

CONFIRMED MINUTES

RBYC MARCH COMMITTEE MEETING



At the **RBYC April Committee Meeting** on **27 Apr 2026** these minutes were **confirmed as presented**.

Name:	Royal Brighton Yacht Club Inc
Date:	Monday, 30 March 2026
Time:	6:00 pm to 8:24 pm (AEDT)
Location:	Default Location, 253 Esplanade, Brighton VIC, Australia
Board Members:	Peter Demura (Chair), Andrew Holmes, Cath Hurley, Grant Dow, John Mooney, Mark Buckley, Mark Woodland, Peter Gebhardt, Steven Reynolds
Attendees:	Philip Hall
Apologies:	Betty Ryan, Marnie Irving

1. Opening Meeting

1.1 Attendees

1.2 Confirm Minutes

PD - To enable further participation further in the meetings the meetings will be recorded and we will use AI to summarise to increase efficiency. Transcripts will be deleted post-approval.

It was agreed to update minutes to reflect hospitality discussions as exploring all options generally, not specific actions or people until decisions have been made.

It was further agreed that the meeting did not receive a cleaner sailing report and that marina fencing was aimed at reducing pedestrian trespassing.



Minutes

Given that there was a technical issue. The minutes are acknowledged as the best account but not a full or fully accurate record of the meetings.

Decision Date:	30 Mar 2026
Mover:	Peter Gebhardt
Seconded:	Grant Dow
Outcome:	Approved

2. Membership Reports

2.1 Membership Update & Reports

- Membership numbers are rising, with 1,718 members recorded at end of February, signalling renewed interest and value perception.
- Four new senior members were approved.
- The “social extra” category remains a privilege attached to senior members without subscription fees, maintaining historical structure and member benefits.
- There was discussion on whether a fee should apply to social extras, but the consensus is that it remains a non-fee privilege to encourage senior membership appeal.



That New Members as per the list be ratified.

That New Members as per the list be ratified.

Decision Date: 30 Mar 2026
Mover: Peter Demura
Seconder: Cath Hurley
Outcome: Approved

3. Management Reports

3.1 General Manager

PH undertook to continue to monitor hospitality turnover and manage cessation of dinner service after Wednesday 1/4.

PH explained the process underway with the insurance renewal and the Duty of Disclosure with the attenuator. MB confirmed that our broker has received and acknowledged the disclosure

FOB access to the back door has been received well. The FOB only access to the change room will be implemented from 01.04.26. It is important that members do not prop open doors.

It was requested that more QR codes for the maintenance app be posted in conspicuous areas. reporting to be included in Committee Pack.

Request that the terminology "Board Pack" be replaced with "Committee Pack" if able to do so.

3.2 Finance & Risk

MB advised that Ross and the finance subcommittee have developed a rostering tool for Hospitality labour hours linked to revenue targets and wage percentages.

GD asked if the link to 'industry standard' could be shared.

It was agreed that the FSC would consider Subscription Fees for FY27 and have recommendations to present to the General Committee in the April meeting.

Review and update legal sublease documents to comply with lease requirements.

Finance subcommittee to submit short paper on marina pen pre-sale recommendations, costs, and fund allocation for next meeting.

Decision to pre-sell leases for marina pens to raise advance funds.

Recommendation to open separate bank account for marina lease revenue with monthly drawdowns and interest accumulation.

3.3 Sailing

JM asked if we have made a submission for the AS grants which are closing soon.

CH responded that the the BISS Committee are applying for a AS Sail Our Way Participation Grant. The application is for \$1,500. This is to subsidise 6 women to do a diesel engine maintenance course (the course is usually \$450 per person, so this means the cost for each participant will be \$200 per person).

The Committee recently received a paper titled RBYC OTB Strategy Review. The Commodore asked that it be shared with all key stakeholders including the General Manager, Boating Manager and Sailing Committee for discussion.

JM asked if we were able to secure carparking space from the council for Opti Nationals. PH meeting with the council.

Discussions regarding acquiring ILCA charter boats post the Youth Worlds potential from PSA are to be followed.

The sailing program remains active with events such as the Youth Sailing and Opti Nationals drawing significant participation..

Parking logistics for large events are being coordinated with local council, including revenue sharing and space management strategies.

The sailing committee is considering replacing older boats (29ers) with more suitable laser models, seeking cost-effective acquisition or leasing options.

The committee agreed that these sponsorship and programming proposals should be reviewed by the sailing committee before general committee consideration to ensure stakeholder input.

3.4 Cruising

- Cruising and social events are being revitalised with a focus on increasing participation and variety.
- Monthly speaker dinners on the third Friday of each month aim to build community engagement alongside sailing activities.
- Efforts are underway to attract motorboats and small craft to participate more actively in cruises and club activities.
- Upcoming cruises include bay and Bass Strait trips, designed to appeal to diverse member interests and encourage broader involvement.

3.5 Assets

Waiting for final report from Watertech.

Action: Initial engagement with Parks Victoria on potential marina breakwater improvement plans to rule this in or out as a solution.

Action: Develop detailed contingency plans for marina infrastructure failure, including boat relocation procedures and emergency repairs

3.6 Social

3.7 Aquatic

3.8 Master Plan Working Group

- The club is progressing with its master plan, having secured initial funding of **\$10,000** for architect selection and preliminary planning.
- The next significant event for member engagement will be on **Thursday 14th May**, aimed at explaining the master plan process and securing feedback.
- The master plan is seen as essential to attract future funding and sponsorship, enabling long-term development and facility upgrades.
- Discussion included the need for clearer communication with members on the financial implications and the club's strategic vision).
- Lease arrangements were clarified: the current lease is for **21 years**, with approximately **10 years remaining** .
- Negotiations for a lease extension or surrender should ideally occur five to seven years before expiry to avoid political complications.
- The council acts as a referral authority but not the landlord, with the state government overseeing the lease for the land.
- The transition from a previous **61-year** lease to the current 21-year lease was noted, reflecting changes in local government arrangements.

3.9 Cleaner Sailing

4. Other Business

4.1 Car Show Proposal

It was agreed to approve the Car Show Plan for February 2027.

The request to offer Social Membership to exhibitors was declined

4.2 Membership Fees FY27

PD asked the FSC to prepare a Subscription Proposed Fee & Subscription structure for approval at the April Committee meeting.

4.3 Hospitality Update

Formation of working group for outsourcing/process improvements - Grant Dow/Peter Gebhardt/Mark Buckley. ex officio PH

4.4 Contingency Planning Fuel Pricing/Operational Costs

PD asked that The Finance & Risk sub committee start contingency planning for rising operating costs including inflation, wage increases and possible scaling of service options.

4.5 General Business

CH updated the committee on the Bliss Regatta noting the involvement of Pommery and AMS.

5. Close Meeting

5.1 Close the meeting

Next meeting: RBYC April Committee Meeting - 27 Apr 2026, 6:00 pm
Officially close the meeting and outline next steps.

Signature: _____

Date: _____

New Members to be ratified - March Meeting

Dania	Lopes-Vieira	Senior
Mark	Wheeldon	Senior
Patrick	Donegan	Senior
David	Nesbitt	Senior
Jade	Dighton	Crew
Tahir	Hunter	Intermediate
Tyler	Sunshine	Intermediate
Debby	Badger	Social Extra

Membership - February 2026

			TOTALS	TOTAL %		June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	June 2022	June 2023	June 2024	End June 2025	End February 2026
Senior	352					388	347	324	336	335	356	368	391	394	393	352
Senior Family	127					96	93	89	92	92	103	127	132	132	132	127
Senior Special	8					17	17	16	16	13	15	12	10	10	8	8
40 Year	21					18	14	12	12	12	12	12	14	19	19	21
50 Year	26					45	45	44	44	43	39	38	36	36	28	26
60 Year +	43					39	42	42	38	32	34	33	34	33	38	43
Honorary Life	7					7	7	6	6	6	6	7	7	8	7	7
Senior Country	10					12	16	16	15	13	13	14	14	11	10	10
Senior Absentee	24		Total Senior	36%		55	49	40	38	36	37	31	33	29	25	24
Crew	103					184	149	143	155	156	140	123	121	109	107	103
Crew Plus	42		Total Crew	8%		31	27	22	21	26	28	24	35	43	53	42
Intermediate 18-29	159			9%		67	66	77	99	75	97	81	119	131	160	159
Youth	89			5%		106	141	136	148	150	119	102	115	90	89	89
Gym	73			4%		75	75	65	78	74	78	74	70	70	78	73
Social	349			20%		242	233	212	207	207	255	288	319	356	367	349
Social extra	101			6%		79	77	64	64	63	73	76	87	90	100	101
Junior family	36			2%		14	19	22	28	25	31	40	48	47	34	36
Aquatic	146			8%		75	79	78	73	81	114	132	139	146	145	146
TPI	2			0%		0	1	1	3	3	2	2	2	2	2	2
sponsors	0			0%		11	2	4	4	4	4	0	0	0	0	0
TOTAL	1718		1718	100%		1541	1499	1413	1477	1446	1556	1586	1726	1756	1801	1718

Membership count July 25 - June 26

	Jun-25	Jul-25	-/+	Aug-25	-/+	Sep-25	-/+	Oct-25	-/+	Nov-25	-/+	Dec-25	-/+	Jan-26	-/+	Feb-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%
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%
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%
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%
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%
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%
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	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%
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%
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%
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%
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%
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%
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%
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%
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%
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%
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%
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%
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%

POS SPEND BY MEMBERSHIP TYPE - February 2026

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
Senior	\$33,934.57	\$96.41	352	192
Senior Family	\$9,776.48	\$76.98	127	77
Senior Special	\$747.99	\$93.50	8	5
40 Year	\$4,333.27	\$206.35	21	16
50 Year	\$961.51	\$36.98	26	11
60 Year +	\$1,417.50	\$32.97	43	15
Honorary Life	\$247.30	\$35.33	7	5
Senior Country	\$0.00	\$0.00	10	0
Senior Absentee	\$34.78	\$1.45	24	1
Crew	\$4,727.97	\$45.90	103	50
Crew Plus	\$3,458.21	\$82.34	42	24
Intermediate 18-29	\$1,877.25	\$11.81	159	29
YouthU18	\$42.25	\$0.47	89	1
Gym	\$5,008.85	\$68.61	73	47
Social	\$21,733.12	\$62.27	349	147
Social Extra	\$463.05	\$4.58	101	5
Junior Family	\$0.00	\$0.00	36	0
Aquatic	\$9,176.94	\$62.86	146	109
TPI	\$0.00	\$0.00	2	0
	\$97,941.04		1718	734

GENERAL MANAGER'S REPORT MARCH 2026**OH & S –Incidents reported**

09.03.26 Opti State Championship. Irida Bladon / Top lip hit boom. 3mm SF laceration, bleeding stopped, no sign of concussion. Discussed with mother ice to be applied. Safe to go home

Attenuator Proposal

Watertech - Meeting JM to report.

Parks Victoria

Power to the Tower has been disconnected due to movement of conduit. Repairs / further negotiation with Parks needed.

Marina Dredging

Dredging Contractors have been advised of our current position, we need to communicate with them asap.

Waterproof FOBS

The installation of waterproof fobs has been received well (albeit with some teething issues). Stage 2 of locking change rooms in progress.

Notice sent to Aquatic

Dear Members,

*Thank you for your support for increased security of the changerooms with the rollout of the fob access only to the rear hallway. **Stage 2** of this change has now been implemented with fob readers installed on the change room access doors.*

*The doors are currently operational with either the fob key **OR** the manual keypads. The manual keypads will remain active until Wednesday 1st April 2026 when we will revert to fob access only.*

Please take the opportunity to test your fob prior to April 1st 2026.

General

The wage percentages in the catering department continue to be managed during the downturn of trading.

Action Items from last meeting have not been received.

Minutes of Half Yearly General Meeting of Members (24.03.2026) pending. Special General meeting needs to be triggered.

Reduction in a la carte breakfast menu scheduled for 01.04.26 implementation in process.

Insurance renewal program has commenced.

Philip Hall - General Manager

17/03/2026

Royal Brighton Yacht Club
253 Esplanade
Middle Brighton VIC 3186

Dear Board Members,

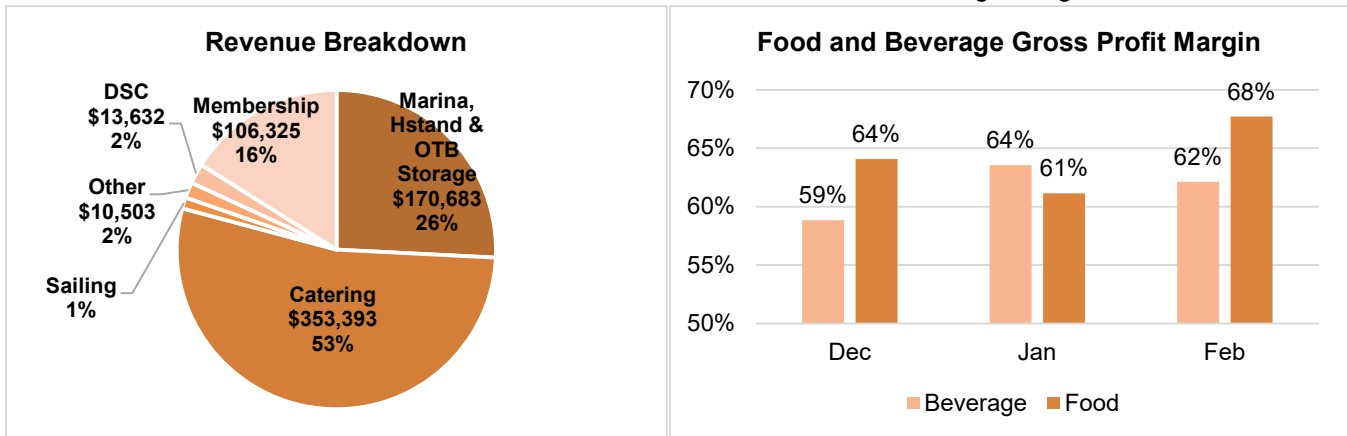
Royal Brighton Yacht Club Financial Results – February 2026

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

Financial Results – February 2026

The club produced a strong financial performance in February, with income totaling \$661k and gross profit coming in at \$543k.

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



Revenue Breakdown

	Actual (\$)	Budgeted (\$)	Variance (\$)
Catering	353,393	340,000	13,393
Membership	106,325	92,930	13,395
Marina, Hstand, OTB Storage	170,683	141,300	29,383
Sailing	7,419	6,000	1,419
DSC	13,632	12,875	757
Other	10,503	8,481	2,022
Total	661,955	601,586	60,369

Compared to the same period last year, the club performed solidly, with an increase of \$45k in revenue. The strong revenue figures are derived primarily from catering (\$44k), marina (\$35k), and membership (\$19k) which has resulted in an increase of \$23k in gross profit, when compared to the prior year. Coupled with the budget as seen above, the club produced strong results, exceeding \$60k more in revenue than expected.

On Tap Hospitality

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

- **4-4125 – School Holiday Program:** \$31k in revenue for the April school holiday programs from Member Magic has been reallocated to 'Other Income in Advance' to be recognised in April once the program has commenced.
- **4-4130 – Term 1 Training:** \$11.5k in relation to 'After School Tackers' and 'Learn to Sail' training.
- **6-2010 – Advertising & Marketing:** \$2.9k pertains to social media support, reporting, and analysis.
- **6-6005 – R, M&S Clubhouse:** \$5.7k relates to plumbing works, \$3.2k for electrical works, and \$3.6k relates to line marking for pedestrians and car bays completed during the month.

Please be advised, no stocktake was provided for beverage and food, therefore, January figures were carried over.

Please see below for the comparison:

	Actual (\$)	Budgeted (\$)	Variance \$
Revenue	661,955	601,586	60,369
Cost of Sales	118,577	128,700	-10,123
Gross Profit	543,378	472,886	70,492
Expenses	404,903	428,813	-23,910
Operating Profit	138,475	44,073	94,402

Please also note the upcoming statutory liabilities listed below:

	Amount (\$)	Due Date
February IAS	36,016	23/03/2026
February Superannuation	27,159	27/03/2026

The club's balance sheet reflects the latest financial position as of the end of February 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,



Freddie Deegan
Director- On Tap Hospitality

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Royal Brighton Yacht Club

253 Esplanade, Middle

Briarton VIC 3186

ABN: 24 768 210 467

Email: events@rbyc.com.au

Profit & Loss [Budget Analysis]

February 2026

		Selected Period	Budgeted	\$ Difference	% Difference
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$93,284.10	\$90,000.00	\$3,284.10	3.6%
4-1010	Restaurant Food Revenue	\$109,546.66	\$120,000.00	-\$10,453.34	(8.7)%
4-1015	Members Beverage Revenue	\$31,452.25	\$30,000.00	\$1,452.25	4.8%
4-1020	Members Food Revenue	\$16,965.92	\$18,000.00	-\$1,034.08	(5.7)%
4-1021	Members F&B Discounts - Revenue	\$6,178.34	\$6,000.00	\$178.34	3.0%
4-1053	Function Food	\$61,235.98	\$50,000.00	\$11,235.98	22.5%
4-1054	Function Beverage	\$28,161.18	\$20,000.00	\$8,161.18	40.8%
4-1055	Private Function Revenue	\$136.36	\$0.00	\$136.36	NA
4-1060	Room Hire	\$6,431.86	\$6,000.00	\$431.86	7.2%
	Total Catering Revenue	\$353,392.65	\$340,000.00	\$13,392.65	3.9%
4-2000	Membership Income				
4-2105	Member's Annual Subscription	\$97,501.72	\$84,000.00	\$13,501.72	16.1%
4-2110	Association Fees	\$6,400.00	\$6,430.00	-\$30.00	(0.5)%
4-2115	Instalment Surcharge	\$2,422.81	\$2,500.00	-\$77.19	(3.1)%
	Total Membership Income	\$106,324.53	\$92,930.00	\$13,394.53	14.4%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$10,409.78	\$10,000.00	\$409.78	4.1%
4-2520	Marina Annual Rental Income	\$127,229.11	\$103,000.00	\$24,229.11	23.5%
4-2530	Marina Long-term Rental Income	\$5,628.00	\$0.00	\$5,628.00	NA
4-2540	Marina & Hstand Casual Rental	\$7,456.33	\$12,000.00	-\$4,543.67	(37.9)%
4-2545	DSC Storage	\$2,775.18	\$2,300.00	\$475.18	20.7%
4-2550	Maintenance Fee Income	\$17,185.00	\$14,000.00	\$3,185.00	22.8%
	Total Marina, Hstand & OTB Storage Inc	\$170,683.40	\$141,300.00	\$29,383.40	20.8%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$4,000.00	\$4,000.00	\$0.00	0.0%
4-3120	Regattas Income	\$3,018.69	\$0.00	\$3,018.69	NA
4-3130	Boat Hire Income	\$400.00	\$2,000.00	-\$1,600.00	(80.0)%
	Total Sailing Income	\$7,418.69	\$6,000.00	\$1,418.69	23.6%
4-4000	DSC Income				
4-4125	School Holiday Program	\$0.00	\$8,000.00	-\$8,000.00	(100.0)%
4-4130	Term 1 Training	\$11,592.95	\$1,000.00	\$10,592.95	1,059.3%
4-4135	Term 4 Training	-\$200.00	\$0.00	-\$200.00	NA
4-4140	Adult Learn to Sail	\$1,253.09	\$2,000.00	-\$746.91	(37.3)%
4-4145	Keel Boat Learn to Sail	\$0.00	\$800.00	-\$800.00	(100.0)%
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	\$854.54	\$0.00	\$854.54	NA
4-4165	Private Coaching Fees	\$131.82	\$1,000.00	-\$868.18	(86.8)%
	Total DSC Income	\$13,632.40	\$12,875.00	\$757.40	5.9%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$1,754.73	\$2,500.00	-\$745.27	(29.8)%
4-5110	Sub-tenant Rental Income	\$1,979.48	\$0.00	\$1,979.48	NA
4-5120	Sub-tenant Rental Income	\$2,477.61	\$4,581.40	-\$2,103.79	(45.9)%
4-5155	Credit Card Surcharge	\$1,033.61	\$0.00	\$1,033.61	NA
4-5160	Keys Income	\$2,329.91	\$800.00	\$1,529.91	191.2%
4-5161	Lockers Income	\$108.35	\$0.00	\$108.35	NA
4-5165	Ice Income	\$150.02	\$0.00	\$150.02	NA
4-5170	Sundry Income	\$123.23	\$100.00	\$23.23	23.2%
4-5180	Interest Received	\$0.00	\$500.00	-\$500.00	(100.0)%

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Royal Brighton Yacht Club

253 Esplanade, Middle

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ABN: 24 768 210 467

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Profit & Loss [Budget Analysis]

February 2026

		Selected Period	Budgeted	\$ Difference	% Difference
4-5190	150th Celebrations Income	\$546.36	\$0.00	\$546.36	NA
	Total Other Revenue	\$10,503.30	\$8,481.40	\$2,021.90	23.8%
	Total Income	\$661,954.97	\$601,586.40	\$60,368.57	10.0%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				
5-1000	Costs of Sales- Beverage	\$57,956.54	\$51,100.00	\$6,856.54	13.4%
5-2000	Costs of Sales- Food	\$60,620.11	\$77,600.00	-\$16,979.89	(21.9)%
	Total Catering Cost Of Sales	\$118,576.65	\$128,700.00	-\$10,123.35	(7.9)%
	Gross Profit	\$543,378.32	\$472,886.40	\$70,491.92	14.9%
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1005	Bank Charges	\$606.85	\$600.00	\$6.85	1.1%
6-1010	Merchant Fees	\$3,387.52	\$3,000.00	\$387.52	12.9%
6-1011	Commission Paid	\$81.05	\$160.00	-\$78.95	(49.3)%
6-1015	Cash Discrepancies	-\$0.06	\$50.00	-\$50.06	(100.1)%
6-1016	Walk Outs	\$285.82	\$100.00	\$185.82	185.8%
6-1025	Software & Support	\$257.11	\$1,500.00	-\$1,242.89	(82.9)%
6-1030	Printing	\$0.00	\$1,500.00	-\$1,500.00	(100.0)%
6-1031	Postage	\$104.54	\$50.00	\$54.54	109.1%
6-1032	Stationery	\$121.73	\$580.00	-\$458.27	(79.0)%
6-1035	Telephone & Internet	\$1,389.58	\$1,200.00	\$189.58	15.8%
6-1040	Office & Admin Expenses	\$6.36	\$500.00	-\$493.64	(98.7)%
6-1043	Restaurant Consumables	\$832.12	\$0.00	\$832.12	NA
6-1044	Kitchen Consumables	\$16.45	\$500.00	-\$483.55	(96.7)%
6-1046	Subscription - IT	\$7,386.24	\$6,500.00	\$886.24	13.6%
6-1047	Tea Towels	\$1,957.00	\$2,600.00	-\$643.00	(24.7)%
6-1051	Keys Expense	\$0.00	\$575.00	-\$575.00	(100.0)%
6-1056	Staff Discounts	\$929.72	\$1,800.00	-\$870.28	(48.3)%
6-1060	Clothing & Merchandise Costs	\$1,654.19	\$2,000.00	-\$345.81	(17.3)%
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	\$562.13	\$500.00	\$62.13	12.4%
6-1081	Members F&B Discounts	\$6,178.34	\$6,000.00	\$178.34	3.0%
6-1090	150th Celebrations Expenses	\$1,181.82	\$0.00	\$1,181.82	NA
	Total General Operating Expenses	\$29,038.51	\$30,715.00	-\$1,676.49	(5.5)%
6-1200	Professional Fees				
6-1210	Accounting & Audit Fees	\$9,456.48	\$7,500.00	\$1,956.48	26.1%
	Total Professional Fees	\$9,456.48	\$7,500.00	\$1,956.48	26.1%
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$1,252.23	\$1,500.00	-\$247.77	(16.5)%
6-1405	Replacement - Glassware etc	\$0.00	\$300.00	-\$300.00	(100.0)%
6-1410	Equipment Hire	\$1,697.62	\$400.00	\$1,297.62	324.4%
6-1420	Tools & Equip - Consumables	\$0.00	\$40.00	-\$40.00	(100.0)%
6-1440	Fuel & Oil	\$2,851.30	\$800.00	\$2,051.30	256.4%
6-1441	Freight & Courier	\$31.54	\$150.00	-\$118.46	(79.0)%
	Total Equipment Expenses	\$5,832.69	\$3,190.00	\$2,642.69	82.8%
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%

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Royal Brighton Yacht Club

253 Esplanade, Middle

Briarton VIC 3186

ABN: 24 768 210 467

Email: events@rbyc.com.au

Profit & Loss [Budget Analysis]

February 2026

		Selected Period	Budgeted	\$ Difference	% Difference
6-1631	Licence Fees - Regos	\$0.00	\$200.00	-\$200.00	(100.0)%
	Total Insurances, Licenses & Rego	\$25,946.02	\$5,576.00	\$20,370.02	365.3%
6-2000	Advertising & Promotions				
6-2005	Promotions	\$474.71	\$300.00	\$174.71	58.2%
6-2010	Advertising & Marketing	\$3,530.49	\$3,500.00	\$30.49	0.9%
6-2014	Gifts	\$59.09	\$0.00	\$59.09	NA
6-2020	Vouchers Expense	\$25.46	\$100.00	-\$74.54	(74.5)%
	Total Advertising & Promotions	\$4,089.75	\$3,900.00	\$189.75	4.9%
6-4000	Occupancy Costs				
6-4010	Electricity	\$6,333.59	\$7,500.00	-\$1,166.41	(15.6)%
6-4020	Gas	\$2,182.68	\$3,600.00	-\$1,417.32	(39.4)%
6-4025	Rental Expense	\$6,926.31	\$6,000.00	\$926.31	15.4%
6-4030	Council Rates	\$0.00	\$900.00	-\$900.00	(100.0)%
6-4040	Cleaning	\$9,723.08	\$9,500.00	\$223.08	2.3%
6-4041	Cleaning Products	\$3,738.73	\$4,000.00	-\$261.27	(6.5)%
6-4045	Security	\$707.95	\$1,100.00	-\$392.05	(35.6)%
6-4050	Water Rates	\$473.48	\$2,900.00	-\$2,426.52	(83.7)%
6-4060	Waste Removal	\$3,906.62	\$3,500.00	\$406.62	11.6%
6-4070	Gardening Expenses	\$489.00	\$400.00	\$89.00	22.3%
	Total Occupancy Costs	\$34,481.44	\$39,400.00	-\$4,918.56	(12.5)%
6-5000	Debt Recovery Costs				
6-5010	Bad Debts - Written Off	\$83.52	\$0.00	\$83.52	NA
6-5015	Debt Collection Costs	\$150.51	\$0.00	\$150.51	NA
	Total Debt Recovery Costs	\$234.03	\$0.00	\$234.03	NA
6-6000	Repairs, Servicing & Maintenan				
6-6005	R,M&S Clubhouse	\$19,130.12	\$10,000.00	\$9,130.12	91.3%
6-6010	R,M&S Sailing	\$0.00	\$400.00	-\$400.00	(100.0)%
6-6020	R,M&S Marina	\$2,132.37	\$10,000.00	-\$7,867.63	(78.7)%
6-6030	R,M&S Keel Boats	\$966.71	\$500.00	\$466.71	93.3%
6-6031	R,M&S Quests	\$320.00	\$2,000.00	-\$1,680.00	(84.0)%
6-6033	R,M&S OziOptis	\$0.00	\$1,100.00	-\$1,100.00	(100.0)%
6-6040	R,M&S Rescue Boats - Rhibs	\$1,235.73	\$1,400.00	-\$164.27	(11.7)%
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)%
6-6050	R,M&S Other Plant & Equipment	\$222.59	\$0.00	\$222.59	NA
6-6060	R,M&S 29ers	\$0.00	\$100.00	-\$100.00	(100.0)%
	Total Repairs, Servicing & Maintenan	\$24,007.52	\$25,900.00	-\$1,892.48	(7.3)%
6-7000	Internal Club Expenses				
6-7005	Committee Expenses	\$316.37	\$0.00	\$316.37	NA
	Total Internal Club Expenses	\$316.37	\$0.00	\$316.37	NA
6-8000	Sailing Expenses				
6-8015	Volunteer Expenses	\$1,622.95	\$3,000.00	-\$1,377.05	(45.9)%
6-8021	Discovery Sailing Fees AS	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-8030	Trophies & Prizes	\$0.00	\$300.00	-\$300.00	(100.0)%
6-8050	DSC Expenses	\$57.26	\$0.00	\$57.26	NA
6-8080	First Aid Equipment	\$250.00	\$0.00	\$250.00	NA
	Total Sailing Expenses	\$1,930.21	\$4,300.00	-\$2,369.79	(55.1)%
6-9000	Employment Expenses				
6-9005	Wages- Management	\$13,450.88	\$13,592.49	-\$141.61	(1.0)%
6-9010	Wages - Administration	\$12,940.17	\$12,746.60	\$193.57	1.5%
6-9015	Wages - Restaurant	\$9,596.54	\$8,840.00	\$756.54	8.6%

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

February 2026

		Selected Period	Budgeted	\$ Difference	% Difference
6-9016	Wages - Restaurant Casual	\$49,848.13	\$61,540.00	-\$11,691.87	(19.0)%
6-9017	Wages - Clubhouse	\$5,538.12	\$4,516.54	\$1,021.58	22.6%
6-9018	Wages - Kitchen	\$29,809.49	\$51,000.00	-\$21,190.51	(41.6)%
6-9019	Wages - Kitchen Casual	\$27,587.83	\$17,680.00	\$9,907.83	56.0%
6-9020	Wages - Sailing	\$11,765.93	\$11,822.84	-\$56.91	(0.5)%
6-9021	Wages - Sailing Casual	\$11,804.58	\$20,000.00	-\$8,195.42	(41.0)%
6-9022	Wages - Marina	\$9,230.80	\$9,841.80	-\$611.00	(6.2)%
6-9024	Wages - Members Casual	\$7,799.56	\$7,140.00	\$659.56	9.2%
6-9025	Wages - Function	\$9,230.80	\$23,120.00	-\$13,889.20	(60.1)%
6-9026	Wages - Function Casual	\$15,304.34	\$13,600.00	\$1,704.34	12.5%
6-9027	Wages - Kitchen Chef Casual	\$10,165.05	\$0.00	\$10,165.05	NA
6-9050	Staff Leave Expense	\$8,070.53	\$6,500.00	\$1,570.53	24.2%
6-9051	Provision for Annual Leave	\$1,351.20	\$750.00	\$601.20	80.2%
6-9055	Superannuation	\$25,562.00	\$30,652.83	-\$5,090.83	(16.6)%
6-9060	Payroll Tax Expense	\$7,971.99	\$12,388.85	-\$4,416.86	(35.7)%
6-9065	Workcover Expense	\$2,465.51	\$2,600.00	-\$134.49	(5.2)%
6-9085	Staff Uniforms - Restaurant & Functions	\$26.45	\$0.00	\$26.45	NA
6-9086	Staff Uniforms - Sailing	\$50.00	\$0.00	\$50.00	NA
	Total Employment Expenses	\$269,569.90	\$308,331.95	-\$38,762.05	(12.6)%
	Total Expenses	\$404,902.92	\$428,812.95	-\$23,910.03	(5.6)%
	Operating Profit	\$138,475.40	\$44,073.45	\$94,401.95	214.2%
8-0000	Other Income				
8-0500	Interest Income	\$3,132.96	\$300.00	\$2,832.96	944.3%
	Total Other Income	\$3,132.96	\$300.00	\$2,832.96	944.3%
9-0000	Other Expenses				
9-0200	Depreciation	\$37,758.78	\$50,000.00	-\$12,241.22	(24.5)%
9-0400	Amortisation	\$4,017.05	\$4,000.00	\$17.05	0.4%
9-0600	Interest Expense	\$3,271.39	\$2,000.00	\$1,271.39	63.6%
9-0601	Lease Interest Expense	\$1,618.49	\$1,850.00	-\$231.51	(12.5)%
	Total Other Expenses	\$46,665.71	\$57,850.00	-\$11,184.29	(19.3)%
	Net Profit/(Loss)	\$94,942.65	-\$13,476.55	\$108,419.20	804.5%

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

Accrual mode

Dec 2025 - Feb 2026

	Dec-25	Jan-26	Feb-26
1-0000 Assets			
1-1000 Trading Bank Accounts			
1-1010 BOM- Business Chq Acc**157544	23,364.00	24,426.30	101,595.25
1-1015 BOM- MbrShp Marina Acc**098419	195,882.58	(26,828.89)	42,159.88
1-1025 BOM- Yachting Foundation x141	2,483.29	2,483.29	2,483.29
1-1031 BOM-Business Access Saver x391	100,885.80	100,890.08	893.18
1-1032 BOM - Term Deposit x012	1,000,000.00	1,000,000.00	1,000,000.00
Total Trading Bank Accounts	1,322,615.67	1,100,970.78	1,147,131.60
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	514.97	1,000.03	775.54
Total Floats	4,114.97	4,600.03	4,375.54
1-1200 Clearing Accounts			
1-1210 Cash Clearing	(502.92)	(9,978.43)	(10,199.20)
1-1220 Account Clearing	41.50	79.20	0.00
1-1250 Eftpos Clearing	379.58	19,524.49	24,777.09
Total Clearing Accounts	(81.84)	9,625.26	14,577.89
1-1300 Debtors			
1-1310 Trade Debtors	9,275.47	22,312.84	21,617.44
1-1320 Accrued Income	13,860.82	17,326.03	20,455.89
1-1330 Other Debtors	144,224.16	148,333.34	134,398.89
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
Total Debtors	148,123.22	168,734.98	157,234.99
1-1350 Receivables			
1-1355 Members Control Account	(1,791.08)	3,277.54	(317.11)
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)	(5,366.20)
1-1390 Icebergers Group Account	5,366.20	5,366.20	5,366.20
Total Receivables	(1,791.08)	3,277.54	(317.11)
1-1400 Prepayments			
1-1410 Prepayments - General	44,359.67	67,720.58	57,309.35
1-1420 Prepaid Insurance	81,738.13	61,303.60	40,869.07
1-1425 Prepaid Workcover	29,784.23	29,784.23	29,784.23
1-1430 Prepaid Interest	6,403.11	4,802.34	3,201.57
Total Prepayments	162,285.14	163,610.75	131,164.22
1-1600 Stock			
1-1610 Inventory- Beverage	50,428.51	53,617.30	50,627.66

	Dec-25	Jan-26	Feb-26
1-1611 Inventory-Beverage non-alcohol	23,003.25	17,954.23	17,954.23
1-1612 Inventory- 150yrs Celebration Wine	31,527.26	31,454.55	30,272.73
1-1630 Inventory- Food	13,633.90	11,910.01	11,910.01
1-1650 Inventory- Clothing & Merch	25,361.57	22,992.07	21,716.38
Total Stock	143,954.49	137,928.16	132,481.01
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	(6,372,965.21)	(6,403,302.63)	(6,430,722.36)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(39,135.55)	(39,140.68)	(39,145.32)
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	(313,330.41)	(317,347.47)	(321,364.52)
Total Property	4,500,149.61	4,465,790.00	4,434,348.58
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	(7,936,622.87)	(7,936,694.37)	(7,936,758.94)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(760,061.79)	(760,267.54)	(760,391.66)
Total Marina & Hardstand	6,452.62	6,175.37	5,986.68
1-1740 Plant & Equipment			
1-1742 Furniture, Plant & Equipment	1,118,888.06	1,118,888.06	1,128,383.01
1-1744 Accum Depreciation Plant etc	(1,007,101.18)	(1,009,402.50)	(1,011,615.82)
1-1750 Marina & HStand Equip at Cost	503,295.41	503,295.41	503,295.41
1-1755 Marina & HStand Equip Acc Depn	(407,920.40)	(409,077.58)	(410,122.77)
Total Plant & Equipment	207,161.89	203,703.39	209,939.83
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	(680,532.67)	(687,169.51)	(693,326.55)
1-1825 DSC Sailing Boats at Cost	155,307.13	155,307.13	155,307.13
1-1830 Accum Depreciation OTB Boats	(137,800.15)	(138,608.58)	(139,338.75)
Total Boats	396,719.58	389,274.31	382,387.10
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	91,440.96	83,507.60
1-1920 Amortisation Designs	(16,057.23)	(16,057.23)	(16,057.23)
Total Intangible Assets	91,440.96	91,440.96	83,507.60
Total Assets	6,981,145.23	6,745,131.53	6,702,817.93
2-0000 Liabilities			
2-1000 Trade Creditors			
2-1100 Trade Creditors	241,063.81	137,522.86	121,417.49
Total Trade Creditors	241,063.81	137,522.86	121,417.49
2-2000 Accruals			
2-2005 Deposits Received in Advance	13,676.50	11,650.00	11,020.00
2-2110 Accruals- General	32,588.96	68,662.09	73,535.66
2-2130 Accrual- Workcover	14,317.29	16,628.26	19,093.77

	Dec-25	Jan-26	Feb-26
2-2140 Accrual- Payroll Tax	7,886.48	7,224.41	7,971.99
Total Accruals	68,469.23	104,164.76	111,621.42
2-3000 GST and Statutory Liabilities			
2-3110 GST Collected	135,867.69	177,721.68	227,098.16
2-3120 GST Paid	(59,041.91)	(75,317.85)	(89,495.20)
2-3130 PAYG Withholding Payable	38,276.00	74,292.00	75,142.00
2-3150 Superannuation Payable	64,133.56	25,420.85	27,060.77
Total GST and Statutory Liabilities	179,235.34	202,116.68	239,805.73
2-4000 Employee Provisions			
2-4010 Annual Leave Payable	164,584.38	164,007.57	170,741.41
2-4015 Leave Loading Payable	18,880.21	18,460.74	19,296.04
2-4016 Accrued Days Off Payable	46,599.83	49,657.52	49,255.91
2-4020 Long Service Leave - Current	99,872.00	101,340.00	107,506.00
2-4021 Long Service Leave Non-current	74,798.00	75,647.00	70,384.00
2-4022 On-Cost for A/L & L>Loading	32,751.01	32,573.16	33,924.36
Total Employee Provisions	437,485.43	441,685.99	451,107.72
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	285,979.89	217,402.25	151,134.15
2-6060 Other Income in Advance	93,673.57	84,725.25	101,406.38
Total Deferred Income- Members	379,653.46	302,127.50	252,540.53
2-7000 Deferred Income- Marina			
2-7010 Marina 1 Year Licence	166,669.72	86,630.21	3,235.11
2-7015 Marina 5 Year Licence	298,276.45	292,648.45	287,020.45
2-7030 Hardstand - Rental	14,358.58	7,485.44	299.51
2-7050 DSC Maintenance Income	31,058.54	19,988.05	8,541.56
Total Deferred Income- Marina	510,363.29	406,752.15	299,096.63
2-8000 Bank Loans			
2-8032 Commercial Bill S33 1301 084 500	356,774.74	338,569.98	320,209.73
Total Bank Loans	356,774.74	338,569.98	320,209.73
2-9000 Other Finance			
2-9020 Insurance Premium Funding	28,756.94	0.00	0.00
2-9022 Currenrt Liability - Bayside City Council	53,225.47	53,225.47	53,225.47
2-9024 Non-Current Liability-Bayside City Council	511,186.04	507,251.03	503,304.54
2-9036 Credit Card P Hall x271	(2,356.84)	(158.38)	3,133.93
2-9037 Credit Card - Sammy Doddy	801.64	808.00	814.19
2-9038 Credit Card - Colin Burgess	3,818.11	(2,678.43)	(2,146.02)
Total Other Finance	595,431.36	558,447.69	558,332.11
Total Liabilities	2,812,529.00	2,535,439.95	2,398,183.70
Net Assets	4,168,616.23	4,209,691.58	4,304,634.23
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)

	Dec-25	Jan-26	Feb-26
3-9000 Current Earnings	(166,636.50)	(125,561.15)	(30,618.50)
Total Equity	4,168,616.23	4,209,691.58	4,304,634.23



RBYC Financial Report – February 2026

Summary

Financial Summary - Next Steps

Analysis

- Overall revenue exceeded Budget by (10%), and expenses slightly below Budget. Operating Profit "EBITDA" was \$138,475 exceeded Budget resulting in an additional \$94,943.
- Overall Expenses were down against Budget by -\$23K.
- Employment Expenses were down against Budget by -38K.
- Inventory- 150yrs Celebration Wine is a slow mover with stock of \$30K as from January \$31K. Suggest to have a super special to move the stock.

Margin Actions

- Catering revenue against COGS is 33.42% which is inline with ATO standards of an average 37%.
- Catering wages against revenue of 55.36% 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 \$39,186 for the month of February 2026.

Outlook

- EBITDA "Operating Profit" FY26 YTD is \$366,716
- Cash movement for the month of Feb was positive to the amount of \$47,058 brings the total to 1,164,282 as of 28th Feb.
- Cash on Hand \$893 in Business Saver, Cheque Account \$101K, Membership & Marina \$42K, PLUS \$1M in Term Deposit and Yachting Foundation \$2.4K)
- Outstanding amount on Loan \$320K as of Feb 31st.
- Forecasted Profit based on the FY26 Budget on track for \$481,963K EBITDA "Operating profit" for FY26 (assuming we meet budget for the remaining months).

Governance

- Aged Receivables from Members Magic was not received in time to include in this report.
- We must assume usual Four members are tying up \$31.5K.

Membership & Marina Analysis

- Membership - from Members Magic was not received in time to include in this report.

Month of February & YTD

Financial Summary - Profit & Loss Statement

Financial Metric	Feb FY26 Budget	Feb FY26 Actual	Variance	% Variance
Total Income	\$600,086	\$661,995	\$61,869	10%
Catering Cost of Sales	\$128,700	\$118,557	\$10,123	-8%
Gross Profit	\$ 471,386	\$ 543,378	\$71,992	15%
Total Expenses	\$ 428,813	\$404,903	\$23,910	-6%
Operating Profit - EBITDA	\$45,073	\$ 138,475	\$93,402	300%
Other Income	\$300	\$3,133	\$2,833	
Other Expenses	\$57,850	\$46,666	\$11,184	-20%
Net Profit	\$14,977	\$94,943	\$109,919	734%

Key P&L Insights

Operating Profit "EBITDA" exceeded Budget, and expenses slightly below Budget:

- Overall revenue exceeded Budget by (10%)
- Hospitality revenue exceed budget by 4% whilst COGS was 8% less than Budget.

Catering gross profit was \$39,186 Revenue less COGs + Wages, which does not include any overheads contribution.

- Catering revenue against COGS is 33.55%
- Catering wages (including Wage on-cost) against revenue is 55.36% as from last month of 63.38%.

Expense Variance Analysis

Overall expenses were slightly below budget with the expenses of Advertising & Promotion. Other Expenses, down due to the decrease in interest rates.

Monthly EBITDA

YTD EBITDA

Feb 2025 **\$138,475** vs Budget: \$45,073

FY26 Year to Date **\$ 366,716** vs Budget: \$ 122,895

Income Analysis

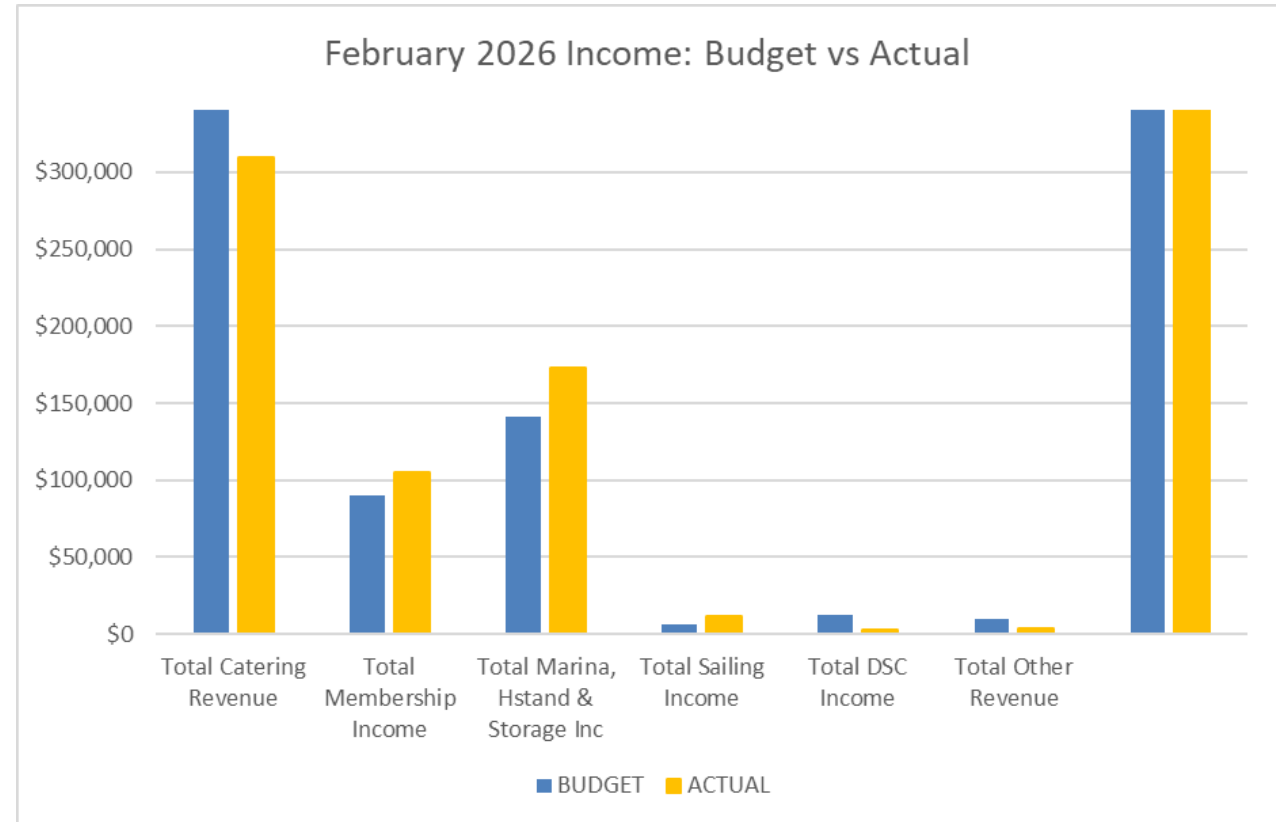
February Income (Budget vs Actual)

Total Catering Revenue	\$340,000 vs \$353,393 +4%
Membership Income	\$90,430 vs \$106,325 +17%
Marina & Storage	\$141,300 vs \$170,683 +21%
Sailing Income	\$6,000 vs \$7,419 +23%
DSC Income	\$9,481 vs \$13,632 +6%
Other Revenue	\$300 vs \$3,133
Total Income	\$600,086 vs \$661,955 +10%

Income Mix Analysis

Marine & Storage was 20% (29K) above budget and the remaining revenue streams performed slightly above budget.

Overall Gross Profit up 15% (71K).

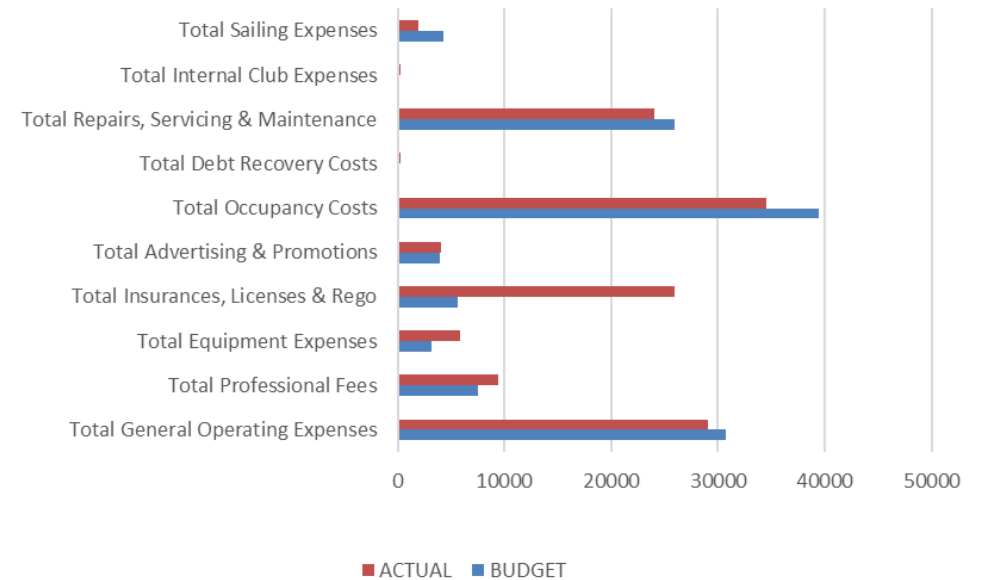


Expense Analysis

February Expenses (Budget vs Actual)

Catering Cost of Sales	\$128,700 vs \$118,577 -8%
General Operating	\$30,175 vs \$29,039
Professional Fees	\$7,500 vs \$9,456
Equipment	\$3,190 vs \$5,833
Insurances, Licenses & Rego	\$5,576 vs \$25,946 -5X
Advertising & Promotions	\$3,900 vs \$4,090
Occupancy Costs	\$39,400 vs \$34,481
Debt Recovery	\$0 vs \$234
Repairs & Maintenance	\$25,900 vs \$24,008
Internal Club Expenses	\$0 vs \$316
Sailing Expenses	\$4,250 vs \$1,930
Employment Expenses	\$308,332 vs \$269,570
Total Expenses	\$428,813 vs \$404,903 -6%

February Expenses: Budget vs Actual



Pressure Points

- Insurances, Licenses and Rego was **\$25,946** against the budget of \$5,576. With the Catering revenue up **4%** and Catering COGs down by **8%**.
- Total Employment Expenses were reduced by **13% (38K)**, which is due to the Hospitality wages **55.36%** And need to be more in-line with the industry average of 35%-40%.

Sailing Committee Meeting Agenda

Date:	Tuesday, 17 Mar 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, Paul Pascoe
Apologies:	Damon Cook, Michael O'Brien

1. Opening

1. Welcome and confirmation of Chair
2. Confirmation of previous minutes:
3. Reminder: Meeting to conclude by 8:00 PM

2. Matters Arising from Previous Meeting

1. Two big regattas have meant that there has been a huge load on staff and volunteers.
2. Some very positive feedback from very high profile sailors in particular James Mayo and Malcolm Page as well as Opti parents, coaches and VIODA President.
3. The original plan was to have the Optimists and VxOnes and that the Etchells were originally not planned for RBYC. The club that was planned to run the Etchells were unable to run it and the club agreed to add it into the calendar.
4. Ideally we would not run three regattas in such close proximity in future.

3. Reports and Discussion Items

3.1 VXOne – Brett Bowden

Five boats for Saturday, so will simplify the course.

State Championships - Expect 10-12 entries. Suggest weather leg of 0.6 – 0.7Nm.

3.2 Working Group & 2.4– Glenn Ferguson

Most of the 2.4's will be in Perth for the Nationals. Some boats will probably still want to race at RBYC.

Maintenance - Nothing major in the works. Stainless steel foundation for the para crew crane is a trip hazard.

Fenders around the pond – Waiting for quotes to come back.

3.3 Etchells – Peter Robson

Lots of positive feedback regarding State Championships. Great conditions and great organisation. Vakaros worked well.

John Bertrand has offered his services to assist with coaching, including the use of his boat. Peter Robson's boat is also available to assist with coaching.

3.4 Optimist (OPTI) – Brendon Jukes

State Championships – excellent regatta. Thanks to Colin, Paul and the rest of the team. A number of interstate and internationals. Anna and Bill did a great job of running the Green Fleet.

Nationals in January – expect 280 boats. Parking is an issue – is there any possibility of using one of the school carparks for car parking. End of regatta pack up will be an issue. Could we have a welcome banner. Need to get Council onside. An organising committee to be formed including representatives from Australian and Victorian Association, and RBYC staff and volunteers.

Winter coaching at Albert Park Lake. The lake is quite dry and there might be an opportunity to run the coaching at RBYC.

Kings Cup – VIODA arrange sponsorship and promotion. John Bertrand is on board again as patron.

3.5 ILCA – Damon Cook

No report.

3.6 Race Management – Rod McKenna

1. Discussion regarding sharing channel 77 with SYC. **Marnie to discuss moving to 73 with other Club Captains**
2. A big thank you to all volunteers who contributed over the last two weeks.

3.8 Keelboats – Andy & Geoff

Last weekend with combined division race with 17 boats was terrific. Feeling confident that we can field a team for the Association Cup. Only issue was that PHS results did not come up until later in the evening.

Association Cup – looking at results from last Saturday to decide which boats to approach to enter. **Geoff to draft a letter to potential entrants. Colin to send email.**

Discussion regarding running the keelboat racing and if it interfered with the Etchells.

Discussion regarding the practice of boats in pursuit starts reaching down the line and then replicating the practice in a combined boat start. How do we educate people that a crowded boat start requires a different approach to a non crowded pursuit start line. Include in Smart Series. **Paul to write an article for Newsletter.**

3.9 Smart Series

Suggestions: Rules, Weather Apps, Starting Practice,

Potential speakers – Mark Bulka, Stewart Wallace.

3.8 Office – Colin

Parks are disconnecting the power from the Tower. Colin to re-instate the panels and batteries.

- RHIB Sue Leaper is out of action due to pedestal.
- VSSA requires some works.
- Harry T has a warning light.
- Redeemer has ignition issue.

RHIBS are all ageing and will soon impact our ability to fully support training. Need to look at fund raising. To be raised at the next half yearly meeting.

Next year’s calendar will soon be circulated for comment.

4. General Business

- BLISS – training prior to the event, plus potential sailors going out on It’s a Privilege to see what racing is all about.
- 26th April – Rod arranging a casual PHS race. Require advertising.
- Discussion about volunteers and whether they are all physically and cognitively capable of doing the tasks assigned to them.

4. 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: 21st April
 Time: 6:00 PM
 Location: Sailing Office & Zoom



Minutes of RBYC Cruising Group Committee Meeting
Held in the RBYC Regatta Room
Tuesday, March 3rd, 2026, at 7:00 pm

PRESENT:

Terry Frankham, Tony Garvey, Peter Gebhardt, Jo Walker.

Current (rotating) Chairperson: Brenton Smith,

APOLOGIES:

Brenton Smith

MINUTES: Of last meeting, held on 2nd December 2025, were confirmed.

MATTERS ARISING from MINUTES

– Nil

CORRESPONDENCE:

Out:

- 9th Dec 2025: - Email to Commodore Helen Ward, HMAS Cerberus, asking if she would agree to be a guest speaker.
- 20th Jan 2026: - Email to RYCV thanking them for their hospitality on the occasion of our Birthday Cruise.
- 21st Jan 2026: - Email responding to RYCV Commodore Purcell, saying that we would be delighted to host Royals, and to participate in joint cruising.
- 21st Jan 2026: - Email to Commodore Helen Ward, suggesting the April guest speaker slot.
- 2nd Feb 2026: - Email to Hugh Pilsworth, thanking him for agreeing to be our March guest speaker, and confirming arrangements.
- 8th Feb 2026: - Email to QCYC, seeking use of their facilities during the Cruising Group's Port Phillip Cruise in Company
- 9th Feb 2026: - Email to QCYC, seeking clarification on the previously available "Club sanctioned event" berthing rate.
- 1st Mar 2026: - Email to Rob Hurrell, thanking him and his crew for their Guest Speaker talk.

In:

- 20th Jan 2026: - Email from Commodore Helen Ward, HMAS Cerberus, accepting our invitation to speak and suggesting March or April availability.
- 21st Jan 2026: - Email from Damian Purcell, Commodore RYCV, responding to our thanks for RYCV's hospitality, and suggesting the Royal's Cruising Group plan a reciprocal cruise.
- 21st Jan 2026: - Email from Commodore Helen Ward, confirming April 17th
- 2nd Feb 2026: - Email from Hugh Pilsworth, with information on his March talk
- 9th Feb 2026: - Email from QCYC, welcoming us to use their facilities during the Cruising Group's Port Phillip Cruise in Company
- 9th Feb 2026: - Email from QCYC, stating that the previously available "Club sanctioned event" berthing rate was no longer available, and that non-members would need to pay the full non-members' berthing fee.

MATTERS ARISING from CORRESPONDENCE:

- *Advice from QCYC that they had dropped their previous "Club sanctioned event" mooring rates that had previously been available to the RBYC annual Cruise in Company were no longer being offered, meaning that non-QCYC member on the RBYC Cruises would have to pay full non-member berthing fees.*

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

- Marina seabed lease has been signed
- Attenuator repair/replacement has become urgent. Three options canvassed
 - “Like for like” replacement (all, or eastern half)
 - Concrete wall (as per SYC)
 - Extension of rock breakwater
 - Meetings being held with engineering consultants
- Half year general meeting on March 24th

2. On Water EventsReview

- ❖ **2026 Birthday Cruise to Royals:** – Sunday 18th January 2026
 - Good turnout
 - Mix of sailing over and driving over

- ❖ **2026 Port Phillip Bay Cruise:** - from 21 Feb 2026.
 - 7 boats participated: *Blaise Pascal, Kirra Kirra, Lynx, Reliance, Saffron II, Ulu, Wirraway.*
 - Departed RBYC between Sat 21st - Monday 23rd
 - Weather patterns not conducive, so fleet split (Some to Sorrento & Marthas Cove, others to Geelong), however all seemed to enjoy cruising in company
 - Excellent to have 3 new crews participating *Blaise Pascal, Lynx, & Ulu,*
 - Follow up to ensure they are on the CG email distribution list, and in the CG WhatsApp group

Future Cruises:

- ❖ **Frostbite Cruise** to Docklands (Melb. City Marina)
 - Schedule for weekend of 4th/5th July (time to coincide with the Frielight Festival)

- ❖ Plan a Weekend Cruise to Wyndham Harbour 16th / 17th May (after May 15th dinner)

3. Guest Speaker Dinners / Social Events:Review:

- ❖ Saturday Dec 13th, 2025 – Christmas Hardstand Party.
 - Relocated to Jock Sturrock Centre owing to inclement weather forecast

- ❖ Friday Feb 20th, 2026 – Guest Speaker Dinner.
 - Rob Hurrell and crew: – *Aquacadabra’s Sail2Indonesia Rally.*
 - 44 Attendees
 - Very disappointing that the Social Committee had once again scheduled a competing event in the Members’ Bar commencing ½ hour prior to the regular third Friday of the month CG Guest Speaker Dinner. Flow on effect of delaying the serving of some of the CG meal, as well as competing for patronage

Upcoming Events

- ❖ Friday March 20th, 2026 – Guest Speaker Dinner.
 - Hugh Pilsworth – “*Well, it seemed like a good idea*”
 - *Blueflyer’s* global circumnavigation

- ❖ Friday April 17th, 2026 – Guest Speaker Dinner.
 - Cdr Helen Ward (RAN) – Australian Naval History.

- ❖ Future talks / events?
 - Grant Dunoon – Riverboat in UK / Europe (PG to contact)
 - Port Phillip Pilots (TG to contact)
 - Plan a “Tech Talk” dinner – e.g. PG on fibreglass repairs etc.
 - 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

- Cruising Group Report for half year meeting – TF to compile, PG to present

Meeting Closed at 8:00 pm.

~

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

Committee Chair: _____ Secretary: _____

Date: _____ Date: _____

Marina and Attenuator Advisory Panel

Last Wednesday Gildas Colleter and Toby Devlin visited the club for a meeting to discuss the way forward for the attenuator. Below are notes from the meeting which are also for updating General Committee. There will be a follow-up meeting once the short-term maintenance report is completed.

Niesje

Meeting Notes – Meeting with Water Technology

4 March 2026 10:00 am – 11:00 am

Attendees

Water Technology – Gildas Colleter, Toby Devlin

RBYC – John Mooney, Peter Strain, Bryan Drummond, Niesje Hees

Apology – Brenton Smith

Key Points about replacement of attenuator

Discussion confirmed that, as indicated in the Water Tech Report, the Rock Wall solution is preferred from an overall design and maintenance perspective, followed by Wave Screen and then Attenuator. All three options have their advantages and disadvantages, as indicated in the report.

It is important to determine as quickly as possible whether extending the breakwater has any possibility of being supported by Parks within a viable timeframe. A meeting with the Parks CEO is planned for the near future and will be critical to determining this (“grow it or kill it”). If the option does not appear feasible then it should be discarded immediately, to enable efforts to be spent on exploring the fixed Wave Screen option. Water Technology will attend the meeting with Parks.

The next steps for any option are a Concept Design (requires modelling), followed by a Detailed Design, followed by contracting.

For Noting

- The Rock Wall option has the potential to simplify future dredging depending on the design (potentially concentrating clean material in one place, which can then be dredged more easily and deposited on the beach).
- The Dog Beach has arisen due to the breakwater
- Having more rock groins helps with controlling the movement of sand
- Extending the breakwater would require support from both parks and DEECA, so early discussions to obtain a realistic picture of the appetite for this are required asap.
- The condition of the pier and the breakwater is an impediment and would need to be rectified before extending the breakwater unless a barge were used instead.
- Joint ownership of the breakwater would present a complication and would need to be clarified.
- A separate rock wall (not connected to the current breakwater) would potentially be viable but would then require a barge to build it.
- For the Wave Screen option, a Conceptual Design will require Geotech input (to determine whether there are any problems with sinking piles) and optimising the layout (to ensure not too little or too much infrastructure). For piles, there may be options other than steel (eg fibreglass reinforced concrete).

- The report makes the point that while the attenuator option offers excellent adaptability to sea level rise and lower initial capital costs, it carries the highest maintenance burden due to moving parts, fatigue loading, and corrosion risks. It was noted that the original Bellingham design specified maintenance actions that have not been consistently applied.
- The projected lifespan of the attenuator was 25 years, which has now expired.
- Contractors will be reluctant to provide firm costing due to the fluctuation in cost of materials.
- Any design needs to account for the current attenuator (this is a “brown field” rather than a “green field” site).

Determining necessary maintenance in the meantime

The final WaterTech deliverable is a short-term maintenance report which is due in the next two weeks. This will focus on options for maintenance in the meantime, balancing the need to minimise risk with the need to minimise investment in a temporary fix.

For Noting

- The biggest risk is the failure of the piles at the east end, now in very poor condition. The rub collars are no longer there, and there is now metal/concrete rubbing on metal and wearing rapidly.
- Filling existing piles with concrete is not considered a feasible option.
- Options could include separating the eastern pontoon from the rest of the structure, but this could have other consequences (the attenuator would not work as well).
- A meeting with WaterTech will be organised once the final report has been delivered.
- This will assist in determining the quantum of budget required, and the design will follow.



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