587.22	2,201.54	22,311.73
6-9050 Staff Leave Expense	3,605.87	9,273.00	11,045.17	23,924.04
6-9051 Provision for Annual Leave	137.63	311.37	1,070.00	1,519.00
6-9055 Superannuation	26,557.22	22,858.18	21,783.35	71,198.75
6-9060 Payroll Tax Expense	11,386.17	9,261.22	8,316.34	28,963.73
6-9065 Workcover Expense	2,975.08	2,530.40	2,333.21	7,838.69
6-9070 Recruitment Expenses	686.90	360.00	35.81	1,082.71
6-9085 Staff Uniforms - Restaurant & Functions	175.45	226.45	125.55	527.45
6-9090 Other Employer Expenses	0.00	0.00	24.82	24.82
<b>Total Employment Expenses</b>	<b>303,889.55</b>	<b>292,848.44</b>	<b>262,327.32</b>	<b>859,065.31</b>
<b>Total Expenses</b>	<b>422,360.81</b>	<b>380,384.71</b>	<b>382,223.24</b>	<b>1,184,968.76</b>
<b>Operating Profit</b>	<b>81,099.85</b>	<b>46,949.50</b>	<b>77,422.22</b>	<b>205,471.57</b>
<b>8-0000 Other Income</b>				
8-0500 Interest Income	4,673.44	3,885.52	2,478.28	11,037.24
<b>Total Other Income</b>	<b>4,673.44</b>	<b>3,885.52</b>	<b>2,478.28</b>	<b>11,037.24</b>
<b>9-0000 Other Expenses</b>				
9-0200 Depreciation	73,824.58	72,072.36	65,027.45	210,924.39
9-0400 Amortisation	8,540.00	8,540.00	8,540.00	25,620.00
9-0500 Loss/Gain on Asset Disposal	8,500.00	0.00	(31,424.85)	(22,924.85)
9-0600 Interest Expense	2,179.20	4,039.11	3,346.43	9,564.74
9-0601 Lease Interest Expense	1,611.99	1,602.96	1,622.38	4,837.33
<b>Total Other Expenses</b>	<b>94,655.77</b>	<b>86,254.43</b>	<b>47,111.41</b>	<b>228,021.61</b>
<b>Net Profit</b>	<b>(8,882.48)</b>	<b>(35,419.41)</b>	<b>32,789.09</b>	<b>(11,512.80)</b>

## Profit and loss report

Accrual mode

01 Feb 2024 - 29 Feb 2024

	Total			
	Actual	Last Year	Variance \$	Variance %
<b>4-0000 Income</b>				
<b>4-1000 Catering Revenue</b>				
4-1005 Restaurant Beverage Revenue	87,412.82	72,481.24	14,931.58	21
4-1010 Restaurant Food Revenue	121,701.48	101,257.16	20,444.32	20
4-1015 Members Beverage Revenue	30,014.84	24,317.03	5,697.81	23
4-1020 Members Food Revenue	17,541.82	15,163.15	2,378.67	16
4-1021 Members F&B Discounts - Revenue	6,993.22	6,423.49	569.73	9
4-1052 Club Function Beverage	0.00	186.36	(186.36)	-100
4-1053 Function Food	45,902.17	31,956.27	13,945.90	44
4-1054 Function Beverage	11,731.62	10,483.87	1,247.75	12
4-1055 Private Function Revenue	5,959.08	9.10	5,949.98	65384
4-1060 Room Hire	5,363.66	5,681.83	(318.17)	-6
<b>Total Catering Revenue</b>	<b>332,620.71</b>	<b>267,959.50</b>	<b>64,661.21</b>	<b>24.10%</b>
<b>4-2000 Membership Income</b>				
4-2105 Member's Annual Subscription	80,000.00	73,958.43	6,041.57	8
4-2110 Association Fees	4,772.73	4,628.10	144.63	3
4-2115 Instalment Surcharge	1,364.59	857.33	507.26	59
<b>Total Membership Income</b>	<b>86,137.32</b>	<b>79,443.86</b>	<b>6,693.46</b>	<b>8.40%</b>
<b>4-2500 Marina, Hstand &amp; OTB Storage Inc</b>				
4-2510 Hardstand Annual Rental Income	8,600.00	9,303.20	(703.20)	-8
4-2520 Marina Annual Rental Income	100,261.60	93,329.36	6,932.24	7
4-2540 Marina & Hstand Casual Rental	11,913.64	9,718.18	2,195.46	23
4-2545 DSC Storage	1,960.90	1,866.78	94.12	5
4-2550 Maintenance Fee Income	13,000.00	14,621.83	(1,621.83)	-11
<b>Total Marina, Hstand &amp; OTB Storage Inc</b>	<b>135,736.14</b>	<b>128,839.35</b>	<b>6,896.79</b>	<b>5.40%</b>
<b>4-3000 Sailing Income</b>				
4-3105 Sailing Safety Fees	1,729.92	1,370.35	359.57	26
4-3110 School Sailing Fees	0.00	7,848.19	(7,848.19)	-100
4-3115 Coaching Fees	0.00	236.36	(236.36)	-100
4-3120 Regattas Income	10,016.73	0.00	10,016.73	-
4-3130 Boat Hire Income	1,509.09	0.00	1,509.09	-
<b>Total Sailing Income</b>	<b>13,255.74</b>	<b>9,454.90</b>	<b>3,800.84</b>	<b>40.20%</b>
<b>4-4000 DSC Income</b>				
4-4100 DSC Canteen	181.82	119.63	62.19	52
4-4110 DSC Programme & Training Fees	0.00	6,883.62	(6,883.62)	-100
4-4117 Adult Enrolment Fees	0.00	4,404.36	(4,404.36)	-100
4-4125 School Holiday Program	5,053.09	0.00	5,053.09	-
4-4130 Term 1 Training	709.09	0.00	709.09	-

	Total			
	Actual	Last Year	Variance \$	Variance %
4-4140 Adult Learn to Sail	4,048.73	0.00	4,048.73	-
4-4145 Keel Boat Learn to Sail	3,106.18	0.00	3,106.18	-
4-4160 School Training Fees	1,281.89	0.00	1,281.89	-
4-4165 Private Coaching Fees	122.73	0.00	122.73	-
<b>Total DSC Income</b>	<b>14,503.53</b>	<b>11,407.61</b>	<b>3,095.92</b>	<b>27.10%</b>
<b>4-5000 Other Revenue</b>				
4-5105 Clothing & Merchandise Sales	2,166.36	1,438.18	728.18	51
4-5120 Sub-tenant Rental Income	3,401.54	1,259.75	2,141.79	170
4-5140 Gifts & Donations Received	522.50	0.00	522.50	-
4-5155 Credit Card Surcharge	52.25	37.08	15.17	41
4-5160 Keys Income	1,017.51	1,170.91	(153.40)	-13
4-5161 Lockers Income	69.68	64.38	5.30	8
4-5170 Sundry Income	716.14	191.82	524.32	273
<b>Total Other Revenue</b>	<b>7,945.98</b>	<b>4,162.12</b>	<b>3,783.86</b>	<b>90.90%</b>
<b>Total Income</b>	<b>590,199.42</b>	<b>501,267.34</b>	<b>88,932.08</b>	<b>17.70%</b>
<b>5-0000 Catering Cost Of Sales</b>				
<b>5-0005 Cost Of Sales</b>				
5-1000 Costs of Sales- Beverage	41,339.48	36,074.95	5,264.53	15
5-2000 Costs of Sales- Food	89,214.48	92,367.10	(3,152.62)	-3
<b>Total Cost Of Sales</b>	<b>130,553.96</b>	<b>128,442.05</b>	<b>2,111.91</b>	<b>1.60%</b>
<b>Total Catering Cost Of Sales</b>	<b>130,553.96</b>	<b>128,442.05</b>	<b>2,111.91</b>	<b>1.60%</b>
<b>Gross Profit</b>	<b>459,645.46</b>	<b>372,825.29</b>	<b>86,820.17</b>	<b>23</b>
<b>6-0000 Expenses</b>				
<b>6-1000 General Operating Expenses</b>				
6-1005 Bank Charges	465.46	677.22	(211.76)	-31
6-1010 Merchant Fees	3,341.05	2,587.39	753.66	29
6-1011 Commission Paid	83.78	400.37	(316.59)	-79
6-1015 Cash Discrepancies	(32.65)	53.61	(86.26)	-161
6-1025 Software & Support	2,480.75	7,777.13	(5,296.38)	-68
6-1030 Printing	390.65	1,517.46	(1,126.81)	-74
6-1031 Postage	22.72	22.80	(0.08)	-0
6-1032 Stationery	494.29	785.00	(290.71)	-37
6-1035 Telephone & Internet	908.21	1,205.13	(296.92)	-25
6-1042 Ice	(313.23)	340.00	(653.23)	-192
6-1044 Kitchen Consumables	2,007.56	152.87	1,854.69	1213
6-1046 Subscription - IT	4,635.05	1,121.25	3,513.80	313
6-1047 Tea Towels	1,562.90	2,022.90	(460.00)	-23
6-1048 Other Consumables	347.50	0.00	347.50	-
6-1055 Staff Amenities	186.58	0.00	186.58	-
6-1056 Staff Discounts	1,804.03	1,484.44	319.59	22
6-1060 Clothing & Merchandise Costs	2,230.31	1,017.41	1,212.90	119
6-1065 Entertainment Expenses	11.81	0.00	11.81	-
6-1070 Decorations	104.00	0.00	104.00	-
6-1075 General Expenses	277.31	211.82	65.49	31
6-1080 Member Expenses	466.70	0.00	466.70	-
6-1081 Members F&B Discounts	6,993.22	6,423.49	569.73	9
<b>Total General Operating Expenses</b>	<b>28,468.00</b>	<b>27,800.29</b>	<b>667.71</b>	<b>2.40%</b>
<b>6-1200 Professional Fees</b>				

	Total			
	Actual	Last Year	Variance \$	Variance %
6-1210 Accounting & Audit Fees	6,593.52	6,312.52	281.00	4
<b>Total Professional Fees</b>	<b>6,593.52</b>	<b>6,312.52</b>	<b>281.00</b>	<b>4.50%</b>
<b>6-1400 Equipment Expenses</b>				
6-1401 Equipment Expenses	1,341.02	1,467.19	(126.17)	-9
6-1405 Replacement - Glassware etc	0.00	100.00	(100.00)	-100
6-1410 Equipment Hire	0.00	198.08	(198.08)	-100
6-1440 Fuel & Oil	617.87	0.00	617.87	-
6-1441 Freight & Courier	97.20	105.67	(8.47)	-8
<b>Total Equipment Expenses</b>	<b>2,056.09</b>	<b>1,870.94</b>	<b>185.15</b>	<b>9.90%</b>
<b>6-1600 Insurances, Licenses &amp; Rego</b>				
6-1610 Australian Sailing Association Fees	4,772.73	4,545.46	227.27	5
6-1620 Insurances	8,325.71	7,834.71	491.00	6
6-1630 License Fees	731.26	108.74	622.52	572
6-1631 Licence Fees - Regos	0.00	197.88	(197.88)	-100
<b>Total Insurances, Licenses &amp; Rego</b>	<b>13,829.70</b>	<b>12,686.79</b>	<b>1,142.91</b>	<b>9.00%</b>
<b>6-2000 Advertising &amp; Promotions</b>				
6-2005 Promotions	174.54	308.17	(133.63)	-43
6-2010 Advertising & Marketing	4,003.80	1,886.57	2,117.23	112
6-2014 Gifts	101.80	0.00	101.80	-
6-2020 Vouchers Expense	90.91	181.82	(90.91)	-50
<b>Total Advertising &amp; Promotions</b>	<b>4,371.05</b>	<b>2,376.56</b>	<b>1,994.49</b>	<b>83.90%</b>
<b>6-4000 Occupancy Costs</b>				
6-4010 Electricity	6,602.35	6,907.51	(305.16)	-4
6-4020 Gas	3,154.56	441.66	2,712.90	614
6-4025 Rental Expense	729.76	365.51	364.25	100
6-4030 Council Rates	1,040.72	861.99	178.73	21
6-4040 Cleaning	9,442.44	259.73	9,182.71	3536
6-4041 Cleaning Products	3,361.47	3,866.40	(504.93)	-13
6-4045 Security	2,110.21	1,020.64	1,089.57	107
6-4050 Water Rates	8,400.42	2,318.29	6,082.13	262
6-4055 Pest Control	692.75	0.00	692.75	-
6-4060 Waste Removal	2,977.52	2,083.66	893.86	43
6-4070 Gardening Expenses	1,325.95	975.95	350.00	36
<b>Total Occupancy Costs</b>	<b>39,838.15</b>	<b>19,101.34</b>	<b>20,736.81</b>	<b>108.60%</b>
<b>6-5000 Debt Recovery Costs</b>				
6-5010 Bad Debts - Written Off	13.50	0.00	13.50	-
6-5015 Debt Collection Costs	0.00	80.00	(80.00)	-100
<b>Total Debt Recovery Costs</b>	<b>13.50</b>	<b>80.00</b>	<b>(66.50)</b>	<b>-83.10%</b>
<b>6-6000 Repairs, Servicing &amp; Maintenan</b>				
6-6005 R,M&S Clubhouse	11,052.35	3,331.18	7,721.17	232
6-6010 R,M&S Sailing	681.82	0.00	681.82	-
6-6020 R,M&S Marina	2,551.44	4,066.80	(1,515.36)	-37
6-6030 R,M&S Keel Boats	2,993.86	1,295.87	1,697.99	131
6-6032 R,M&S Pacers	15.45	0.00	15.45	-
6-6033 R,M&S OziOptis	86.36	0.00	86.36	-
6-6040 R,M&S Rescue Boats - Rhibs	2,795.72	435.46	2,360.26	542
6-6050 R,M&S Other Plant & Equipment	827.09	0.00	827.09	-
<b>Total Repairs, Servicing &amp; Maintenan</b>	<b>21,004.09</b>	<b>9,129.31</b>	<b>11,874.78</b>	<b>130.10%</b>

Total				
	Actual	Last Year	Variance \$	Variance %
<b>6-7000 Internal Club Expenses</b>				
6-7005 Committee Expenses	63.64	114.01	(50.37)	-44
<b>Total Internal Club Expenses</b>	<b>63.64</b>	<b>114.01</b>	<b>(50.37)</b>	<b>-44.20%</b>
<b>6-8000 Sailing Expenses</b>				
6-8015 Volunteer Expenses	1,546.26	863.81	682.45	79
6-8021 Discovery Sailing Fees AS	18.18	965.45	(947.27)	-98
6-8030 Trophies & Prizes	300.00	40.00	260.00	650
6-8040 Sailing Expenses	51.82	0.00	51.82	-
6-8050 DSC Expenses	0.00	1,510.91	(1,510.91)	-100
6-8060 Regatta Expenses	1,741.92	6,347.19	(4,605.27)	-73
<b>Total Sailing Expenses</b>	<b>3,658.18</b>	<b>9,727.36</b>	<b>(6,069.18)</b>	<b>-62.40%</b>
<b>6-9000 Employment Expenses</b>				
6-9005 Wages- Management	12,556.44	11,538.44	1,018.00	9
6-9010 Wages - Administration	12,297.09	10,215.55	2,081.54	20
6-9015 Wages - Restaurant	4,889.95	8,586.69	(3,696.74)	-43
6-9016 Wages - Restaurant Casual	63,041.41	49,433.75	13,607.66	28
6-9017 Wages - Clubhouse	4,746.96	1,920.15	2,826.81	147
6-9018 Wages - Kitchen	18,473.48	32,534.06	(14,060.58)	-43
6-9019 Wages - Kitchen Casual	21,005.91	5,794.24	15,211.67	262
6-9020 Wages - Sailing	0.00	8,410.25	(8,410.25)	-100
6-9021 Wages - Sailing Casual	19,938.67	14,309.25	5,629.42	39
6-9022 Wages - Marina	9,877.34	7,307.80	2,569.54	35
6-9023 Wages - Members	0.00	633.22	(633.22)	-100
6-9024 Wages - Members Casual	5,761.89	4,245.41	1,516.48	36
6-9025 Wages - Function	24,679.49	11,442.10	13,237.39	116
6-9026 Wages - Function Casual	255.92	7,421.08	(7,165.16)	-97
6-9027 Wages - Kitchen Chef Casual	17,866.98	433.65	17,433.33	4020
6-9030 External Wages- Contractors	2,201.54	12,566.80	(10,365.26)	-82
6-9050 Staff Leave Expense	11,045.17	2,928.06	8,117.11	277
6-9051 Provision for Annual Leave	1,070.00	326.79	743.21	227
6-9055 Superannuation	21,783.35	17,168.41	4,614.94	27
6-9060 Payroll Tax Expense	8,316.34	6,369.02	1,947.32	31
6-9065 Workcover Expense	2,333.21	1,908.24	424.97	22
6-9070 Recruitment Expenses	35.81	530.00	(494.19)	-93
6-9085 Staff Uniforms - Restaurant & Functions	125.55	0.00	125.55	-
6-9090 Other Employer Expenses	24.82	0.00	24.82	-
<b>Total Employment Expenses</b>	<b>262,327.32</b>	<b>216,022.96</b>	<b>46,304.36</b>	<b>21.40%</b>
<b>Total Expenses</b>	<b>382,223.24</b>	<b>305,222.08</b>	<b>77,001.16</b>	<b>25.20%</b>
<b>Operating Profit</b>	<b>77,422.22</b>	<b>67,603.21</b>	<b>9,819.01</b>	<b>14</b>
<b>8-0000 Other Income</b>				
8-0500 Interest Income	2,478.28	2.24	2,476.04	110538
<b>Total Other Income</b>	<b>2,478.28</b>	<b>2.24</b>	<b>2,476.04</b>	<b>110537.50%</b>
<b>9-0000 Other Expenses</b>				
9-0200 Depreciation	65,027.45	74,132.76	(9,105.31)	-12
9-0400 Amortisation	8,540.00	8,216.00	324.00	4
9-0500 Loss/Gain on Asset Disposal	(31,424.85)	0.00	(31,424.85)	-
9-0600 Interest Expense	3,346.43	4,174.46	(828.03)	-20

	Total			
	Actual	Last Year	Variance \$	Variance %
9-0601 Lease Interest Expense	1,622.38	1,699.26	(76.88)	-4
<b>Total Other Expenses</b>	<b>47,111.41</b>	<b>88,222.48</b>	<b>(41,111.07)</b>	<b>-46.60%</b>
<b>Net Profit</b>	<b>32,789.09</b>	<b>(20,617.03)</b>	<b>53,406.12</b>	<b>259</b>

## Profit & Loss [Budget Analysis]

February 2024

		Selected Period	Budgeted	\$ Difference	% Difference
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$87,412.82	\$75,000.00	\$12,412.82	16.6%
4-1010	Restaurant Food Revenue	\$121,701.48	\$103,000.00	\$18,701.48	18.2%
4-1015	Members Beverage Revenue	\$30,014.84	\$25,000.00	\$5,014.84	20.1%
4-1020	Members Food Revenue	\$17,541.82	\$15,000.00	\$2,541.82	16.9%
4-1021	Members F&B Discounts - Revenue	\$6,993.22	\$6,000.00	\$993.22	16.6%
4-1053	Function Food	\$45,902.17	\$32,000.00	\$13,902.17	43.4%
4-1054	Function Beverage	\$11,731.62	\$10,500.00	\$1,231.62	11.7%
4-1055	Private Function Revenue	\$5,959.08	\$0.00	\$5,959.08	NA
4-1060	Room Hire	\$5,363.66	\$5,500.00	-\$136.34	(2.5)%
	Total Catering Revenue	\$332,620.71	\$272,000.00	\$60,620.71	22.3%
4-2000	Membership Income				
4-2105	Member's Annual Subscription	\$80,000.00	\$75,000.00	\$5,000.00	6.7%
4-2110	Association Fees	\$4,772.73	\$4,778.00	-\$5.27	(0.1)%
4-2115	Instalment Surcharge	\$1,364.59	\$875.00	\$489.59	56.0%
	Total Membership Income	\$86,137.32	\$80,653.00	\$5,484.32	6.8%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$8,600.00	\$9,815.00	-\$1,215.00	(12.4)%
4-2520	Marina Annual Rental Income	\$100,261.60	\$97,351.00	\$2,910.60	3.0%
4-2540	Marina & Hstand Casual Rental	\$11,913.64	\$10,000.00	\$1,913.64	19.1%
4-2545	DSC Storage	\$1,960.90	\$1,500.00	\$460.90	30.7%
4-2550	Maintenance Fee Income	\$13,000.00	\$14,500.00	-\$1,500.00	(10.3)%
	Total Marina, Hstand & OTB Storage Inc	\$135,736.14	\$133,166.00	\$2,570.14	1.9%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$1,729.92	\$1,500.00	\$229.92	15.3%
4-3110	School Sailing Fees	\$0.00	\$5,000.00	-\$5,000.00	(100.0)%
4-3120	Regattas Income	\$10,016.73	\$0.00	\$10,016.73	NA
4-3130	Boat Hire Income	\$1,509.09	\$0.00	\$1,509.09	NA
	Total Sailing Income	\$13,255.74	\$6,500.00	\$6,755.74	103.9%
4-4000	DSC Income				
4-4100	DSC Canteen	\$181.82	\$4,436.00	-\$4,254.18	(95.9)%
4-4110	DSC Programme & Training Fees	\$0.00	\$3,000.00	-\$3,000.00	(100.0)%
4-4117	Adult Enrolment Fees	\$0.00	\$4,000.00	-\$4,000.00	(100.0)%
4-4119	Powerboat Courses Fees	\$0.00	\$1,400.00	-\$1,400.00	(100.0)%
4-4125	School Holiday Program	\$5,053.09	\$0.00	\$5,053.09	NA
4-4130	Term 1 Training	\$709.09	\$0.00	\$709.09	NA
4-4140	Adult Learn to Sail	\$4,048.73	\$2,560.00	\$1,488.73	58.2%
4-4145	Keel Boat Learn to Sail	\$3,106.18	\$0.00	\$3,106.18	NA
4-4160	School Training Fees	\$1,281.89	\$5,760.00	-\$4,478.11	(77.7)%
4-4165	Private Coaching Fees	\$122.73	\$0.00	\$122.73	NA
	Total DSC Income	\$14,503.53	\$21,156.00	-\$6,652.47	(31.4)%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$2,166.36	\$1,500.00	\$666.36	44.4%
4-5120	Sub-tenant Rental Income	\$3,401.54	\$4,695.00	-\$1,293.46	(27.5)%
4-5140	Gifts & Donations Received	\$522.50	\$0.00	\$522.50	NA
4-5155	Credit Card Surcharge	\$52.25	\$800.00	-\$747.75	(93.5)%
4-5160	Keys Income	\$1,017.51	\$800.00	\$217.51	27.2%
4-5161	Lockers Income	\$69.68	\$0.00	\$69.68	NA
4-5170	Sundry Income	\$716.14	\$100.00	\$616.14	616.1%
	Total Other Revenue	\$7,945.98	\$7,895.00	\$50.98	0.6%

**Profit & Loss [Budget Analysis]**

February 2024

		Selected Period	Budgeted	\$ Difference	% Difference
Total Income		\$590,199.42	\$521,370.00	\$68,829.42	13.2%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				
5-1000	Costs of Sales- Beverage	\$41,339.48	\$39,780.00	\$1,559.48	3.9%
5-2000	Costs of Sales- Food	\$89,214.48	\$65,520.00	\$23,694.48	36.2%
5-3000	Costs of Sales- Clothing & Merch	\$0.00	\$495.00	-\$495.00	(100.0)%
Total Catering Cost Of Sales		\$130,553.96	\$105,795.00	\$24,758.96	23.4%
Gross Profit		\$459,645.46	\$415,575.00	\$44,070.46	10.6%
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1005	Bank Charges	\$465.46	\$580.00	-\$114.54	(19.7)%
6-1010	Merchant Fees	\$3,341.05	\$3,000.00	\$341.05	11.4%
6-1011	Commission Paid	\$83.78	\$400.00	-\$316.22	(79.1)%
6-1015	Cash Discrepancies	-\$32.65	\$50.00	-\$82.65	(165.3)%
6-1016	Walk Outs	\$0.00	\$50.00	-\$50.00	(100.0)%
6-1025	Software & Support	\$2,480.75	\$7,000.00	-\$4,519.25	(64.6)%
6-1030	Printing	\$390.65	\$1,500.00	-\$1,109.35	(74.0)%
6-1031	Postage	\$22.72	\$50.00	-\$27.28	(54.6)%
6-1032	Stationery	\$494.29	\$580.00	-\$85.71	(14.8)%
6-1035	Telephone & Internet	\$908.21	\$1,200.00	-\$291.79	(24.3)%
6-1040	Office & Admin Expenses	\$0.00	\$500.00	-\$500.00	(100.0)%
6-1042	Ice	-\$313.23	\$0.00	-\$313.23	NA
6-1044	Kitchen Consumables	\$2,007.56	\$0.00	\$2,007.56	NA
6-1046	Subscription - IT	\$4,635.05	\$2,500.00	\$2,135.05	85.4%
6-1047	Tea Towels	\$1,562.90	\$1,550.00	\$12.90	0.8%
6-1048	Other Consumables	\$347.50	\$0.00	\$347.50	NA
6-1051	Keys Expense	\$0.00	\$575.00	-\$575.00	(100.0)%
6-1055	Staff Amenities	\$186.58	\$0.00	\$186.58	NA
6-1056	Staff Discounts	\$1,804.03	\$1,500.00	\$304.03	20.3%
6-1060	Clothing & Merchandise Costs	\$2,230.31	\$1,500.00	\$730.31	48.7%
6-1065	Entertainment Expenses	\$11.81	\$0.00	\$11.81	NA
6-1070	Decorations	\$104.00	\$0.00	\$104.00	NA
6-1075	General Expenses	\$277.31	\$1,000.00	-\$722.69	(72.3)%
6-1080	Member Expenses	\$466.70	\$0.00	\$466.70	NA
6-1081	Members F&B Discounts	\$6,993.22	\$6,000.00	\$993.22	16.6%
Total General Operating Expenses		\$28,468.00	\$29,535.00	-\$1,067.00	(3.6)%
6-1200	Professional Fees				
6-1210	Accounting & Audit Fees	\$6,593.52	\$7,500.00	-\$906.48	(12.1)%
Total Professional Fees		\$6,593.52	\$7,500.00	-\$906.48	(12.1)%
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$1,341.02	\$1,500.00	-\$158.98	(10.6)%
6-1405	Replacement - Glassware etc	\$0.00	\$300.00	-\$300.00	(100.0)%
6-1410	Equipment Hire	\$0.00	\$200.00	-\$200.00	(100.0)%
6-1420	Tools & Equip - Consumables	\$0.00	\$40.00	-\$40.00	(100.0)%
6-1440	Fuel & Oil	\$617.87	\$0.00	\$617.87	NA
6-1441	Freight & Courier	\$97.20	\$150.00	-\$52.80	(35.2)%
Total Equipment Expenses		\$2,056.09	\$2,190.00	-\$133.91	(6.1)%
6-1600	Insurances, Licenses & Rego				
6-1610	Australian Sailing Association Fees	\$4,772.73	\$4,800.00	-\$27.27	(0.6)%
6-1620	Insurances	\$8,325.71	\$8,333.00	-\$7.29	(0.1)%



### Profit & Loss [Budget Analysis]

February 2024

		Selected Period	Budgeted	\$ Difference	% Difference
6-1630	License Fees	\$731.26	\$333.00	\$398.26	119.6%
6-1631	Licence Fees - Regos	\$0.00	\$200.00	-\$200.00	(100.0)%
	<b>Total Insurances, Licenses &amp; Rego</b>	<b>\$13,829.70</b>	<b>\$13,666.00</b>	<b>\$163.70</b>	<b>1.2%</b>
6-2000	Advertising & Promotions				
6-2005	Promotions	\$174.54	\$300.00	-\$125.46	(41.8)%
6-2010	Advertising & Marketing	\$4,003.80	\$2,000.00	\$2,003.80	100.2%
6-2014	Gifts	\$101.80	\$0.00	\$101.80	NA
6-2016	Digital Expenses	\$0.00	\$100.00	-\$100.00	(100.0)%
6-2020	Vouchers Expense	\$90.91	\$100.00	-\$9.09	(9.1)%
	<b>Total Advertising &amp; Promotions</b>	<b>\$4,371.05</b>	<b>\$2,500.00</b>	<b>\$1,871.05</b>	<b>74.8%</b>
6-4000	Occupancy Costs				
6-4010	Electricity	\$6,602.35	\$7,500.00	-\$897.65	(12.0)%
6-4020	Gas	\$3,154.56	\$2,000.00	\$1,154.56	57.7%
6-4025	Rental Expense	\$729.76	\$11,017.00	-\$10,287.24	(93.4)%
6-4030	Council Rates	\$1,040.72	\$900.00	\$140.72	15.6%
6-4040	Cleaning	\$9,442.44	\$9,100.00	\$342.44	3.8%
6-4041	Cleaning Products	\$3,361.47	\$3,750.00	-\$388.53	(10.4)%
6-4045	Security	\$2,110.21	\$700.00	\$1,410.21	201.5%
6-4050	Water Rates	\$8,400.42	\$2,000.00	\$6,400.42	320.0%
6-4055	Pest Control	\$692.75	\$0.00	\$692.75	NA
6-4060	Waste Removal	\$2,977.52	\$2,000.00	\$977.52	48.9%
6-4070	Gardening Expenses	\$1,325.95	\$400.00	\$925.95	231.5%
	<b>Total Occupancy Costs</b>	<b>\$39,838.15</b>	<b>\$39,367.00</b>	<b>\$471.15</b>	<b>1.2%</b>
6-5000	Debt Recovery Costs				
6-5010	Bad Debts - Written Off	\$13.50	\$0.00	\$13.50	NA
	<b>Total Debt Recovery Costs</b>	<b>\$13.50</b>	<b>\$0.00</b>	<b>\$13.50</b>	<b>NA</b>
6-6000	Repairs, Servicing & Maintenan				
6-6005	R,M&S Clubhouse	\$11,052.35	\$3,329.00	\$7,723.35	232.0%
6-6010	R,M&S Sailing	\$681.82	\$200.00	\$481.82	240.9%
6-6020	R,M&S Marina	\$2,551.44	\$10,900.00	-\$8,348.56	(76.6)%
6-6030	R,M&S Keel Boats	\$2,993.86	\$0.00	\$2,993.86	NA
6-6031	R,M&S Quests	\$0.00	\$2,000.00	-\$2,000.00	(100.0)%
6-6032	R,M&S Pacers	\$15.45	\$0.00	\$15.45	NA
6-6033	R,M&S OziOptis	\$86.36	\$1,100.00	-\$1,013.64	(92.1)%
6-6040	R,M&S Rescue Boats - Rhibs	\$2,795.72	\$500.00	\$2,295.72	459.1%
6-6050	R,M&S Other Plant & Equipment	\$827.09	\$0.00	\$827.09	NA
	<b>Total Repairs, Servicing &amp; Maintenan</b>	<b>\$21,004.09</b>	<b>\$18,029.00</b>	<b>\$2,975.09</b>	<b>16.5%</b>
6-7000	Internal Club Expenses				
6-7005	Committee Expenses	\$63.64	\$0.00	\$63.64	NA
	<b>Total Internal Club Expenses</b>	<b>\$63.64</b>	<b>\$0.00</b>	<b>\$63.64</b>	<b>NA</b>
6-8000	Sailing Expenses				
6-8015	Volunteer Expenses	\$1,546.26	\$800.00	\$746.26	93.3%
6-8021	Discovery Sailing Fees AS	\$18.18	\$1,000.00	-\$981.82	(98.2)%
6-8030	Trophies & Prizes	\$300.00	\$100.00	\$200.00	200.0%
6-8040	Sailing Expenses	\$51.82	\$0.00	\$51.82	NA
6-8060	Regatta Expenses	\$1,741.92	\$0.00	\$1,741.92	NA
	<b>Total Sailing Expenses</b>	<b>\$3,658.18</b>	<b>\$1,900.00</b>	<b>\$1,758.18</b>	<b>92.5%</b>
6-9000	Employment Expenses				
6-9005	Wages- Management	\$12,556.44	\$12,556.00	\$0.44	0.0%
6-9010	Wages - Administration	\$12,297.09	\$11,116.00	\$1,181.09	10.6%
6-9015	Wages - Restaurant	\$4,889.95	\$7,072.00	-\$2,182.05	(30.9)%

**Profit & Loss [Budget Analysis]**

February 2024

		Selected Period	Budgeted	\$ Difference	% Difference
6-9016	Wages - Restaurant Casual	\$63,041.41	\$49,232.00	\$13,809.41	28.0%
6-9017	Wages - Clubhouse	\$4,746.96	\$2,000.00	\$2,746.96	137.3%
6-9018	Wages - Kitchen	\$18,473.48	\$40,800.00	-\$22,326.52	(54.7)%
6-9019	Wages - Kitchen Casual	\$21,005.91	\$14,144.00	\$6,861.91	48.5%
6-9020	Wages - Sailing	\$0.00	\$7,153.00	-\$7,153.00	(100.0)%
6-9021	Wages - Sailing Casual	\$19,938.67	\$0.00	\$19,938.67	NA
6-9022	Wages - Marina	\$9,877.34	\$9,230.00	\$647.34	7.0%
6-9024	Wages - Members Casual	\$5,761.89	\$5,712.00	\$49.89	0.9%
6-9025	Wages - Function	\$24,679.49	\$7,616.00	\$17,063.49	224.0%
6-9026	Wages - Function Casual	\$255.92	\$11,424.00	-\$11,168.08	(97.8)%
6-9027	Wages - Kitchen Chef Casual	\$17,866.98	\$0.00	\$17,866.98	NA
6-9030	External Wages- Contractors	\$2,201.54	\$0.00	\$2,201.54	NA
6-9050	Staff Leave Expense	\$11,045.17	\$0.00	\$11,045.17	NA
6-9051	Provision for Annual Leave	\$1,070.00	\$0.00	\$1,070.00	NA
6-9055	Superannuation	\$21,783.35	\$19,586.05	\$2,197.30	11.2%
6-9060	Payroll Tax Expense	\$8,316.34	\$8,635.67	-\$319.33	(3.7)%
6-9065	Workcover Expense	\$2,333.21	\$2,160.00	\$173.21	8.0%
6-9070	Recruitment Expenses	\$35.81	\$0.00	\$35.81	NA
6-9085	Staff Uniforms - Restaurant & Functions	\$125.55	\$0.00	\$125.55	NA
6-9090	Other Employer Expenses	\$24.82	\$0.00	\$24.82	NA
Total Employment Expenses		\$262,327.32	\$208,436.72	\$53,890.60	25.9%
Total Expenses		\$382,223.24	\$323,123.72	\$59,099.52	18.3%
Operating Profit		\$77,422.22	\$92,451.28	-\$15,029.06	(16.3)%
8-0000	Other Income				
8-0500	Interest Income	\$2,478.28	\$0.00	\$2,478.28	NA
Total Other Income		\$2,478.28	\$0.00	\$2,478.28	NA
9-0000	Other Expenses				
9-0200	Depreciation	\$65,027.45	\$75,000.00	-\$9,972.55	(13.3)%
9-0400	Amortisation	\$8,540.00	\$3,687.00	\$4,853.00	131.6%
9-0500	Loss/Gain on Asset Disposal	-\$31,424.85	\$0.00	-\$31,424.85	NA
9-0600	Interest Expense	\$3,346.43	\$4,200.00	-\$853.57	(20.3)%
9-0601	Lease Interest Expense	\$1,622.38	\$1,850.00	-\$227.62	(12.3)%
Total Other Expenses		\$47,111.41	\$84,737.00	-\$37,625.59	(44.4)%
Net Profit/(Loss)		\$32,789.09	\$7,714.28	\$25,074.81	325.0%



Minutes of RBYC Cruising Group Committee Meeting  
Held at RBYC Clubrooms,  
Tuesday, March 12<sup>th</sup>, 2024 at 7:00pm

**PRESENT:**

Sue Drummond, Terry Frankham (Secretary), Peter Gebhardt (Chair), Rob Hurrell, Jo Walker, Peter Strain

**APOLOGIES:**

Barbara Burns, Rod Cuthbert

- *Rob Hurrell agreed to take on next rotation as chairperson, effective end of this meeting.*
- *Jo Walker undertook to get in touch with Barbara Burns regarding further participation on the committee.*
- *Sue Drummond tendered her resignation from the Committee.*

**MINUTES: Of last meeting, held on 6<sup>th</sup> February, 2024, were confirmed.**

*MATTERS ARISING from MINUTES*

– Nil

**CORRESPONDENCE:**

**In:**

– Nil

**Out:**

– Nil

**FINANCES:**

Committee approved following re-imbursements (Receipts attached, Appendix A):

- \$29.99 to Jenny Collins for Birthday Cruise Cake
- \$23.97 to Terry Frankham for gift bags for Guest Speaker tumblers.

**GENERAL BUSINESS:**

**1. Report From General Committee (Peter Gebhardt)**

- New driveway/forecourt for Clubhouse. Builder has been informed, and it is hoped that work can start in May.
- Peter Gebhardt has joined the Assets subcommittee.
- Negotiations regarding seabed lease have recommenced.
- Club going through the consent process for the marina dredging.
  - Possibility that soil from dredging could be put in bags and used to plug seawall hole.
- CCTV cameras for hardstand and marina

**2. Sailing Committee Rep (Peter Gebhardt)**

- Nothing new to report.

### 3. Social Committee Rep (Sue Drummond)

- Nothing New to report

### 4. On Water Events:

#### Bass Strait Cruise in Company (Sat 24<sup>th</sup> Feb – Monday 11<sup>th</sup> Mar 2024)

- 4 Boats met a Q'cliff – *Aquacadabra*, *Chakana Kirra Kirra*, and *Why Knot*.
- *Why Knot* headed east to the Prom, then to the Paynesville woodern boat rally.
- *Aquacadabra*, *Chakana* and *Kirra Kirra* continued in company to King Island, Stanley (via the Fleurieu Group), Three Hummock, and then back to Port Phillip (Sorrento).
- New yacht berths in Stanley harbour, however, they are exposed to easterly winds and swell.

#### Future events:

- ❖ Juniors' Big Boat Day, March 24<sup>th</sup>. – CG to continue to support, however, organisation of the event has now been transferred to the Sailing Office
  - Format has changed, no longer going to RYCV, but departing Brighton for an hour or so bay sail, then return for BBQ on hardstand.
- ❖ Decided to not promote an Easter Cruise, given proximity to the Bass Strait Cruise – leave it for informal "WhatsApp" arrangements.
- ❖ Frostbite Cruise, June 29<sup>th</sup>/30<sup>th</sup>. (may adjust to match Firelight Festival if dates are close)

### 5. Guest Speaker Dinners / Social Events:

#### Cruising New Caledonia and Vanuatu. - Friday 16th February, 2024

- Thanks to Robina & Brenton Smith, Rob & Sue Hurrell, Geoff Brewster & Barbara Burns for a comprehensive review of their travels.
- Good attendance, good meal, successful evening

#### + Future events:

- ❖ Friday 15th March, 2024: Peter Strain - *Cruising the Great Barrier Reef*
  - Peter Strain video
  - Will show 2024 Bass Strait Cruise photos during dinner, to be followed by Peter's video.
- ❖ No Guest Speaker Dinner in April
  - Social event will be the Blues Train on 20<sup>th</sup> April
    - At least 20 people booked
  - PG has emailed Caroline regarding there being no dinner in April, however no response to date.
- ❖ Future talks
  - Sagred crew (Kim Davis?) video. (Paul Jenkins is contact – PG will talk to Paul)
  - Roger Lloyd – *2016 Bay of Biscay Crossing* (Peter Strain contact) ?– revisit in 2025 when he returns.
  - Peter Johns: *European Canal Cruise (Part 3)?*
  - *Diving in Kalimantan* (Peter Gebhardt)
  - A weather talk?

**6. Other business**

- a. Committee thanked Sue Drummond for her service on the committee.
- b. TF advised that he would be away for April and May, and that someone else would need to act as secretary over that time frame (PG volunteered), and that someone else would need to write the weekly Cruising News for the weekly club email newsletter.
- c. Cruising Group ½ year report for the Club's ½ yearly meeting. PG undertook to write and present report.
- d. TF advised that a new supply of Cruising Group tumblers had been obtained – good for the next couple of years of Guest Speaker presentations.

**Meeting Closed at 7:40 pm.**

~

**NEXT MEETING: 7:00pm, Tuesday 9<sup>th</sup> April, 2024 at RBYC Clubrooms**

Committee Rep: \_\_\_\_\_ Secretary: \_\_\_\_\_

Date: \_\_\_\_\_ Date: \_\_\_\_\_

# Royal Brighton Yacht Club

## Meeting Notes – Asset Management Subcommittee

Tuesday 5 March 2024, 6:00 pm – 7:00 pm

---

### Participants

Niesje Hees, Peter Strain, Murray Cowdell, Andrew Merrett, Kal Raghunathan, Malcolm Mitchell, Peter Gebhardt

### Apologies

None

1. Welcome to Peter Gebhardt as a new member of the sub-committee
2. Updates on projects;

### *Forecourt Development*

Approval was granted by General Committee to engage Long Contracting to redevelop the club forecourt at a cost of \$930k. The Finance Committee recommended seeking a loan for the amount, to protect the club's cash reserves and provide sufficient flexibility for future projects. This was approved by a Special General Meeting of Members on 22 February 2024. Builders are expected on site from May 2024 with works completed by September. The club will be fully operational during the works, but the front entrance will be closed for a period.

### *Seabed Lease*

We now have a new contact at Parks Victoria (Psyche Payne), and the GM, Vice Commodore and Commodore have met with them via Teams. We will be following up on next steps once the new team has become familiar with our history and current situation.

### *Dredging*

Environmental surveys have been completed as required to obtain the permit for dredging of the marina. The MACA (permit) application has been submitted and is awaiting approval. In the meantime, Water Technology is preparing tender documentation to enable selection of a dredging contractor.

### *CCTV cameras on hardstand/ marina*

Work is currently underway to install CCTV cameras on the hardstand and marina. This is a scalable solution using the same central system as what is installed in the clubhouse.

### 3. Flagpole options (next steps)

Options are being explored. Preference from Assets subcommittee was an aluminium flag pole on the beach with perhaps an additional ordinary flagpole at the front of the club.

### 4. Major maintenance items and prioritisation

Concerns expressed by about ribs not being covered when not in use (accelerating sun damage)  
Concerns that club maintenance is under-resourced overall (perhaps there is need for casual or part time resource to assist).

Many wheelbarrows in poor shape – need replacing.

Next meeting: 7 May 2024 6:00 pm

## Minutes - RBYC Sailing Committee

<b>Meeting Date</b>	Thursday March 14th at 6pm			
<b>Meeting Venue</b>	Sailing Office (Phil via zoom)			
<b>Attendance</b>	Marnie, Colin, Rod, Peter G			
<b>Apologies</b>	Peter R, Glenn, Paul Pascoe, Phil Bedlington			
<i>Item</i>	<i>Topic</i>	<i>Support Paper</i>	<i>Action By</i>	<i>Complete Date</i>
1.0	<b>OPENING</b> – Marnie Irving			
1.1	<i>Minutes of the previous meeting be adopted. - Carried</i>			
2.0	<b>MATTERS ARISING</b>			
2.1	<p>Review of Sailing to date – Welcome back Rod.</p> <p>VX ones: need to discuss course length and sign issues. Speak to David Williamson.</p> <p>Marine spoke to skippers for Association Cup, crew issues. Want to sail in club racing and forfeit Sunday. How to get boats involved. Suggest Change that weekend to Non Aggregate. Look at getting boats more suitable. Look at picking fleet at skippers forum</p> <p>Get Sail Pass involved and tell skippers what we have in the pot.</p> <p>Look at Spinnaker/Non Spinnaker for 2024/5 twilight. Remove Fleet start as not getting enough boats</p> <p>Why do we have alternating Wednesday Fleet and Pursuit for afternoon races</p>		<p>ROD</p> <p>Marnie</p>	
2.2	<p>Calendar – CB has started on these. Aim to have versions for SC to look at by the next SC meeting</p> <p>Add twilight racing in early Jan, Sat week 2</p>			
2.3	Handicapping – ongoing. Discuss fully at the next meeting with Tony.			
2.4	Club Captains meeting – See report from Marnie			
3.0	<b>SAFETY INITIATIVES</b>			
4.0	<p><b>ONE DESIGN Racing</b></p> <p>VXones need to sign on better and discuss with RO what course they are doing and not just sail what they want.</p>		<b>CB</b>	
5.0	<p><b>OTB REPORT</b></p> <p>Junior Big Boat Day 24<sup>th</sup>, Good boat numbers.</p> <p>We need more volunteers for Sunday racing. Approach other fleets to get some help.</p>		<b>CB</b>	

6.0	<b>CRUISING REPORT:</b> Bass Strait Cruise back.		<b>PG</b>	
7.0	<b>RESCUE BOAT WORKING GROUP REPORT</b>		<b>GF</b>	
	Working on Redeemer as a start boat. Need wind gear			



<b>8.0</b>	<b>RACE MANAGEMENT TEAM INITIATIVES</b>			
8.1	Volunteers – training – recruitment First Aid Course 2 <sup>nd</sup> June (FOC to the main team) SBO course 27/28 April New Marks: PP and CB are looking into this			
<b>9.0</b>	<b>REGATTAS</b>			
	BLiSS Regatta 2024			
	Sail Melbourne Nov 28 – Dec 1			
	Etchells Worlds – Jan 2025			
	National Optimist Jan 2027 - confirmed		PP	
	Aero Worlds Jan 2026 - potential			
<b>10.0</b>	<b>AOB</b>			
	<p><b>Skippers Forum dates May 8<sup>th</sup>, 15<sup>th</sup> &amp; 22<sup>nd</sup></b></p> <p>KB points – Calander, Association Cup, Sail Pass and Crew. Twilight remove the spinnaker fleet start, Move TW to Thursday</p> <p>Consider an alternative non-spinnaker for Bliss – Cath Hurley</p> <p>Survey KB owners and Crew members on why they are not sailing and what they want that would help them sail.</p> <p>Tower – Get feedback from GC on what the plan is</p> <p>Invite a rep from VXone and OTB to join SC – Marnie to reach out to David Williamson Colin to Damon Cook</p>			

<b>Next meeting: April 16<sup>th</sup> 6 pm Sailing Office</b>				

<b>FUTURE MEETINGS</b>	<b>COMMITTEE</b>	<b>FOCUS AREAS</b>
Thursday May 16	Sailing Committee	

<b>2022-23 MEMBERS</b>			
Chairman: Marnie Irving	m.irving@bigpond.net.au	Peter Robson	peter@amorini.co.uk
Glenn Ferguson	gferg57@icloud.com	Phil Beddington	<a href="mailto:philthesportsphysio@gmail.com">philthesportsphysio@gmail.com</a>
Colin Burgess	<a href="mailto:boatingmanager@rbyc.org.au">boatingmanager@rbyc.org.au</a>	Peter Gebhardt	peter.gebhardt70@gmail.com
Marnie Irving	<a href="mailto:m.irving@bigpond.net.au">m.irving@bigpond.net.au</a>	Paul Pascoe	paulpascoe55@gmail.com
Rod McKenna	rod@rodmckenna.com.au		sailing@rbyc.org.au

<b>OTHERS AS REQUIRED</b>			
Peter Coleman	peter.coleman@entire.com.au		
Tony Cuschieri	tony@martiniracing.com.au		