

CONFIRMED MINUTES

RBYC APRIL COMMITTEE MEETING



At the **RBYC May Committee Meeting** on **25 May 2026** these minutes were **confirmed as presented**.

Name:	Royal Brighton Yacht Club Inc
Date:	Monday, 27 April 2026
Time:	6:00 pm to 8:30 pm (AEST)
Location:	Default Location, 253 Esplanade, Brighton VIC, Australia
Board Members:	Peter Demura (Chair), Andrew Holmes, Betty Ryan, Cath Hurley, John Mooney, Mark Buckley, Mark Woodland, Marnie Irving, Peter Gebhardt, Steven Reynolds
Attendees:	Philip Hall
Apologies:	Grant Dow
Guests/Notes:	Michael O'Brien, Brendan Jukes, John Bertrand

1. Opening Meeting

1.1 Presentation Of OTB Strategy Review

OTB and Junior Sailing Review

The meeting focused on reviewing the current state of the Off the Beach (OTB) and Junior sailing programs at Royal Brighton Yacht Club. Michael O'Brien presented findings showing a significant decline in participation and performance at national levels, with no representation in recent Optimist Nationals and minimal participation in other youth sailing events. The discussion highlighted key issues including lack of clear leadership, undefined pathways beyond Optimist sailing, inconsistent delivery of coaching and racing opportunities, and poor communication with families. The presentation concluded by comparing the club's current state with successful programs, identifying gaps in structure, leadership, and progression pathways that are contributing to the decline in the program's effectiveness.

Sailing Program Development Strategy

The meeting focused on developing an end-to-end holistic approach for sailing programs at the club, with RBYC emphasizing the need to avoid quick fixes and instead invest in a comprehensive strategy involving proper staffing, management structure, and program design. RBYC highlighted the success of other clubs like Sandringham and John Bertrand mentioned his background in building high-performance teams, including his work with Australia's Olympic swimming program. The discussion centered on the importance of recruiting not just a coach but also individuals with program design and

marketing capabilities, with RBYC stressing that this initiative requires long-term commitment and passionate people to succeed.

Sailing Club Program Restructuring

The discussion focused on restructuring roles and improving program management at the sailing club. RBYC emphasized the need to elevate key performance metrics related to growing membership to the program manager level and stressed the importance of clear job descriptions and responsibilities. The conversation highlighted three key areas: coaching, program management, and marketing, with particular attention to leveraging social media and engaging both children and parents. The group discussed using the upcoming King's Cup event as a case study to implement improved marketing strategies, including better social media presence and parent engagement activities.

They also discussed using the upcoming Nationals event in January as a marketing tool to attract new members and sailors to the club, particularly noting opportunities with the Australian International Optimist Training Camp and potential Victorian sailors who could train at the club over winter.

Young Women Sailing Program Challenges

The group discussed challenges in attracting young women to sail with older masters and maintaining program involvement. They acknowledged that while the current program is not meant to be definitive, it requires top-down mandate, structure, and funding to succeed. The discussion highlighted concerns about low participation numbers and the need for better coordination between different sailing initiatives. The group agreed to set up follow-up meetings to develop a more structured approach moving forward.

The conversation also touched on the club's success in running regattas and attracting participants, but noted a lack of progression to competitive levels and concerns about retaining talented sailors who participate in national competitions.

Sailing Program Funding Discussion

The group discussed supporting a high-performance sailing program proposal, agreeing to commit funding for one additional headcount at approximately \$120,000, though they requested a more detailed implementation plan from the proposers within a month. The discussion highlighted the need for clear job descriptions and leadership roles. The conversation ended with a brief review of positive membership growth figures, showing an increase of 37 members in March.

1.2 Attendees

1.3 Confirm Minutes

RBYC March Committee Meeting 30 Mar 2026, the minutes were confirmed as presented.



Confirm Minutes

Minutes of the March Meeting were approved.

Decision Date:	27 Apr 2026
Mover:	Andrew Holmes
Seconder:	Mark Woodland
Outcome:	Approved

2. Membership Reports

2.1 Membership Update & Reports



New memberships listed were approved

New memberships listed were approved

Decision Date: 27 Apr 2026
Mover: Andrew Holmes
Seconder: Mark Woodland
Outcome: Approved

3. Management Reports

3.1 General Manager

The meeting covered several key topics including membership conversions, insurance renewal, and financial performance.

PH reported on insurance updates, noting slightly lower costs with expanded coverage, and discussed security improvements including new bird spikes and plans to convert razor wire to barbed wire. The club addressed vandalism at the tower, which had a window smashed by rocks.

The club is working to reduce costs particularly new delivery charges.

The Committee approved the transitioning from Yachting Victoria to Australian Sailing following Yachting Victoria's closure.

3.2 Finance & Risk

MB presented financial results showing a significant revenue decline of 20% with an EBITDA loss of \$95,000 against a budget of \$31,000, primarily due to a \$270,000 shortfall in marina and membership revenue.

Marina Financial Challenges Meeting

The meeting focused on financial challenges, particularly a significant revenue shortfall in the marina due to boat departures, resulting in a projected \$250,000 impact on the bottom line over the next three months. RBYC emphasized the need for better financial analysis and reporting processes to prevent future forecasting issues. The discussion also covered cash flow concerns, with approximately \$270K of the \$1M bank balance potentially needed for insurance payments, though financing insurance was debated given the current financial situation. Outstanding receivables of \$41K from 4-5 delinquent accounts were identified as an ongoing concern, with the group discussing potential actions through Parks Victoria to seize assets.

RBYC Marina Financial Challenges

The meeting focused on financial challenges at the RBYC marina and hardstand operations. The club received a \$139,000 budget for the next three months but expects to only invoice around \$50,000, resulting in a \$90,000 shortfall. Discussion centered on addressing declining profits, with historical EBIT data showing a decline from \$1.113 million in 2021 to projected figures below \$240,000 currently. The group explored potential solutions including CPI-based fee increases, a voluntary levy system, and adjustments to casual marina berthing rates, while also discussing challenges with boat storage and crew availability for certain vessel types.

Boat Occupancy and Revenue Challenges

The meeting discussed challenges with boat occupancy and revenue at the club, attributing the issue partly to economic factors and the departure of large boats and transient power boats. The group agreed to explore solutions, including reviewing fees and improving marketing efforts, with Ross Melville taking the lead on analyzing the situation further.

3.3 Sailing

Upcoming events were highlighted, including the SMART series starting May 6, and the Commodore's Cup on May 17, with several members expressing interest in participating.

Presentation night was confirmed for July 10th, with discussion about including a junior trophy. The KISS program, which had 40 women sign up, will culminate in a rally to QCYC on August 1st.

MI requested committee members commit to the frostbite regatta asap.

AH to present sailing Committee report next month whilst MI is absent.

3.4 Cruising

PG outlined recent events and are continuing the planning & promotion of on-water events.

3.5 Assets

Infrastructure

The meeting covered several key topics regarding infrastructure maintenance. John Mooney reported that Elstone Contracting will sleeve the deteriorating piles at an estimated cost of \$50,000, with engineering approval already received for the sleeving system. The team is also working on designing new bearings, with an updated proposal expected within two weeks.

RBYC authorizing the start of work on two minimum piles and planning to assess further needs within a week.

3.6 Social

- [Social Committee/Steve: Continue to develop and propose new social activities/events to increase club attendance and bar patronage, including investigation of happy hour and technical improvements \(e.g., Chromecast/TV upgrade\).](#)

3.7 Aquatic

The group discussed club viability survey results showing that community and financial viability were top priorities for Aquatic members, with 63% ranking community and 60% ranking financial viability in their top two concerns.

3.8 Master Plan Working Group

A workshop session was scheduled for May 14th from 6-8pm in the members bar to gather input on the master plan, with representatives from different groups being invited to participate.

Andrew H / Mark W / Peter Maddison * Mia will facilitate the workshop.

3.9 Cleaner Sailing

No report

4. Other Business

4.1 Membership Fees FY27

Carried Forward recommendation by FSC for next meeting

4.2 Contingency Planning Fuel Pricing/Operational Costs

Carried Forward

4.3 General Business

The committee decided to close the bar at 7pm during the Special General Meeting scheduled for 28.04.2026

Recent behaviour incidents at the club that are being handled by Commodore & GM who will ensure appropriate follow up as per club procedures.

PG - additional Maintenance QR codes to be placed around the club

PD will co-ordinate with Rosie O'Callaghan the collection and donation of used wet weather gear for KISS program participants.

5. Close Meeting

5.1 Close the meeting

Next meeting: RBYC May Committee Meeting - 25 May 2026, 6:00 pm

Officially close the meeting and outline next steps.

Signature: _____

Date: _____

Members to be ratified - April Meeting

Alexander	Anagnostiadis	Senior
Peter	Sheppard	Senior
Brenden	Fleming	Senior
Dwayne	Pretli	Senior
Nick	French	Crew Plus
David	Raftis	Crew Plus
Richard	Bligh	Gym
Samantha	Gidley	Crew
Heather	Oberklaid	Social
David	Oberklaid	Social
Sean	Sowerby	Aquatic
Samuel	Morris	Intermediate
Dakota	Cox	Intermediate
Darcy	Gilbert	Intermediate
Amelia	Hosie	Aquatic
Louise	Turner	Social
Rachel	Nossack	Social
Leon	Mickelson	Social
Felix	Jordan	Youth
Camille	Herguais	Youth
George	Carman	Youth
Atticus	Ng	Youth
Aria	Gurkan	Youth

Membership count July 25 - June 26																			
	Jun-25	Jul-25	-/+	Aug-25	-/+	Sep-25	-/+	Oct-25	-/+	Nov-25	-/+	Dec-25	-/+	Jan-26	-/+	Feb-26	-/+	Mar-26	-/+
Senior	389	352	-9.51%	349	-0.85%	348	-0.29%	345	-0.86%	343	-0.58%	345	0.58%	348	0.87%	352	1.15%	356	1.14%
Senior Family	132	120	-9.09%	122	1.67%	122	0.00%	124	1.64%	126	1.61%	126	0.00%	128	1.59%	127	-0.78%	127	0.00%
Senior Special	8	8	0.00%	8	0.00%	8	0.00%	8	0.00%	8	0.00%	8	0.00%	8	0.00%	8	0.00%	8	0.00%
40 Year	19	22	15.79%	22	0.00%	22	0.00%	22	0.00%	21	-4.55%	21	0.00%	21	0.00%	21	0.00%	21	0.00%
50 Year	28	27	-3.57%	27	0.00%	27	0.00%	27	0.00%	27	0.00%	26	-3.70%	26	0.00%	26	0.00%	26	0.00%
60 Year +	38	43	13.16%	43	0.00%	43	0.00%	43	0.00%	43	0.00%	43	0.00%	43	0.00%	43	0.00%	43	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%	7	0.00%
Senior Country	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%	10	0.00%
Senior Absentee	25	25	0.00%	25	0.00%	25	0.00%	25	0.00%	24	-4.00%	24	0.00%	24	0.00%	24	0.00%	24	0.00%
Crew	107	98	-8.41%	95	-3.06%	96	1.05%	98	2.08%	100	2.04%	101	1.00%	99	-1.98%	103	4.04%	102	-0.97%
Crew Plus	53	41	-22.64%	43	4.88%	43	0.00%	43	0.00%	41	-4.65%	41	0.00%	42	2.44%	42	0.00%	44	4.76%
Youth U18	160	84	-47.50%	86	2.38%	91	5.81%	96	5.49%	80	-16.67%	82	2.50%	86	4.88%	89	3.49%	93	4.49%
Intermediate 18-29	99	158	59.60%	157	-0.63%	160	1.91%	156	-2.50%	153	-1.92%	155	1.31%	155	0.00%	159	2.58%	166	4.40%
Gym	78	70	-10.26%	69	-1.43%	69	0.00%	68	-1.45%	69	1.47%	69	0.00%	71	2.90%	73	2.82%	73	0.00%
Social	367	356	-3.00%	349	-1.97%	350	0.29%	347	-0.86%	339	-2.31%	343	1.18%	349	1.75%	349	0.00%	349	0.00%
Social Extra	100	96	-4.00%	96	0.00%	97	1.04%	97	0.00%	98	1.03%	100	2.04%	100	0.00%	101	1.00%	101	0.00%
Junior Family	34	34	0.00%	33	-2.94%	33	0.00%	34	3.03%	34	0.00%	34	0.00%	36	5.88%	36	0.00%	36	0.00%
Aquatic	145	145	0.00%	143	-1.38%	142	-0.70%	143	0.70%	143	0.00%	143	0.00%	144	0.70%	146	1.39%	149	2.05%
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%	2	0.00%
TOTAL	1801	1698	-5.72%	1686	-0.71%	1695	0.53%	1695	0.00%	1668	-1.59%	1680	0.72%	1699	1.13%	1718	1.12%	1737	1.11%

Membership - March 2026

			TOTALS	TOTAL %
Senior	356			
Senior Family	127			
Senior Special	8			
40 Year	21			
50 Year	26			
60 Year +	43			
Honorary Life	7			
Senior Country	10			
Senior Absentee	24	Total Senior	622	36%
Crew	102			
Crew Plus	44	Total Crew	146	8%
Intermediate 18-29	166		166	10%
Youth	93		93	5%
Gym	73		73	4%
Social	349		349	20%
Social extra	101		101	6%
Junior family	36		36	2%
Aquatic	149		149	9%
TPI	2		2	0%
sponsors	0		0	0%
TOTAL	1737		1737	100%

POS SPEND BY MEMBERSHIP TYPE - March 2026

	Total Spend per month per membership	Average spend per membership	Number of members in category	Number of members spent
40 Year	\$5,693.26	\$271.11	21	16
Senior Special	\$777.87	\$97.23	8	8
Senior	\$32,422.36	\$91.07	356	204
Honorary Life	\$575.18	\$82.17	7	5
Senior Family	\$8,729.23	\$68.73	127	72
Crew Plus	\$3,015.94	\$68.54	44	21
Aquatic	\$9,426.99	\$63.27	149	102
Senior Country	\$537.30	\$53.73	10	3
Gym	\$3,874.85	\$53.08	73	41
Social	\$17,137.69	\$49.11	349	131
Crew	\$4,910.00	\$48.14	102	48
60 Year +	\$2,032.67	\$47.27	43	18
50 Year	\$479.80	\$18.45	26	8
Senior Absentee	\$257.25	\$10.72	24	1
Intermediate 18-29	\$1,776.81	\$10.70	166	19
Social Extra	\$549.70	\$5.44	101	11
YouthU18	\$28.72	\$0.31	93	1
Junior Family	\$0.00	\$0.00	36	0
TPI	\$0.00	\$0.00	2	0
	\$92,225.62		1737	709

Application for Club Membership of Australian Sailing (VIC Clubs)

Dear Victorian Clubs,

With confirmation received on the 23rd January 2026 of the cancellation of Yachting Victoria as an incorporated association we now need to transfer your club membership to be direct to Australian Sailing.

Australian Sailing (AS) has amended its constitution in 2018 to allow clubs to become direct voting members of AS, in states where there is no Member Yachting Association (MYA).

Yachting Victoria Inc. (YVIC) held a Special General Meeting on the 21 February 2022, where the members voted in favour of the special resolution to voluntarily cancel the registration of YVIC. The process to de-register YVIC has been delayed due to an ongoing legal matter however in January 2026 the Victorian Government, Department of Government Services confirmed that YVIC has now been de-registered as an Incorporated Association.

The Corporations Act does not allow a clubs membership of YVIC to automatically be transferred to AS and as a consequence of this, VIC clubs are required to apply for membership of Australian Sailing.

YVIC has previously collected information from your club when it originally affiliated and will not be asking you to resubmit documents.

Your club is, however required to confirm that it will abide by the membership requirements of the Australian Sailings constitution (clause 4.4) (outlined below)

Requirements of Member Clubs

An applicant to be a Voting Member of Australian Sailing, which is a Club and is located in a State where there is no MYA, must:

- a. be duly incorporated in a State;*
- b. agree to be bound by and to abide by this Constitution;*
- c. have objectives consistent with those of Australian Sailing;*
- d. have its constitution and rules approved by Australian Sailing;*
- e. advise Australian Sailing the name, address, date of birth and contact details of its members for inclusion in the Australian Sailing database;*
- f. subject to the discretion of the Board, have 10 or more members;*

g. pay to Australian Sailing the annual membership fee payable by the Member Club in accordance with this Constitution, together with any other applicable costs, levies, fees or charges;

h. make available to Australian Sailing on request:

(i) its most recent annual report to its members, its financial statements and any other information required for the purposes of calculation of membership fees;

(ii) any other information Australian Sailing reasonably requires, subject to the provisions of the Privacy Act 1988 (Cth) and all other applicable laws, for the collation of sailing industry information for its dealings with government and other sailing community stakeholders.

Click here to view the [Australian Sailing constitution](#)

We ask that this please be completed by the 30th April 2026.

From the 1st May 2026 notification will be released to call for nominations from affiliated clubs to form the new Victorian Regional Advisory Committee (a sub committee of the AS Board). Please standby for further information.

If you have any questions or require more information, please contact Australian Sailing, Victorian General Manager Rod Austin via rod.austin@sailing.org.au

GENERAL MANAGER'S REPORT APRIL 2026

OH & S –Incidents reported

11.04.26 xxxxx collapsed in Bayview Room during Cruising dinner. First Aid administered prior to ambulance attending and transporting to hospital.

17.04.26 Incident with RB5 & VSSA both RBYC ribs. Collision with ribs whilst students on board. 2 students fell into water, both recovered promptly. No injuries or boat damage. Debrief – both parents contacted. Further instruction on driving with separation and decision made to install electric bilge pumps into all boats as emptying water contributed to incident.

Attenuator Proposal

Elstone Diving Services / Watertech - Meeting JM to report.

Parks Victoria

Meeting re breakwater postponed – MB to report

Solar Panels to drive tower power requirements including cameras to be upgraded.

Waterproof FOBS

Stage 2 of locking change rooms seems to be working with a few teething problems.

Audit

Pre-audit meeting conducted with Ashfords. Audit will take place 6-8 May and 10-11 August.

General

- Delivery costs have been instigated or raised by most suppliers. Food deliveries have now been altered to weekly deliveries and Liquor deliveries to fortnightly in order to save costs.
- Special General Meeting was triggered by 4 committee members. Scheduled for 28.04.2026
- Reduction in a la carte breakfast menu has been both received well and criticised. Cabinet food offering has been extended and varied.
- Insurance renewal has been confirmed – details included in documents; any questions are welcomed.
- The quote to instal razor wire to the marina/hardstand was more than \$10,000. We will now install barbed wire in-house at a considerable saving.
- We have had a quote to repair one of the golf carts at approx. \$4000 as the battery pack needs replacing. In addition, the green golf cart has rust through the chassis and will not be serviceable for much longer. I have purchased a replacement second hand reconditioned 6 seat cart which will be used primarily by race management volunteers to access the hardstand area.
- Each year Whitworths offer a grant/sponsorship for supply of Ozi Optis to Discover Sailing Centres. We have applied often and never had any success. This year we have been successful and we will receive 6, ½ price Ozi Optis that are used in Tackers Learn to Sail programs. They will cost us approx. \$1300 each. The return from these boats will be quickly redeemed through selling more Tackers programs. The sails are marked up with Whitworths logos.
- The AIODA training camp was very successful last weekend and the Victorian Optimist Sailing Team have requested RBYC be their training location over winter and the Nationals in January. We have agreed and the 9 sailors who form part of this team will become members of RBYC. The coach will operate from RBYC, and we will store their RHIB on the hard stand.
- We has a visit from the Fujian Provincial Sports Bureau a Chinese Province who are looking at venues for training camp alternatives in Melbourne. Peter Demura / Paul Pascoe / James Mitchell & I represented the club. The club was seen in a good light.
- Documentation to transfer RBYC from Yachting Victoria to Australian Sailing needs to be ratified by the Committee.

Philip Hall - General Manager

22/04/2026

Royal Brighton Yacht Club
253 Esplanade
Middle Brighton VIC 3186

Dear Board Members,

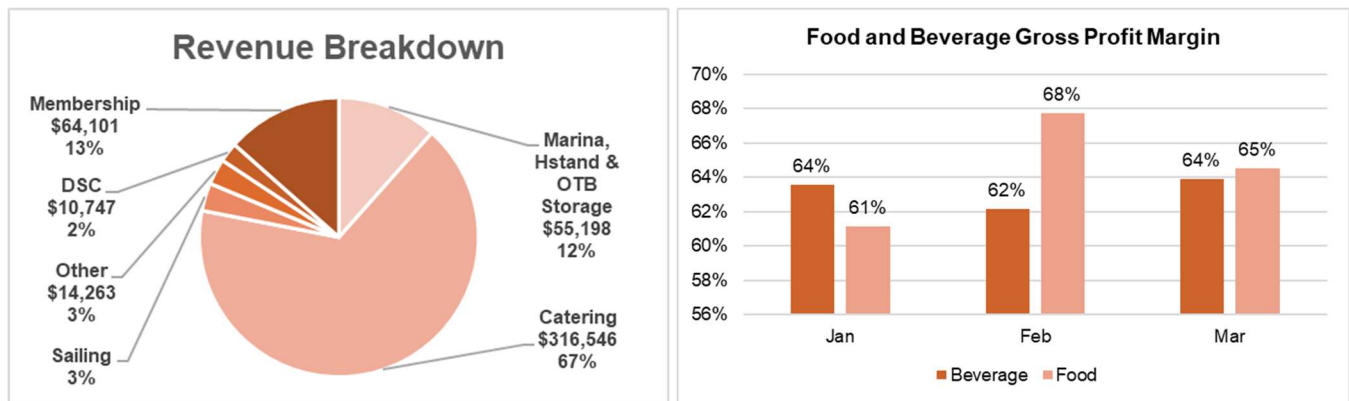
Royal Brighton Yacht Club Financial Results – March 2026

Below is a summary of the club’s financial performance for March 2026, including key commentary and comparisons of the same period last year.

Financial Results – March 2026

The club generated a total of \$476k in revenue in March, with a gross profit of \$367k.

Please refer to the below chart for the total revenue breakdown and food & beverage margin.



Revenue Breakdown

	Actual (\$)	Budgeted (\$)	Variance (\$)
Catering	316,546	338,000	-21,454
Membership	64,101	92,930	-28,829
Marina, Hstand, OTB Storage	55,198	139,300	-84,102
Sailing	15,359	6,000	9,359
DSC	10,747	12,875	-2,128
Other	14,263	8,481	5,781
Total	476,214	597,586	-121,373

Compared to the same period last year, the club performed unfavourable, with a decrease of \$130k in revenue. The loss in revenue is attributed to the deferred income figures provided for member subscriptions, marina annual leases, hardstand annual leases, and maintenance income. It was expected that over the course of the current financial year, the club was anticipating \$984k, \$1.2mil, \$108k, and \$165k in the areas listed above, respectively.

On Tap Hospitality

During On Tap Hospitality's finalisation of March financial results, it was found that the actual revenue generated by the areas listed above was significantly lower than expected, resulting in an adjustment to the deferred income to recognise the shortfall between expected vs. actual revenue received. This has resulted in an overall net profit of -\$146k.

When reviewing the profit and loss statement for the period, please take note of the following abnormal items:

- **4-3120 – Regattas Income:** \$11.6k in revenue generated for the 'VIODA Organic International Optimist Victorian and Open Championship' event.
- **6-1025 – Software & Support:** \$3.8k pertains to 'My Maintenance' establishing fee for core module invoice originally raised in January, processed in March.
- **6-1030 – Printing:** \$1.2k for printing usage – invoice was originally raised in February, processed in March.
- **6-4025 – Rental Expense:** \$2.5k relates to Parks Victoria's preparation fee for reference schedule 1 of lease CA-3994.
- **6-6020 – R,M&S Marina:** \$18k expense for the floating attenuator upgrade study.
- **8-0500 – Interest Income:** The term deposit opened on the 29th August 2025, matured on the 28th February 2026, and the funds were transferred to the Business Access Saver bank account.

In relation to functions, payments were irreconcilable against the sales invoices raised for March.

Please see below for the comparison:

	Actual (\$)	Budgeted (\$)	Variance \$
Revenue	476,214	597,586	-121,373
Cost of Sales	108,342	127,100	-18,758
Gross Profit	367,872	470,486	-102,614
Expenses	463,804	442,061	21,743
Operating Profit	-95,932	28,425	-124,357

Please also note the upcoming statutory liabilities listed below:

	Amount (\$)	Due Date
March Superannuation	33,660.85	28/04/2026

The club's balance sheet reflects the latest financial position as of the end of March 2026. I can confirm that all statutory payments and lodgements have been made on time to date.

As always, I encourage queries and discussions regarding these financial accounts.

Yours sincerely,

Ha Le
General Manager- On Tap Hospitality

Royal Brighton Yacht Club
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Profit and loss report

Accrual mode

01 Jan 2026 - 31 Mar 2026

	Jan-26	Feb-26	Mar-26	Total
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	99,018.97	93,284.10	92,692.39	284,995.46
4-1010 Restaurant Food Revenue	119,917.79	109,546.66	110,359.45	339,823.90
4-1015 Members Beverage Revenue	26,525.67	31,452.25	30,712.05	88,689.97
4-1020 Members Food Revenue	12,690.50	16,965.92	14,310.94	43,967.36
4-1021 Members F&B Discounts - Revenue	6,528.80	6,178.34	6,543.49	19,250.63
4-1053 Function Food	24,588.71	61,235.98	43,853.34	129,678.03
4-1054 Function Beverage	15,746.27	28,161.18	11,074.51	54,981.96
4-1055 Private Function Revenue	659.08	136.36	0.00	795.44
4-1060 Room Hire	4,090.92	6,431.86	7,000.03	17,522.81
Total Catering Revenue	309,766.71	353,392.65	316,546.20	979,705.56
4-2000 Membership Income				
4-2105 Member's Annual Subscription	96,659.04	97,501.72	55,309.16	249,469.92
4-2110 Association Fees	5,545.45	6,400.00	6,398.57	18,344.02
4-2115 Instalment Surcharge	2,457.21	2,422.81	2,392.93	7,272.95
Total Membership Income	104,661.70	106,324.53	64,100.66	275,086.89
4-2500 Marina, Hstand & OTB Storage Inc				
4-2510 Hardstand Annual Rental Income	10,338.53	10,409.78	1,822.73	22,571.04
4-2520 Marina Annual Rental Income	126,530.33	127,229.11	29,419.92	283,179.36
4-2530 Marina Long-term Rental Income	5,628.00	5,628.00	5,628.00	16,884.00
4-2540 Marina & Hstand Casual Rental	10,421.59	7,456.33	10,922.87	28,800.79
4-2545 DSC Storage	2,770.29	2,775.18	1,748.47	7,293.94
4-2550 Maintenance Fee Income	17,081.24	17,185.00	5,655.99	39,922.23
Total Marina, Hstand & OTB Storage Inc	172,769.98	170,683.40	55,197.98	398,651.36
4-3000 Sailing Income				
4-3105 Sailing Safety Fees	4,000.00	4,000.00	3,723.01	11,723.01
4-3120 Regattas Income	6,985.46	3,018.69	11,636.27	21,640.42
4-3130 Boat Hire Income	709.09	400.00	0.00	1,109.09
Total Sailing Income	11,694.55	7,418.69	15,359.28	34,472.52
4-4000 DSC Income				
4-4125 School Holiday Program	486.36	0.00	272.73	759.09
4-4130 Term 1 Training	1,409.09	11,592.95	6,827.27	19,829.31
4-4132 DSC Term 4 Training	272.73	0.00	0.00	272.73
4-4135 Term 4 Training	181.82	(200.00)	0.00	(18.18)
4-4140 Adult Learn to Sail	0.00	1,253.09	663.64	1,916.73
4-4145 Keel Boat Learn to Sail	0.00	0.00	2,356.18	2,356.18
4-4160 School Training Fees	318.18	854.54	159.09	1,331.81
4-4165 Private Coaching Fees	0.00	131.82	468.18	600.00

	Jan-26	Feb-26	Mar-26	Total
Total DSC Income	2,668.18	13,632.40	10,747.09	27,047.67
4-5000 Other Revenue				
4-5105 Clothing & Merchandise Sales	1,159.94	1,754.73	3,733.59	6,648.26
4-5110 Sub-tenant Rental Income	1,979.48	1,979.48	1,979.48	5,938.44
4-5120 Sub-tenant Rental Income	2,477.61	2,477.61	3,007.33	7,962.55
4-5140 Gifts & Donations Received	0.00	0.00	38.00	38.00
4-5150 Grants & Sponsorship Income	(6,109.09)	0.00	0.00	(6,109.09)
4-5155 Credit Card Surcharge	1,791.00	1,033.61	2,598.46	5,423.07
4-5160 Keys Income	423.00	2,329.91	1,440.14	4,193.05
4-5161 Lockers Income	108.36	108.35	108.35	325.06
4-5165 Ice Income	200.00	150.02	127.30	477.32
4-5170 Sundry Income	191.81	123.23	(220.91)	94.13
4-5190 150th Celebrations Income	1,437.28	546.36	1,450.91	3,434.55
Total Other Revenue	3,659.39	10,503.30	14,262.65	28,425.34
Total Income	605,220.51	661,954.97	476,213.86	1,743,389.34
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	51,727.54	57,956.54	48,558.18	158,242.26
5-2000 Costs of Sales- Food	61,084.81	60,620.11	59,783.57	181,488.49
Total Cost Of Sales	112,812.35	118,576.65	108,341.75	339,730.75
Total Catering Cost Of Sales	112,812.35	118,576.65	108,341.75	339,730.75
Gross Profit	492,408.16	543,378.32	367,872.11	1,403,658.59
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	420.71	606.85	377.36	1,404.92
6-1010 Merchant Fees	3,478.12	3,387.52	3,250.03	10,115.67
6-1011 Commission Paid	44.82	81.05	91.10	216.97
6-1015 Cash Discrepancies	(25.58)	(0.06)	1.69	(23.95)
6-1016 Walk Outs	14.55	285.82	0.00	300.37
6-1025 Software & Support	1,122.34	257.11	5,800.86	7,180.31
6-1030 Printing	1,195.68	0.00	2,860.70	4,056.38
6-1031 Postage	158.71	104.54	222.81	486.06
6-1032 Stationery	398.75	121.73	332.88	853.36
6-1035 Telephone & Internet	1,194.85	1,389.58	1,295.22	3,879.65
6-1040 Office & Admin Expenses	0.00	6.36	436.37	442.73
6-1043 Restaurant Consumables	0.00	832.12	0.00	832.12
6-1044 Kitchen Consumables	202.17	16.45	625.35	843.97
6-1046 Subscription - IT	4,389.13	7,386.24	7,208.65	18,984.02
6-1047 Tea Towels	1,240.50	1,957.00	2,239.17	5,436.67
6-1056 Staff Discounts	837.14	929.72	855.39	2,622.25
6-1060 Clothing & Merchandise Costs	2,697.86	1,654.19	3,909.80	8,261.85
6-1065 Entertainment Expenses	900.00	2,100.00	2,100.00	5,100.00
6-1080 Member Expenses	260.17	562.13	0.00	822.30
6-1081 Members F&B Discounts	6,528.80	6,178.34	6,543.49	19,250.63
6-1090 150th Celebrations Expenses	72.71	1,181.82	509.09	1,763.62
Total General Operating Expenses	25,131.43	29,038.51	38,659.96	92,829.90
6-1200 Professional Fees				
6-1210 Accounting & Audit Fees	7,006.48	9,456.48	8,283.10	24,746.06
Total Professional Fees	7,006.48	9,456.48	8,283.10	24,746.06

	Jan-26	Feb-26	Mar-26	Total
6-1400 Equipment Expenses				
6-1401 Equipment Expenses	687.47	1,252.23	1,170.98	3,110.68
6-1410 Equipment Hire	217.62	1,697.62	217.62	2,132.86
6-1440 Fuel & Oil	672.00	2,851.30	0.00	3,523.30
6-1441 Freight & Courier	7.59	31.54	26.91	66.04
Total Equipment Expenses	1,584.68	5,832.69	1,415.51	8,832.88
6-1600 Insurances, Licenses & Rego				
6-1610 Australian Sailing Association Fees	3,795.36	5,136.36	5,136.36	14,068.08
6-1620 Insurances	20,434.53	20,434.53	20,434.53	61,303.59
6-1630 License Fees	626.71	375.13	375.13	1,376.97
Total Insurances, Licenses & Rego	24,856.60	25,946.02	25,946.02	76,748.64
6-2000 Advertising & Promotions				
6-2005 Promotions	500.21	474.71	55.00	1,029.92
6-2010 Advertising & Marketing	514.86	3,530.49	2,950.00	6,995.35
6-2014 Gifts	209.06	59.09	144.51	412.66
6-2020 Vouchers Expense	290.92	25.46	181.82	498.20
Total Advertising & Promotions	1,515.05	4,089.75	3,331.33	8,936.13
6-4000 Occupancy Costs				
6-4010 Electricity	11,632.88	6,333.59	7,987.38	25,953.85
6-4020 Gas	3,457.78	2,182.68	5,522.70	11,163.16
6-4025 Rental Expense	6,926.31	6,926.31	10,479.94	24,332.56
6-4030 Council Rates	(904.40)	0.00	0.00	(904.40)
6-4040 Cleaning	9,884.08	9,723.08	10,411.76	30,018.92
6-4041 Cleaning Products	2,120.04	3,738.73	3,422.99	9,281.76
6-4045 Security	707.95	707.95	0.00	1,415.90
6-4050 Water Rates	524.21	473.48	1,052.55	2,050.24
6-4055 Pest Control	23.66	0.00	0.00	23.66
6-4060 Waste Removal	3,730.48	3,906.62	4,549.87	12,186.97
6-4070 Gardening Expenses	867.00	489.00	0.00	1,356.00
Total Occupancy Costs	38,969.99	34,481.44	43,427.19	116,878.62
6-5000 Debt Recovery Costs				
6-5010 Bad Debts - Written Off	31.91	83.52	181.15	296.58
6-5015 Debt Collection Costs	0.00	150.51	0.00	150.51
Total Debt Recovery Costs	31.91	234.03	181.15	447.09
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	11,962.69	19,130.12	8,848.47	39,941.28
6-6020 R,M&S Marina	606.95	2,132.37	19,897.38	22,636.70
6-6030 R,M&S Keel Boats	289.99	966.71	0.00	1,256.70
6-6031 R,M&S Quests	1,622.14	320.00	715.09	2,657.23
6-6033 R,M&S OziOptis	990.87	0.00	0.00	990.87
6-6035 R,M&S Racing Optis	1,152.55	0.00	0.00	1,152.55
6-6040 R,M&S Rescue Boats - Rhibs	611.03	1,235.73	0.00	1,846.76
6-6042 R,M&S Rescue Boats – Redeemer	1,543.60	0.00	0.00	1,543.60
6-6050 R,M&S Other Plant & Equipment	60.00	222.59	0.00	282.59
Total Repairs, Servicing & Maintenan	18,839.82	24,007.52	29,460.94	72,308.28
6-7000 Internal Club Expenses				
6-7005 Committee Expenses	73.63	316.37	0.00	390.00
Total Internal Club Expenses	73.63	316.37	0.00	390.00
6-8000 Sailing Expenses				

	Jan-26	Feb-26	Mar-26	Total
6-8015 Volunteer Expenses	3,410.92	1,622.95	6,226.99	11,260.86
6-8030 Trophies & Prizes	175.00	0.00	572.80	747.80
6-8050 DSC Expenses	0.00	57.26	0.00	57.26
6-8060 Regatta Expenses	1,656.89	0.00	270.81	1,927.70
6-8080 First Aid Equipment	0.00	250.00	250.00	500.00
Total Sailing Expenses	5,242.81	1,930.21	7,320.60	14,493.62
6-9000 Employment Expenses				
6-9005 Wages- Management	13,422.93	13,450.88	17,476.59	44,350.40
6-9010 Wages - Administration	16,926.18	12,940.17	12,490.07	42,356.42
6-9015 Wages - Restaurant	12,169.79	9,596.54	12,385.09	34,151.42
6-9016 Wages - Restaurant Casual	53,225.52	49,848.13	54,098.53	157,172.18
6-9017 Wages - Clubhouse	5,538.12	5,538.12	5,801.84	16,878.08
6-9018 Wages - Kitchen	35,926.21	29,809.49	31,608.86	97,344.56
6-9019 Wages - Kitchen Casual	25,587.28	27,587.83	29,714.65	82,889.76
6-9020 Wages - Sailing	13,862.97	11,765.93	11,812.45	37,441.35
6-9021 Wages - Sailing Casual	15,925.85	11,804.58	18,797.66	46,528.09
6-9022 Wages - Marina	11,861.58	9,230.80	10,338.60	31,430.98
6-9024 Wages - Members Casual	8,115.67	7,799.56	8,303.85	24,219.08
6-9025 Wages - Function	10,153.88	9,230.80	10,153.88	29,538.56
6-9026 Wages - Function Casual	9,563.33	15,304.34	9,677.29	34,544.96
6-9027 Wages - Kitchen Chef Casual	10,720.11	10,165.05	6,647.83	27,532.99
6-9050 Staff Leave Expense	4,378.41	8,070.53	19,614.92	32,063.86
6-9051 Provision for Annual Leave	(177.85)	1,351.20	781.00	1,954.35
6-9055 Superannuation	23,903.90	25,562.00	31,683.34	81,149.24
6-9060 Payroll Tax Expense	7,224.41	7,971.99	10,854.05	26,050.45
6-9065 Workcover Expense	2,610.97	2,465.51	3,055.78	8,132.26
6-9085 Staff Uniforms - Restaurant & Functions	0.00	26.45	349.82	376.27
6-9086 Staff Uniforms - Sailing	0.00	50.00	131.82	181.82
Total Employment Expenses	280,939.26	269,569.90	305,777.92	856,287.08
Total Expenses	404,191.66	404,902.92	463,803.72	1,272,898.30
Operating Profit	88,216.50	138,475.40	(95,931.61)	130,760.29
8-0000 Other Income				
8-0500 Interest Income	3,469.49	3,132.96	653.96	7,256.41
Total Other Income	3,469.49	3,132.96	653.96	7,256.41
9-0000 Other Expenses				
9-0200 Depreciation	41,523.57	37,758.78	41,838.46	121,120.81
9-0400 Amortisation	4,017.06	4,017.05	4,017.05	12,051.16
9-0600 Interest Expense	3,440.04	3,271.39	3,427.98	10,139.41
9-0601 Lease Interest Expense	1,629.97	1,618.49	1,606.98	4,855.44
Total Other Expenses	50,610.64	46,665.71	50,890.47	148,166.82
Net Profit	41,075.35	94,942.65	(146,168.12)	(10,150.12)

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Royal Brighton Yacht Club
253 Esplanade, Middle
Briarton VIC 3186
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Profit & Loss [Budget Analysis]

March 2026

		Selected Period	Budgeted	\$ Difference	% Difference
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$92,692.39	\$90,000.00	\$2,692.39	3.0%
4-1010	Restaurant Food Revenue	\$110,359.45	\$115,000.00	-\$4,640.55	(4.0)%
4-1015	Members Beverage Revenue	\$30,712.05	\$30,000.00	\$712.05	2.4%
4-1020	Members Food Revenue	\$14,310.94	\$18,000.00	-\$3,689.06	(20.5)%
4-1021	Members F&B Discounts - Revenue	\$6,543.49	\$7,000.00	-\$456.51	(6.5)%
4-1053	Function Food	\$43,853.34	\$50,000.00	-\$6,146.66	(12.3)%
4-1054	Function Beverage	\$11,074.51	\$20,000.00	-\$8,925.49	(44.6)%
4-1060	Room Hire	\$7,000.03	\$8,000.00	-\$999.97	(12.5)%
	Total Catering Revenue	\$316,546.20	\$338,000.00	-\$21,453.80	(6.3)%
4-2000	Membership Income				
4-2105	Member's Annual Subscription	\$55,309.16	\$84,000.00	-\$28,690.84	(34.2)%
4-2110	Association Fees	\$6,398.57	\$6,430.00	-\$31.43	(0.5)%
4-2115	Instalment Surcharge	\$2,392.93	\$2,500.00	-\$107.07	(4.3)%
	Total Membership Income	\$64,100.66	\$92,930.00	-\$28,829.34	(31.0)%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$1,822.73	\$10,000.00	-\$8,177.27	(81.8)%
4-2520	Marina Annual Rental Income	\$29,419.92	\$103,000.00	-\$73,580.08	(71.4)%
4-2530	Marina Long-term Rental Income	\$5,628.00	\$0.00	\$5,628.00	NA
4-2540	Marina & Hstand Casual Rental	\$10,922.87	\$10,000.00	\$922.87	9.2%
4-2545	DSC Storage	\$1,748.47	\$2,300.00	-\$551.53	(24.0)%
4-2550	Maintenance Fee Income	\$5,655.99	\$14,000.00	-\$8,344.01	(59.6)%
	Total Marina, Hstand & OTB Storage Inc	\$55,197.98	\$139,300.00	-\$84,102.02	(60.4)%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$3,723.01	\$4,000.00	-\$276.99	(6.9)%
4-3120	Regattas Income	\$11,636.27	\$0.00	\$11,636.27	NA
4-3130	Boat Hire Income	\$0.00	\$2,000.00	-\$2,000.00	(100.0)%
	Total Sailing Income	\$15,359.28	\$6,000.00	\$9,359.28	156.0%
4-4000	DSC Income				
4-4125	School Holiday Program	\$272.73	\$0.00	\$272.73	NA
4-4130	Term 1 Training	\$6,827.27	\$9,000.00	-\$2,172.73	(24.1)%
4-4140	Adult Learn to Sail	\$663.64	\$2,000.00	-\$1,336.36	(66.8)%
4-4145	Keel Boat Learn to Sail	\$2,356.18	\$800.00	\$1,556.18	194.5%
4-4150	Power Boat Handling	\$0.00	\$50.00	-\$50.00	(100.0)%
4-4155	Safety Boat Handling	\$0.00	\$25.00	-\$25.00	(100.0)%
4-4160	School Training Fees	\$159.09	\$0.00	\$159.09	NA
4-4165	Private Coaching Fees	\$468.18	\$1,000.00	-\$531.82	(53.2)%
	Total DSC Income	\$10,747.09	\$12,875.00	-\$2,127.91	(16.5)%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$3,733.59	\$2,500.00	\$1,233.59	49.3%
4-5110	Sub-tenant Rental Income	\$1,979.48	\$0.00	\$1,979.48	NA
4-5120	Sub-tenant Rental Income	\$3,007.33	\$4,581.40	-\$1,574.07	(34.4)%
4-5140	Gifts & Donations Received	\$38.00	\$0.00	\$38.00	NA
4-5155	Credit Card Surcharge	\$2,598.46	\$0.00	\$2,598.46	NA
4-5160	Keys Income	\$1,440.14	\$800.00	\$640.14	80.0%
4-5161	Lockers Income	\$108.35	\$0.00	\$108.35	NA
4-5165	Ice Income	\$127.30	\$0.00	\$127.30	NA
4-5170	Sundry Income	-\$220.91	\$100.00	-\$320.91	(320.9)%
4-5180	Interest Received	\$0.00	\$500.00	-\$500.00	(100.0)%
4-5190	150th Celebrations Income	\$1,450.91	\$0.00	\$1,450.91	NA

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Royal Brighton Yacht Club

253 Esplanade, Middle

Briarton VIC 3186

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Profit & Loss [Budget Analysis]

March 2026

		Selected Period	Budgeted	\$ Difference	% Difference
	Total Other Revenue	\$14,262.65	\$8,481.40	\$5,781.25	68.2%
	Total Income	\$476,213.86	\$597,586.40	-\$121,372.54	(20.3)%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				
5-1000	Costs of Sales- Beverage	\$48,558.18	\$51,100.00	-\$2,541.82	(5.0)%
5-2000	Costs of Sales- Food	\$59,783.57	\$76,000.00	-\$16,216.43	(21.3)%
	Total Catering Cost Of Sales	\$108,341.75	\$127,100.00	-\$18,758.25	(14.8)%
	Gross Profit	\$367,872.11	\$470,486.40	-\$102,614.29	(21.8)%
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1005	Bank Charges	\$377.36	\$600.00	-\$222.64	(37.1)%
6-1010	Merchant Fees	\$3,250.03	\$3,000.00	\$250.03	8.3%
6-1011	Commission Paid	\$91.10	\$160.00	-\$68.90	(43.1)%
6-1015	Cash Discrepancies	\$1.69	\$50.00	-\$48.31	(96.6)%
6-1016	Walk Outs	\$0.00	\$100.00	-\$100.00	(100.0)%
6-1025	Software & Support	\$5,800.86	\$1,500.00	\$4,300.86	286.7%
6-1030	Printing	\$2,860.70	\$1,500.00	\$1,360.70	90.7%
6-1031	Postage	\$222.81	\$50.00	\$172.81	345.6%
6-1032	Stationery	\$332.88	\$580.00	-\$247.12	(42.6)%
6-1035	Telephone & Internet	\$1,295.22	\$1,200.00	\$95.22	7.9%
6-1040	Office & Admin Expenses	\$436.37	\$0.00	\$436.37	NA
6-1042	Ice	\$0.00	\$300.00	-\$300.00	(100.0)%
6-1044	Kitchen Consumables	\$625.35	\$500.00	\$125.35	25.1%
6-1046	Subscription - IT	\$7,208.65	\$6,500.00	\$708.65	10.9%
6-1047	Tea Towels	\$2,239.17	\$2,600.00	-\$360.83	(13.9)%
6-1051	Keys Expense	\$0.00	\$575.00	-\$575.00	(100.0)%
6-1056	Staff Discounts	\$855.39	\$1,800.00	-\$944.61	(52.5)%
6-1060	Clothing & Merchandise Costs	\$3,909.80	\$2,000.00	\$1,909.80	95.5%
6-1065	Entertainment Expenses	\$2,100.00	\$0.00	\$2,100.00	NA
6-1075	General Expenses	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-1080	Member Expenses	\$0.00	\$500.00	-\$500.00	(100.0)%
6-1081	Members F&B Discounts	\$6,543.49	\$7,000.00	-\$456.51	(6.5)%
6-1090	150th Celebrations Expenses	\$509.09	\$0.00	\$509.09	NA
	Total General Operating Expenses	\$38,659.96	\$31,515.00	\$7,144.96	22.7%
6-1200	Professional Fees				
6-1210	Accounting & Audit Fees	\$8,283.10	\$7,500.00	\$783.10	10.4%
	Total Professional Fees	\$8,283.10	\$7,500.00	\$783.10	10.4%
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$1,170.98	\$1,500.00	-\$329.02	(21.9)%
6-1405	Replacement - Glassware etc	\$0.00	\$300.00	-\$300.00	(100.0)%
6-1410	Equipment Hire	\$217.62	\$400.00	-\$182.38	(45.6)%
6-1420	Tools & Equip - Consumables	\$0.00	\$40.00	-\$40.00	(100.0)%
6-1440	Fuel & Oil	\$0.00	\$800.00	-\$800.00	(100.0)%
6-1441	Freight & Courier	\$26.91	\$150.00	-\$123.09	(82.1)%
	Total Equipment Expenses	\$1,415.51	\$3,190.00	-\$1,774.49	(55.6)%
6-1600	Insurances, Licenses & Rego				
6-1610	Australian Sailing Association Fees	\$5,136.36	\$5,011.00	\$125.36	2.5%
6-1620	Insurances	\$20,434.53	\$0.00	\$20,434.53	NA
6-1630	License Fees	\$375.13	\$365.00	\$10.13	2.8%
	Total Insurances, Licenses & Rego	\$25,946.02	\$5,376.00	\$20,570.02	382.6%

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Royal Brighton Yacht Club

253 Esplanade, Middle

Briarton VIC 3186

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Profit & Loss [Budget Analysis]

March 2026

		Selected Period	Budgeted	\$ Difference	% Difference
6-2000	Advertising & Promotions				
6-2005	Promotions	\$55.00	\$500.00	-\$445.00	(89.0)%
6-2010	Advertising & Marketing	\$2,950.00	\$3,500.00	-\$550.00	(15.7)%
6-2014	Gifts	\$144.51	\$0.00	\$144.51	NA
6-2020	Vouchers Expense	\$181.82	\$100.00	\$81.82	81.8%
	Total Advertising & Promotions	\$3,331.33	\$4,100.00	-\$768.67	(18.7)%
6-4000	Occupancy Costs				
6-4010	Electricity	\$7,987.38	\$7,500.00	\$487.38	6.5%
6-4020	Gas	\$5,522.70	\$3,600.00	\$1,922.70	53.4%
6-4025	Rental Expense	\$10,479.94	\$6,000.00	\$4,479.94	74.7%
6-4030	Council Rates	\$0.00	\$900.00	-\$900.00	(100.0)%
6-4040	Cleaning	\$10,411.76	\$9,500.00	\$911.76	9.6%
6-4041	Cleaning Products	\$3,422.99	\$4,000.00	-\$577.01	(14.4)%
6-4045	Security	\$0.00	\$1,100.00	-\$1,100.00	(100.0)%
6-4050	Water Rates	\$1,052.55	\$2,900.00	-\$1,847.45	(63.7)%
6-4055	Pest Control	\$0.00	\$700.00	-\$700.00	(100.0)%
6-4060	Waste Removal	\$4,549.87	\$3,500.00	\$1,049.87	30.0%
6-4070	Gardening Expenses	\$0.00	\$400.00	-\$400.00	(100.0)%
	Total Occupancy Costs	\$43,427.19	\$40,100.00	\$3,327.19	8.3%
6-5000	Debt Recovery Costs				
6-5010	Bad Debts - Written Off	\$181.15	\$0.00	\$181.15	NA
	Total Debt Recovery Costs	\$181.15	\$0.00	\$181.15	NA
6-6000	Repairs, Servicing & Maintenance				
6-6005	R,M&S Clubhouse	\$8,848.47	\$10,000.00	-\$1,151.53	(11.5)%
6-6010	R,M&S Sailing	\$0.00	\$400.00	-\$400.00	(100.0)%
6-6020	R,M&S Marina	\$19,897.38	\$10,000.00	\$9,897.38	99.0%
6-6030	R,M&S Keel Boats	\$0.00	\$500.00	-\$500.00	(100.0)%
6-6031	R,M&S Quests	\$715.09	\$0.00	\$715.09	NA
6-6040	R,M&S Rescue Boats - Rhibs	\$0.00	\$1,400.00	-\$1,400.00	(100.0)%
6-6041	R,M&S Rescue Boats - Harry T	\$0.00	\$200.00	-\$200.00	(100.0)%
6-6042	R,M&S Rescue Boats - Redeemer	\$0.00	\$200.00	-\$200.00	(100.0)%
6-6060	R,M&S 29ers	\$0.00	\$100.00	-\$100.00	(100.0)%
	Total Repairs, Servicing & Maintenance	\$29,460.94	\$22,800.00	\$6,660.94	29.2%
6-8000	Sailing Expenses				
6-8015	Volunteer Expenses	\$6,226.99	\$3,000.00	\$3,226.99	107.6%
6-8025	Training Expenses	\$0.00	\$600.00	-\$600.00	(100.0)%
6-8030	Trophies & Prizes	\$572.80	\$100.00	\$472.80	472.8%
6-8060	Regatta Expenses	\$270.81	\$0.00	\$270.81	NA
6-8080	First Aid Equipment	\$250.00	\$0.00	\$250.00	NA
	Total Sailing Expenses	\$7,320.60	\$3,700.00	\$3,620.60	97.9%
6-9000	Employment Expenses				
6-9005	Wages- Management	\$17,476.59	\$16,990.61	\$485.98	2.9%
6-9010	Wages - Administration	\$12,490.07	\$15,933.25	-\$3,443.18	(21.6)%
6-9015	Wages - Restaurant	\$12,385.09	\$8,788.00	\$3,597.09	40.9%
6-9016	Wages - Restaurant Casual	\$54,098.53	\$61,178.00	-\$7,079.47	(11.6)%
6-9017	Wages - Clubhouse	\$5,801.84	\$5,645.67	\$156.17	2.8%
6-9018	Wages - Kitchen	\$31,608.86	\$50,700.00	-\$19,091.14	(37.7)%
6-9019	Wages - Kitchen Casual	\$29,714.65	\$17,576.00	\$12,138.65	69.1%
6-9020	Wages - Sailing	\$11,812.45	\$14,778.55	-\$2,966.10	(20.1)%
6-9021	Wages - Sailing Casual	\$18,797.66	\$18,000.00	\$797.66	4.4%
6-9022	Wages - Marina	\$10,338.60	\$12,302.25	-\$1,963.65	(16.0)%

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Royal Brighton Yacht Club
 253 Esplanade, Middle
 Brighton VIC 3186
 ABN: 24 768 210 467
 Email: events@rbyc.com.au

Profit & Loss [Budget Analysis]

March 2026

		Selected Period	Budgeted	\$ Difference	% Difference
6-9024	Wages - Members Casual	\$8,303.85	\$7,098.00	\$1,205.85	17.0%
6-9025	Wages - Function	\$10,153.88	\$22,984.00	-\$12,830.12	(55.8)%
6-9026	Wages - Function Casual	\$9,677.29	\$13,520.00	-\$3,842.71	(28.4)%
6-9027	Wages - Kitchen Chef Casual	\$6,647.83	\$0.00	\$6,647.83	NA
6-9050	Staff Leave Expense	\$19,614.92	\$6,500.00	\$13,114.92	201.8%
6-9051	Provision for Annual Leave	\$781.00	\$750.00	\$31.00	4.1%
6-9055	Superannuation	\$31,683.34	\$31,859.32	-\$175.98	(0.6)%
6-9060	Payroll Tax Expense	\$10,854.05	\$12,876.47	-\$2,022.42	(15.7)%
6-9065	Workcover Expense	\$3,055.78	\$2,600.00	\$455.78	17.5%
6-9075	Staff Training Expenses	\$0.00	\$700.00	-\$700.00	(100.0)%
6-9080	Travel Expenses	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-9085	Staff Uniforms - Restaurant & Functions	\$349.82	\$1,000.00	-\$650.18	(65.0)%
6-9086	Staff Uniforms - Sailing	\$131.82	\$0.00	\$131.82	NA
6-9087	Staff Uniforms - Administration	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Total Employment Expenses		\$305,777.92	\$323,780.12	-\$18,002.20	(5.6)%
Total Expenses		\$463,803.72	\$442,061.12	\$21,742.60	4.9%
Operating Profit		-\$95,931.61	\$28,425.28	-\$124,356.89	(437.5)%
8-0000	Other Income				
8-0500	Interest Income	\$653.96	\$300.00	\$353.96	118.0%
Total Other Income		\$653.96	\$300.00	\$353.96	118.0%
9-0000	Other Expenses				
9-0200	Depreciation	\$41,838.46	\$50,000.00	-\$8,161.54	(16.3)%
9-0400	Amortisation	\$4,017.05	\$4,000.00	\$17.05	0.4%
9-0600	Interest Expense	\$3,427.98	\$2,000.00	\$1,427.98	71.4%
9-0601	Lease Interest Expense	\$1,606.98	\$1,850.00	-\$243.02	(13.1)%
Total Other Expenses		\$50,890.47	\$57,850.00	-\$6,959.53	(12.0)%
Net Profit/(Loss)		-\$146,168.12	-\$29,124.72	-\$117,043.40	(401.9)%

Royal Brighton Yacht Club
253 Esplanade, Middle Brighton VIC
3186
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Balance sheet report

Accrual mode

Jan 2026 - Mar 2026

	Jan-26	Feb-26	Mar-26
1-0000 Assets			
1-1000 Trading Bank Accounts			
1-1010 BOM- Business Chq Acc**157544	24,426.30	101,595.25	21,962.68
1-1015 BOM- MbrShp Marina Acc**098419	(26,828.89)	42,159.88	(2,363.63)
1-1025 BOM- Yachting Foundation x141	2,483.29	2,483.29	2,499.69
1-1031 BOM-Business Access Saver x391	100,890.08	893.18	1,001,534.85
1-1032 BOM - Term Deposit x012	1,000,000.00	1,000,000.00	(4.11)
1-1034 BOM - MASTER PLAN A/C	0.00	0.00	10,000.00
Total Trading Bank Accounts	1,100,970.78	1,147,131.60	1,033,629.48
1-1100 Floats			
1-1105 Cash on Hand	1,500.00	1,500.00	1,500.00
1-1110 Till Floats	2,100.00	2,100.00	2,100.00
1-1125 Petty Cash	1,000.03	775.54	306.37
Total Floats	4,600.03	4,375.54	3,906.37
1-1200 Clearing Accounts			
1-1210 Cash Clearing	(9,978.43)	(10,199.20)	(9,996.21)
1-1220 Account Clearing	79.20	0.00	0.00
1-1250 Eftpos Clearing	19,524.49	24,777.09	2,291.44
Total Clearing Accounts	9,625.26	14,577.89	(7,704.77)
1-1300 Debtors			
1-1310 Trade Debtors	22,312.84	21,617.44	12,919.37
1-1320 Accrued Income	17,326.03	20,455.89	0.00
1-1330 Other Debtors	148,333.34	134,398.89	113,464.36
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
Total Debtors	168,734.98	157,234.99	107,146.50
1-1350 Receivables			
1-1355 Members Control Account	3,277.54	(317.11)	4,276.29
1-1370 Cruising Group Account	53,012.05	53,012.05	53,012.05
1-1375 Cruising Group Clearing Acc	(53,012.05)	(53,012.05)	(53,012.05)
1-1380 Icebergers Clearing Account	(5,366.20)	(5,366.20)	(5,566.20)
1-1390 Icebergers Group Account	5,366.20	5,366.20	5,366.20
Total Receivables	3,277.54	(317.11)	4,076.29
1-1400 Prepayments			
1-1410 Prepayments - General	67,720.58	57,309.35	44,624.50
1-1420 Prepaid Insurance	61,303.60	40,869.07	20,434.54
1-1425 Prepaid Workcover	29,784.23	29,784.23	29,784.23
1-1430 Prepaid Interest	4,802.34	3,201.57	1,600.80
Total Prepayments	163,610.75	131,164.22	96,444.07
1-1600 Stock			

	Jan-26	Feb-26	Mar-26
1-1610 Inventory- Beverage	53,617.30	50,627.66	57,239.34
1-1611 Inventory-Beverage non-alcohol	17,954.23	17,954.23	20,426.16
1-1612 Inventory- 150yrs Celebration Wine	31,454.55	30,272.73	29,763.64
1-1630 Inventory- Food	11,910.01	11,910.01	12,299.88
1-1650 Inventory- Clothing & Merch	22,992.07	21,716.38	23,439.78
Total Stock	137,928.16	132,481.01	143,168.80
1-1710 Property			
1-1711 Forecourt Improvement	1,158,266.32	1,158,266.32	1,158,266.32
1-1712 Accum Dep Forecourt Improvement	(17,532.66)	(17,532.66)	(17,532.66)
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	(6,403,302.63)	(6,430,722.36)	(6,461,059.77)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(39,140.68)	(39,145.32)	(39,150.46)
1-1717 ROU Assets - Parks Victoria	213,298.92	213,298.92	213,298.92
1-1718 Amortisation Parks Victoria	(213,298.92)	(213,298.92)	(213,298.92)
1-1719 ROU Assets - Bayside City Council	795,377.15	795,377.15	795,377.15
1-1720 Amortisation Bayside City Council	(317,347.47)	(321,364.52)	(325,381.57)
Total Property	4,465,790.00	4,434,348.58	4,399,988.98
1-1721 Marina & Hardstand			
1-1723 Marina Leasehold Imp at Cost	7,938,844.32	7,938,844.32	7,938,844.32
1-1724 Amortisation Leasehold Marina	(7,936,694.37)	(7,936,758.94)	(7,936,830.44)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(760,267.54)	(760,391.66)	(760,529.07)
Total Marina & Hardstand	6,175.37	5,986.68	5,777.77
1-1740 Plant & Equipment			
1-1742 Furniture, Plant & Equipment	1,118,888.06	1,128,383.01	1,128,383.01
1-1744 Accum Depreciation Plant etc	(1,009,402.50)	(1,011,615.82)	(1,014,290.42)
1-1750 Marina & HStand Equip at Cost	503,295.41	503,295.41	504,032.65
1-1755 Marina & HStand Equip Acc Depn	(409,077.58)	(410,122.77)	(411,295.59)
Total Plant & Equipment	203,703.39	209,939.83	206,829.65
1-1800 Boats			
1-1810 Rescue & Work Boats at Cost	1,059,745.27	1,059,745.27	1,059,745.27
1-1815 Accum Depreciation Rescue Boat	(687,169.51)	(693,326.55)	(699,957.69)
1-1825 DSC Sailing Boats at Cost	155,307.13	155,307.13	155,307.13
1-1830 Accum Depreciation OTB Boats	(138,608.58)	(139,338.75)	(140,147.19)
Total Boats	389,274.31	382,387.10	374,947.52
1-1900 Intangible Assets			
1-1910 Designs at Cost	16,057.23	16,057.23	16,057.23
1-1915 Work In Progress	91,440.96	83,507.60	83,507.60
1-1920 Amortisation Designs	(16,057.23)	(16,057.23)	(16,057.23)
Total Intangible Assets	91,440.96	83,507.60	83,507.60
Total Assets	6,745,131.53	6,702,817.93	6,451,718.26
2-0000 Liabilities			
2-1000 Trade Creditors			
2-1100 Trade Creditors	137,522.86	121,417.49	158,876.17
Total Trade Creditors	137,522.86	121,417.49	158,876.17
2-2000 Accruals			
2-2005 Deposits Received in Advance	11,650.00	11,020.00	2,500.00
2-2110 Accruals- General	68,662.09	73,535.66	38,053.60

	Jan-26	Feb-26	Mar-26
2-2130 Accrual- Workcover	16,628.26	19,093.77	22,149.55
2-2140 Accrual- Payroll Tax	7,224.41	7,971.99	10,854.05
Total Accruals	104,164.76	111,621.42	73,557.20
2-3000 GST and Statutory Liabilities			
2-3110 GST Collected	177,721.68	227,098.16	134,664.85
2-3120 GST Paid	(75,317.85)	(89,495.20)	(47,463.14)
2-3130 PAYG Withholding Payable	74,292.00	75,142.00	45,339.00
2-3150 Superannuation Payable	25,420.85	27,060.77	33,661.65
Total GST and Statutory Liabilities	202,116.68	239,805.73	166,202.36
2-4000 Employee Provisions			
2-4010 Annual Leave Payable	164,007.57	170,741.41	174,741.00
2-4015 Leave Loading Payable	18,460.74	19,296.04	19,671.45
2-4016 Accrued Days Off Payable	49,657.52	49,255.91	58,804.83
2-4020 Long Service Leave - Current	101,340.00	107,506.00	110,371.00
2-4021 Long Service Leave Non-current	75,647.00	70,384.00	73,210.00
2-4022 On-Cost for A/L & L>Loading	32,573.16	33,924.36	34,705.36
Total Employee Provisions	441,685.99	451,107.72	471,503.64
2-5000 Bonds & Other Liabilities			
2-5010 29er's Bond Account	1,000.00	1,000.00	1,000.00
2-5020 RBYC Auxiliary	33,257.58	33,257.58	33,257.58
2-5030 Aust. Sports Foundation C.Acc	9,794.76	9,794.76	9,794.76
Total Bonds & Other Liabilities	44,052.34	44,052.34	44,052.34
2-6000 Deferred Income- Members			
2-6010 Subscription Income Deferred	217,402.25	151,134.15	126,603.39
2-6060 Other Income in Advance	84,725.25	101,406.38	87,739.77
Total Deferred Income- Members	302,127.50	252,540.53	214,343.16
2-7000 Deferred Income- Marina			
2-7010 Marina 1 Year Licence	86,630.21	3,235.11	18,502.84
2-7015 Marina 5 Year Licence	292,648.45	287,020.45	281,392.45
2-7030 Hardstand - Rental	7,485.44	299.51	1,028.25
2-7050 DSC Maintenance Income	19,988.05	8,541.56	8,501.70
Total Deferred Income- Marina	406,752.15	299,096.63	309,425.24
2-8000 Bank Loans			
2-8032 Commercial Bill S33 1301 084 500	338,569.98	320,209.73	302,013.98
Total Bank Loans	338,569.98	320,209.73	302,013.98
2-9000 Other Finance			
2-9022 Currenrt Liability - Bayside City Council	53,225.47	53,225.47	53,225.47
2-9024 Non-Current Liability-Bayside City Council	507,251.03	503,304.54	499,346.54
2-9036 Credit Card P Hall x271	(158.38)	3,133.93	(251.17)
2-9037 Credit Card - Sammy Doddy	808.00	814.19	130.21
2-9038 Credit Card - Colin Burgess	(2,678.43)	(2,146.02)	827.01
Total Other Finance	558,447.69	558,332.11	553,278.06
Total Liabilities	2,535,439.95	2,398,183.70	2,293,252.15
Net Assets	4,209,691.58	4,304,634.23	4,158,466.11
3-0000 Equity			
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	(1,124,693.69)	(1,124,693.69)	(1,124,693.69)

	Jan-26	Feb-26	Mar-26
3-9000 Current Earnings	(125,561.15)	(30,618.50)	(176,786.62)
Total Equity	4,209,691.58	4,304,634.23	4,158,466.11



RBYC Financial Report – March 2026

Summary

Financial Summary - Next Steps

Analysis

- Overall revenue was DOWN against Budget (by 20%), and expenses slightly above Budget (by 5%). Operating Profit "EBITDA" was a loss of \$95,932 against a Budget of \$31,425.
- Overall Expenses were UP against Budget by \$21,743K.
- Employment Expenses were down against Budget by -18K.
- Marina and Hardstand down 60% against Budget \$86K
- Inventory- 150yrs Celebration Wine is a slow mover with stock of \$29.7K as from January \$31K. Suggest to have a *super special* to move the stock.

Margin Actions

- Catering revenue against COGS is 33.55% which is inline with ATO standards of an average 37%.
- Catering wages against revenue of 56.54% is a significant variation to industry standards of an average 36%-40% for membership service (Yacht or Golf Club) from independent catering which is 32%.
- Catering Gross profit was \$8,407 for the month of March 2026.

Outlook

- EBITDA "Operating Profit" FY26 YTD is \$270,784.
- Net Change in Cash flow \$135,157.
- Cash on Hand \$1,001K in Business Saver, Cheque Account \$21.9K, Membership & Marina \$2.3K, Master-Plan \$10K and Yachting Foundation \$2.5K)
- Outstanding amount on Loan \$302K as of March 31st.
- Forecasted Profit based on the FY26 Budget on track for \$354,606 EBITDA "Operating profit" for FY26 (assuming we meet budget for the remaining months).

Governance

- Aged Receivables greater than 90 days is \$41K which is tying up working capital.
- Four members are tying up \$31.5K which are repeat offenders including: Mr. Knezic, Mr. Graham, Mr. Scherwinski Mr. Mizzi and Mr. Redenbach.
- Interesting Note from Membership manager that "Needs to be sorted out with committee".*

Membership & Marina Analysis

- Membership** – From last month membership was flat with a slight increase of 4% in Intermediate, Crew+ and Youth. Aquatic increased by 2%
- Senior, Senior Family, & Senior Special are in decline as of June-25 by -12% and Crew/Plus down -10% as of June 2025.
- Marina – no update from last GC meeting.*
 - My Understanding the shortfall in Marina and Hardstand was a correction in the prepaid revenue by On-Tap, amortized over the remaining months of FY26. Net effect over 3 months could be \$250K*

Month of March & YTD

Financial Summary - Profit & Loss Statement

Financial Metric	Feb FY26 Budget	Feb FY26 Actual	Variance	% Variance
Total Income	\$338,000	\$316,546	\$21,454	7%
Catering Cost of Sales	\$127,100	\$108,342	\$18,758	-15%
Gross Profit	\$ 470,986	\$ 367,872	\$103,114	22%
Total Expenses	\$ 442,061	\$463,804	\$21,743	5%
Operating Profit - EBITDA	\$31,425	\$ 95,932	\$127,357	300%
Other Income	\$300	\$654	\$354	
Other Expenses	\$57,850	\$50,890	\$6,960	-12%
Net Profit	\$28,625	\$144,168	\$117,543	511%

Monthly EBITDA

YTD EBITDA

Feb 2025 **\$95,932** vs Budget: \$31,425

FY26 Year to Date **\$ 354,606** vs Budget: \$ 154,320

Key P&L Insights

Operating Profit "EBITDA" fell well below Budget, and overall expenses slightly above Budget:

- Overall revenue below Budget by (7%)
- Hospitality revenue below budget by 7% whilst COGS was 15% less than Budget. Catering gross profit was \$8,407 Revenue less COGs + Wages, with no overheads contribution.
- Catering revenue against COGS is 33.55%
- Catering wages (including Wage on-cost) against revenue is 56.54% as from last month of 55.35% and below Jan at 63.38%. Note that Order of service changes won't hit the books until April due to back of house staff notice periods.

Expense Variance Analysis

Overall expenses were slightly above budget which relates to the Water Technology engineering services. Other Expenses, down due to the decrease in interest rates.

Order of service changes won't hit the books until April due to back of house staff notice periods.

Income Analysis

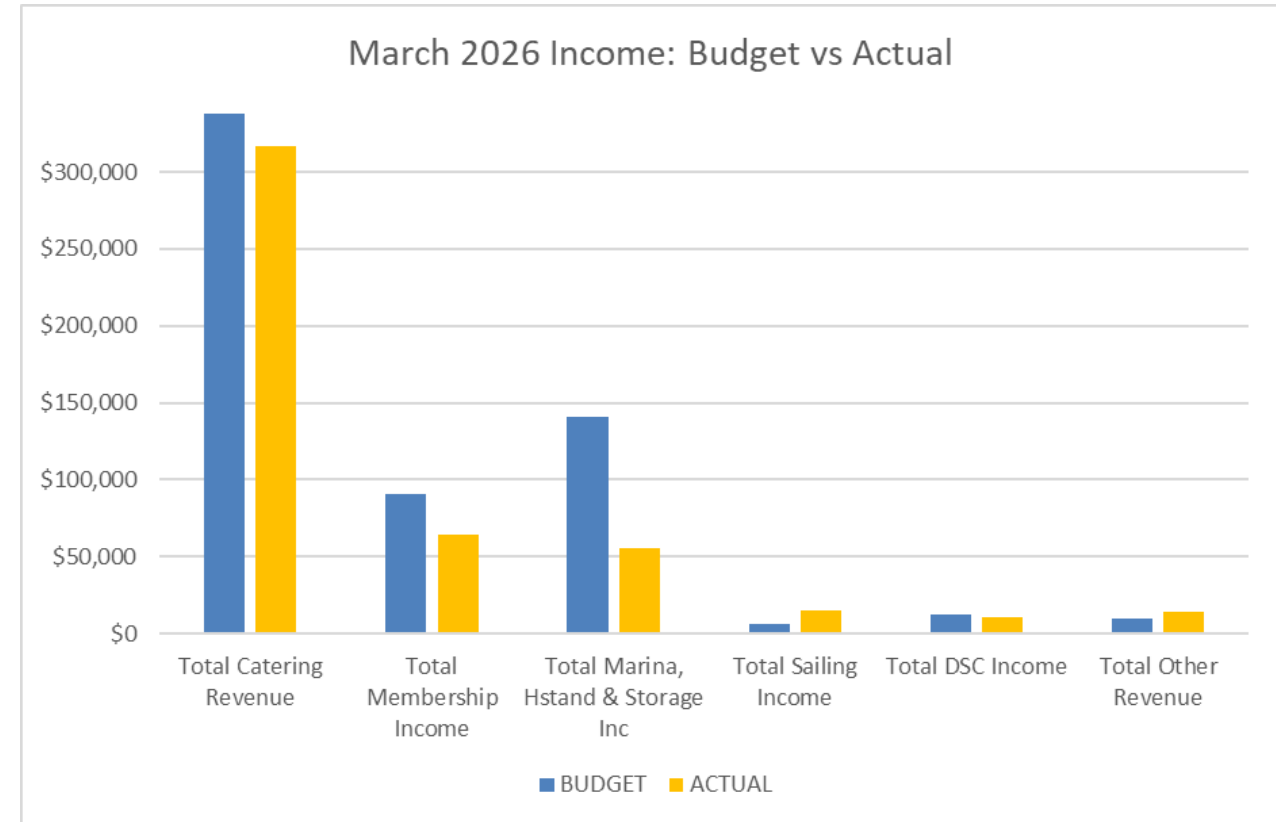
March Income (Budget vs Actual)

Total Catering Revenue	\$338,000 vs \$316,546 -7%
Membership Income	\$90,430 vs \$64,101 -30%
Marina & Storage	\$141,300 vs \$55,359 -60%
Sailing Income	\$6,000 vs \$15,359 +255%
DSC Income	\$12,875 vs \$10,747 -7%
Other Revenue	\$300 vs \$654
Total Income	\$598,086 vs \$476,214 -20%

Income Mix Analysis

Marine & Storage shortfall against Budget was a correction in the prepaid revenue by On-Tap, amortized over the remaining months of FY26. Prior the next GC meeting we will try understand the real effect for the remaining 3 months.

Overall Gross Profit down against budget which equates to **\$103,114 (22%)**.

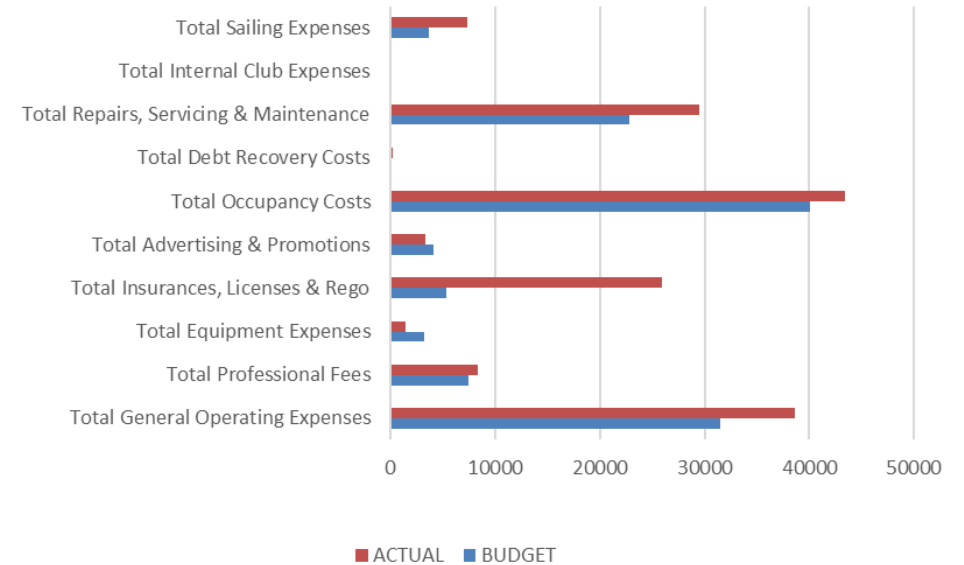


Expense Analysis

March Expenses (Budget vs Actual)

Catering Cost of Sales	\$127,100 vs \$108,342 -15%
General Operating	\$31,515 vs \$38,660
Professional Fees	\$7,500 vs \$8,285
Equipment	\$3,190 vs \$1,416
Insurances, Licenses & Rego	\$5,376 vs \$25,946 -5X
Advertising & Promotions	\$4,100 vs \$3,331
Occupancy Costs	\$40,100 vs \$43,427
Debt Recovery	\$0 vs \$181
Repairs & Maintenance	\$22,800 vs \$29,461
Internal Club Expenses	\$0 vs \$0
Sailing Expenses	\$3,700 vs \$7,321
Employment Expenses	\$323,780 vs \$305,778
Total Expenses	\$442,061 vs \$463,804 +5%

March Expenses (excluding Salaries): Budget vs Actual



Pressure Points

- Insurances, Licenses and Rego was **\$25,946** against the budget of \$5,576. Whilst Catering revenue down **7%** and Catering COGs down by **15%**.
- Total Employment Expenses were reduced by **6% (18K)**, which is due to the Hospitality wages **56.54%** And need to be more in-line with the industry average of 35%-40%. Should change next month with change in Charter of Service taking effect.

High Priority

Address short term “weeks”

FY27 Budget by the end of May and will be based on FY26/2 Budget and 6 month Actuals.

Changes I Charter of Service should result in an improved Gross Profit for Q4.

Detail analysis of the drop in amortized revenue for Membership and Marina + Hardstand.

Medium Priority

Address at End of season

Finance Systems and processes

- Streamline systems and processes with the objective of improving efficiencies and better decision making through reporting.
- We need a part-time Financial Controller to undertake governance

Maintenance Program

- The RBYC member Keith Franklin is kindly donating his expertise as both a building surveyor and capital works manager to define a 5 year Proactive maintenance budget/program.

Low Priority

Initiate a long-term project

Bayside council as the managing authority for the Club house site lease 1961-2036.

- The term of a new lease will require a major capital investment (Master Plan).
- Any capable to borrow money against the current lease will have a maximum term that coincides with the end of the lease.
- initiate discussions / negotiations with the Bayside council about the Master Plan.

Sailing Committee Meeting Minutes

Date: Tuesday, 12th April 2026
Time: 6:00 PM
Location: Sailing Office
Chair: Marnie Irving
Present: Marnie Irving, Brett Bowden, Glenn Ferguson, Rod McKenna, Geoff Adams, Brendan Jukes, Pete Robson, Andy Holmes, Damon Cook, Michael O'Brien, Brendan Jukes, Paul Pascoe

Apologies:

1. Opening

1. Welcome and confirmation of Chair
2. Confirmation of previous minutes

2. Matters Arising from Previous Meeting

1. **Marnie to discuss sharing of VHF Channels** at next Club Captain's meeting

3.1 VXOne – Brett Bowden

Thanks to the club for running the VXone States. Well received by interstaters. Three boats from NSW were late withdrawals due to concerns about fuel. Two new VxOne sailors out of the previous "come try" day.

Would like to run State Championships next year, probably April.

3.2 Working Group & 2.4– Glenn Ferguson

2.4mR - Seven boats competing in WA. Well done by RFBYC. Sea breeze didn't come in. Some RBYC members did well. Cost was about \$1300 per boat in the container.

Maintenance: Solar on the Tower is being worked on which will have enough to run the race requirements and security cameras. Decision by the end of the week on the solution. Worst case scenario is two weeks.

3.3 Etchells – Peter Robson

Nothing huge to report. Numbers are down, but racing has been good.

3.4 Optimist (OPTI) – Brendon Jukes

RBVC OTB Strategy Review

Background – where are the young sailors in the ILCA. Tackers and Green fleet going well, as is Masters ILCA fleet, but there is a gap in the middle.

Recommendation is to focus on two classes – Optimists and ILCA 4.

Significant discussion regarding the Strategy Document.

Items to take to General Committee:

- SC agree that we have an issue of progression from junior to youth and club membership
- A vibrant competitive off the beach program is vital to the long term success of the club

- We have a serious problem
- We need to fix it
- We need finance to fix it

- What do we do about it:
 - a. Encourage RBYC sailors participating in regattas outside of the club
 - b. Run OTB racing every Sunday for ALL classes
 - c. Require purchase of ILCA with 4.7 rigs
 - d. Sell some of the current assets, e.g 29ers, Quests
 - e. Hire a head coach

Noted the amount of work

3.5 ILCA – Damon Cook

Started mid-week training and the winter training. Worked well last year. Need to check the calendar. Damon and Colin to check on dates. Owen ran a very good session online. Suggest that Owen run it again at the Kings Cup at the SMART series. **Brendan to approach Owen.**

3.6 Race Management – Rod McKenna

1. First Sunday race coming up. Need to decide if we are to continue. Trophy at reception. Discussion regarding ongoing trophies.
2. Vakaros working well and using it regularly
3. Cerberus race. May 2nd. Invitations have gone to all volunteers to join BBQ

3.8 Keelboats – Andy & Geoff

Disappointed by the cancellation of the Association Cup. Difficult to get keelboat owners to volunteer as members of the team. Require the nominated organiser to make personal contact and start earlier contact skippers.

3.9 Smart Series

SMART Series. May 6th Starting, May 20th Weather, June 3 Boat Safety, June 17 Owen

3.8 Office – Colin

- New pedestal for Sue Leaper arriving this week.
- Harry Tedstone water in the fuel an issue. About to get new senders.
- Redeemer getting setup with Vakaros

- Have access to three rhibs on an “as required” basis
- VIODA Sailing Team will run out of RBYC. Require a tidy up of in the undercroft
- Working on Calendar
- Rooster potential sponsor for Kings Cup and Nationals
- Commodores Challenge at SYC. Women sailing event.

4. General Business

- Opti Nationals organising committee established and we have had the first meeting.
- Twilight Races – for future, any time sunset is earlier than 7:30pm the race should be non-Aggregate
- Kings Cup – get marketing with FB campaign.
- Presentation night – need to come up with nominations. Any suggestions on trophies to Colin.
- Skippers debrief on May 13th . Require support from SC minutes.

3. Regattas

Event	Dates	Notes
BLISS	3 May	Plus training
Kings Cup	6-8 June 2026	Confirmed
Frostbite Regatta	21 June 2026	Parkdale YC
Sail Melbourne	26-29 Nov 2026	Confirmed
2.4mR Nationals	23-26 Jan 2027	Confirmed
National Optimist Championship	Jan 2027	Agreed
Dragon States	11-12 Nov 2028	Agreed
Dragon Prince Phillips Cup	21-22 Nov 2028	Agreed

6. Next Meeting

Date: 12th May
 Time: 6:00 PM
 Location: Sailing Office & Zoom

Overview - Marina / Hardstand / Undercroft

Month: **Apr-26**

	OTB	Hardstand	Marina	Combined	Available	Occupied	Total Vacant
Apr-26	100.00%	77.50%	78.70%	86.27%	437	377	60
Nov-25	100	77.5	78.3	86.04	437	376	61

Marina

Size	Club Owned	Occupied	Occ %				Total Pens	Total Occ	Total Occ %
10M	93	68	73.12%				93	68	73.12%
12M	72	54	75.00%				72	54	75.00%
13M	6	8	133.33%				6	8	133.33%
15M	35	33	94.29%				35	33	94.29%
18M	24	18	69.23%				24	18	75.00%
	230	181	78.70%				230	181	78.70%

OTB Dinghy Storage

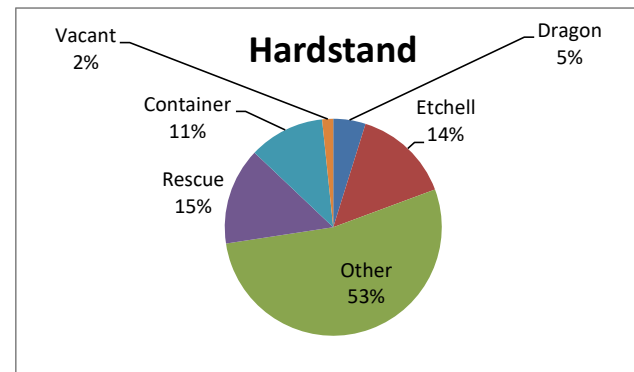
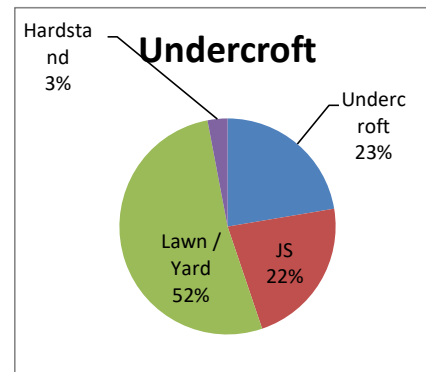
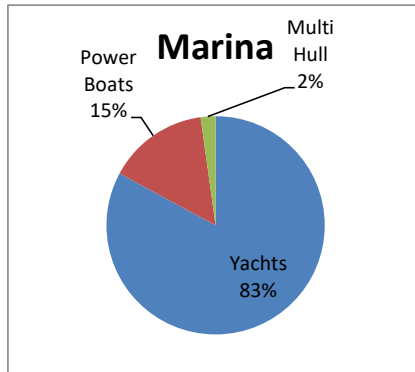
	Undercroft	JS	Lawn / Yard	Hardstand	Total of 134
Total Pens	30	30	70	4	134
Occupancy	100.00%	100.00%	100.00%	100.00%	100.00%

Marina Boat Types

Total	Vacant	Yachts	Power Boats	Multi Hull
232	51	150	27	4
100.00%	22.0%	64.7%	11.6%	1.7%

Hardstand

	Dragon	Etchell	Other	Rescue	Container	Vacant	Total 72
Occupied	3	9	33	9	7	1	62
Ratio %	4.2%	12.5%	45.8%	12.5%	9.7%	1.4%	77.5%





Minutes of RBYC Cruising Group Committee Meeting
Held in the RBYC Regatta Room
Thursday, April 16th, 2026, at 7:00 pm

PRESENT:

Terry Frankham, Peter Gebhardt, Brenton Smith.

Current (rotating) Chairperson: Brenton Smith,

APOLOGIES:

Tony Garvey, Rob Hurrell, Jo Walker.

MINUTES: Of last meeting, held on 3rd March 2026, were confirmed.

MATTERS ARISING from MINUTES

– Nil

CORRESPONDENCE:

Out:

- 22nd Mar 2026: - Email to Hugh Pilsworth, thanking him for his presentation at the March Guest Speaker Dinner
- 25th Mar 2026: - Email to Commodore Helen Ward, HMAS Cerberus, to finalise her topic, and seeking material to start promoting her talk
- 11th Apr 2026: -Emails to Helen Ward regarding Guest Speaker arrangements

In:

- 26th Mar 2026: - Email from Commodore Helen Ward, finalising her talk to be on HMVS Cerberus.
- 11th Apr 2026: - Emails from Commodore Helen Ward regarding Guest Speaker arrangements

MATTERS ARISING from CORRESPONDENCE:

– Nil.

GENERAL BUSINESS:**1) Report from General Committee (Peter Gebhardt)**

- Special General Meeting for 28th April regarding proposed membership categories and rules
 - Proposed that Crew and Aquatic categories be combined, and that the new category be granted full voting rights (remove 60% rule)
- Consultant report on Attenuator repair/replacement has been received. Three options (in order of long-term effectiveness)
 - ◆ *Extension of rock breakwater (requires further engagement with Parks Vic)*
 - ◆ *Concrete wall (as per SYC)*
 - ◆ *“Like for like” replacement (all, or eastern half)*
- In interim, temporary repairs being assessed to buy time and ensure protection over winter

2) On Water Events

Review

- ❖ Nil

Future Cruises:

- ❖ Plan a Weekend Cruise to Wyndham Harbour 16th / 17th May (after May 15th dinner)
 - Gauge Interest
- ❖ **Frostbite Cruise** to Docklands (Melb. City Marina)
 - Schedule for weekend of 4th/5th July (time to coincide with the Frielight Festival)
 - Confirm with JW that she would follow up with MCM

3) Guest Speaker Dinners / Social Events:

Review

- ❖ Friday, March 20th, 2026 – Guest Speaker Dinner.
 - Hugh Pilsworth – “Well, it seemed like a good idea” - *Blueflyer’s* circumnavigation
 - Good turnout, and well received – Appropriate length of talk

Upcoming Events

- ❖ Friday April 17th, 2026 – Guest Speaker Dinner.
 - Cdr Helen Ward – “The Story of the Cerberus”.
 - Slightly disappointing bookings
 - Brenton Smith to host
- ❖ Friday May 15th, 2026 – Guest Speaker Dinner.
 - Brenton and Robina Smith – *Cruising South Australia*
- ❖ Friday June 19th, 2026 – Guest Speaker Dinner.
 - Dan Lyons – *Tai Tam delivery to NZ* ?
 - TG to contact Dan.
- ❖ Future talks / events?
 - Grant Dunoon – Riverboat in UK / Europe (PG says Grant is happy to do later in the year)
 - Peter Johns – Riverboat part 3 – RH says PJ OK for a talk late in the year
 - Port Phillip Pilots (TG to contact)
 - Investigate options to get Coast Guard / Water Police / Marine Radio Victoria.
 - Cruising topics: – e.g. entering and leaving the Cut at Queenscliff, navigating the Rip. Diesel engine maintenance etc

4) Other Business:

- a) Discussion regarding Cruising Group Chair position. Brenton Smith agreed to take on Chair position longer term. (Thanks Brenton)

Meeting Closed at 7:35 pm.

~

NEXT MEETING: 7:00pm, Tuesday May 5th, 2026, at RBYC Clubrooms

Committee Chair: _____ Secretary: _____

Date: _____ Date: _____

From: Scott Buchanan <scott@bchn.com.au>
Subject: [Icebergers:3808] Update from the Icebergers Sub-Committee. And, a short survey before Tuesday's SGM
Date: 18 April 2026 at 1:23:41 pm AEST
To: icebergers@googlegroups.com
Reply-To: scott@bchn.com.au

Hello everyone,

The Icebergers Sub-Committee met yesterday morning, and we wanted to share a quick update.

We covered a range of items, including:

- A genuine appreciation for all members who volunteer their time on the General Committee and Sub-Committees, and who work tirelessly to help plan for the ongoing sustainability of our wonderful community
- A shared desire across the group to strengthen and assist in sustaining the club
- An understanding that one part of the role of our sub-committee is to act as advocates for the Icebergers and represent (where possible) any emerging ideas, concerns or risks
- Recognition of the club's history — Icebergers were once guests, and now represent a much larger part of the membership than the original group
- General support for membership changes that enable us all to have a vote, as a way to increase engagement and participation
- Recent communication on proposed membership and fee changes
- Value for money at RBYC (attached is a very basic comparison we drew up following our meeting)

To help ensure Iceberger perspectives are clearly heard, we've put together a very short survey. It's intentionally simple, just asking you to rank what matters most to you. It's not about collecting broad or detailed feedback, but rather giving us one clear set of data we can use as a starting point. The link to the survey can be found here: [Iceberger Feedback Survey](#)

We know it's limited, but it gives us some data we can provide to aid with the discussion at the SGM on Tuesday (we have had clarified that the meeting on Tuesday is to discuss proposed changes to the Membership Structure - not a discussion about a proposed change to Membership Fees), as well as help point us in the right direction for where our priorities as a sub-committee should lie.

A big thank you to Cath Hurley, who represents the General Committee on our Sub-Committee, and to everyone who came along last Saturday - it was a really valuable opportunity to ask questions and seek clarity. We'll continue working on ways for the Iceberger Sub-Committee to feed into the General Committee going forward.

One small ask - please don't reply to this email with detailed responses. We're trying to create more structured ways to gather and address feedback through our Sub-Committee meetings.

Thanks again everyone. Please take a moment to complete the survey. [Iceberger Feedback Survey](#)

Happy Swimming,

The Icebergers Sub-Committee

Royal Brighton Yacht Club

Master Plan Working Group 11

Minutes of Meeting held Tuesday 7th April 2026 at Royal Brighton Yacht Club

Working Group Members Present: Peter Maddison, Mark Woodland, Andy Holmes
Apologies – Steve Reynolds, Peter Demura, Mia Bredenburg, John Phillips, Grant Dow,

Meeting 0800 - 0850

Half Yearly General Meeting

Short debrief on meeting.

Andy has asked John Phillips for example business plan (probably from Bayley House – may only be format, but that will be very useful)

Peter Maddison will ask Peter Court for an example also

Facilitated Input session

Discussed/worked and developed following

- 1800-2000 Thursday 14th May in Members Bar
- Facilitated by Andy/Peter M/Mark/Mia
- Important to get good representation from each part of Club
 - Mark – invite PJ, Glenn, Andy Poulton etc
 - Mark – Maintenance/Thursday people
 - Andy – Brendan (OTB), Rod (volunteers), Paul Pascoe (sailing office)
 - Peter M – Icebergers
 - Committee – all invited
- Short presentation at start by Peter/Andy – need screen
- Whiteboards & stickers – with questions to prompt input – draft questions are
 - Your view of future of club
 - What is right/wrong with facility
 - What facilities/buildings do we need
 - What do members and community expect of facilities
 - Good ideas for philanthropy
- Need large aerial view of club to be on wall (Mark to source), and an example of a Master Plan
- Prep meeting Tuesday 12th May – 0815 at the club

Philanthropy & Sponsors

- Grant - funeral homes and QMS (Barclay Nettlefold is our contact there)
- John - Hasten Beds, Brighton ULR and Quest – the latter being an approach, first two are follow ups
- Steve - McKimms and Zagame - & Development Victoria

John/Andy will meet with Hastens Beds in next couple of weeks

Next meeting Tuesday 12th May 815am, RBYC