



Royal Brighton Yacht Club

The Sailors' Club

GENERAL COMMITTEE MINUTES

Monday 4th October 2021, 6PM Zoom Teleconference

- **PRESENT:** Peter Strain, John Mooney, Paul Jenkins, Brett Heath, Peter Demura, Niesje Hees, Kalpana Merrett, Cath Hurley, Marnie Irving, Murray Cowdell, Peter Gebhardt, Philip Hall.
- **APOLOGIES:**
- **PREVIOUS MINUTES:**
 - Follow up required regarding installation of cameras on Marina (post lockdown)
 - Yachtsman of the Year Trophy. PH conversation with Paul Pascoe agreed that Sailing Committee will write the criteria for this award. Pascoe to donate elegant trophy.
 - Amendment to Finance Report. A cash flow forecast was not presented but has been included in September report.

True and accurate record

MOVED: Peter Strain **SECONDED:** peter Gebhardt **CARRIED**

- **CORRESPONDENCE:**

Letter sent to Minister Horns office and Park Victoria thanking them for the assistance in the forthcoming dredging program.
- **FINANCE REPORT:** Taken as read.
 - PH comment that COG sold for Catering is high due to stock wastage with snap lockdown.
 - It was noted that the Cash Flow forecast was conservative in nature and included \$70K in contribution to Parks dredging and a further \$50K n dredging the Marina entrance. This figure is estimated only at this stage.
 - PD noted that the government contribution of \$20K per week was considerable.
 - CH questioned the low Sailing Income projections when compared with 2019. This figure is based on external regatta ie. Finn Gold Cup and does not reflect club activity.



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- The Finance Sub Committee will set up a working group to address the Risk Register & Policy.

Motion: Finance Report be accepted

MOVED: Peter Demura

SECONDED: Murray Cowdell **CARRIED**

- **GENERAL MANAGER'S REPORT:** taken as read.
 - The requirement for all staff to be double vaccinated was discussed. PH has contacted all staff advising that this is a likely outcome. It was confirmed that we would wait for the government mandate to confirm this policy.
- **SAILING MINUTES & REPORT:** taken as read
 - BH updated the GC regarding the running of the George Mac regatta. It was decided to wait until the next committee meeting to consider all options. The final date for a decision to proceed would be 13th November 2021.
 - The season program was further outlined. Lady Nelson will be sailed in conjunction with SYC.
 - PDF versions of the calendar will be released online in the coming weeks.
 - JM questioned the coaching activity planned at the club.
 - Marina occupancy – BH confirmed with the committee that we are willing to continue to accept motor boats to the marina at this time, as occupancy levels rise yachts will be given priority over motor boats.
 - PH to investigate if Committee Members of an Incorporated Association will require a DIN (Director Identification Number) number in the future.
- **MEMBERSHIP REPORTS:** taken as read
 - CH to follow up on question in AGM regarding age profile of our membership.
 - New members to be approved at the next committee meeting
 - BH follow up regarding reasons for resignations.
 - Social subcommittee will be interacting with the Cruising Group activities.
- **CRUISING GROUP REPORT:** taken as read

Titanic Night will be re-scheduled to a date TBA in 2022.
- **ICEBERGER REPORT:**
 - Further to the debate at the AGM a discussion took place regarding the safety aspects of Aquatic membership. PS will speak with Iceberger sub-committee.



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- It was agreed that when we conduct an event a risk assessment will take place and safety strategies will be implemented.

- **IDAG MINUTES:** Taken as read.
 - The committee agreed that Niesje Hees will remain as chair of the IDAG advisory group in the immediate future.
 - Roger Jepson & Wayne Seaward have both resigned from this group and replacements will be sourced. Cassandra Treagus was approved to be added to this group. Kathy Perks was suggested as a possible inclusion.
 - The special resolution regarding the qualification to join the General Committee will be workshopped with boat owners prior to the next General Meeting.

- **CLEANER SAILING: Taken as read**
 - Terms of Reference were approved by the General Committee
 - Further work/advice is being sought regarding the disposal of EPIRBs
 - Solar System power widget will be displayed on website/clubhouse when available

- **GENERAL BUSINESS:**
 - A strategic asset sub committee was formed. The initial members will be Niesje Hees, Peter Strain, John Mooney, Kalpana Merrett. Niesje agreed to lead the group regarding the Strategic Asset Management Plan and progressing Club to adopt On-Tap recommendation for asset management software.
 - A discussion took place regarding the managing of Covid into the future. It was acknowledged that we have responsibilities to provide a safe working environment. However, we need to comply with government health orders and Fair Work laws. We may need to use technology to limit fob access to members who are not fully vaccinated. There was some debate regarding the requirement of workers to be vaccinated PG, NH & PH will research.
 - Friday Night Zoom meeting are working well. Lou Irving has agreed to be interviewed next Friday to add some clarity regarding the current Covid situation.
 - Attenuator repair after intense northerlies through the Winter. Need to start planning longer term replacement and possible increase in marina especially for larger and deep draft yachts.
 - IT/Comms and marketing Policy and Procedure document needs to be developed. NH to lead.

MEETING CLOSED:

7.42pm

NEXT MEETING: Monday 25th October 2021



ROYAL BRIGHTON YACHT CLUB INC.

Financial Reports

for the two months ended

31st August 2021

16/09/2021

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

Dear Board Members,

RE: Royal Brighton Financial Results – August 2021

Below is a summary of the Club's financial results for August 2021 as well as accompanying commentary.

Financial Results August 2021:

The financial reports for the period have been prepared on a calendar month basis for the period from 1st August to 31st August 2021.

August was a challenging month of trade for the Club with Victoria entering its 6th Covid lockdown on the 6th of August and is expected to continue until the end of September.

As a result of the prolonged lockdown the total revenue was down by \$67.7k compared to budget.

The catering department has taken the biggest impact finishing off lower than the budget expectation by \$138.7k. The membership, marina, and hardstand revenue were also down by \$7.6k and \$17k respectively when compared to the budget. On the positive side, the Club has received a total of \$100k of state government grants under the Licensed Hospitality Venue Fund program as support for the continued lockdown.

From an expenditure perspective, the majority of the expenses have been kept to a minimum and below the budget's expectations which is in part due to the reduction in revenue. The employment costs are also lower than budgeted by \$73.3k and the employment cost over income earned ratio has declined to 41% compared with 48% in July-21.

The cash closing balance has increased by \$37k compared to July-21, the cash inflow is mainly driven by the government grants, membership, and marina renewal payment as well as the club has continued to service all its statutory and financial liabilities obligations during the month.

In summary, the Club has generated \$121.4k Operating Profit for the month, which is \$105.8k above budget. Overall the year-to-date operating profit stands at \$155k against a budget of \$24.5k

Please see the table below, the total employment cost ratio to total revenue (excluding government grants) for the last three months as well as last year.

Jun-21	Jul-21	Aug-21
36%	48%	41%

Jun-20	Jul-20	Aug-20
39%	34%	52%

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
ATO current payment plan	\$24,905.00	Weekly payment of \$5k
FY20-21 Payroll Tax	\$12,078.94	07/12/2021
FY20-21 Payroll Tax	\$12,078.94	07/03/2022
FY20-21 Payroll Tax	\$12,078.93	07/06/2022
August-21 IAS	\$17,329.00	21/09/2021
August-21 Super	\$8,878.78	28/09/2021
Total	\$87,349.59	

The Balance Sheet of the Club reflects the latest known financial position as at the end of August 2021 and I can confirm that the Club is up to date with all statutory payments and lodgements.

As always, I encourage queries and discussion over the financial accounts. Please feel free to contact me should you have any queries or wish to discuss it.

Kind Regards,



Freddie Deegan

Director – On Tap Hospitality

RBYC Financial Results August 2021

The ongoing prolonged lockdowns have severely affected the Club's operations and had it not been for substantial State Government assistance, the financial results would have been significantly worse. Overall in August, the Club recorded a net operating surplus of \$121k, \$106k above budget, and a net surplus of \$25k compared to a budgeted deficit of \$86k. As would be expected, all major revenue categories were below budget with catering and marina and hardstand income showing the greatest variance. In contrast, other income was significant higher due to Club receiving \$100k in State Government financial assistance for hospitality and licenced premises. Total expenses were \$138k below budget due substantially lower wages, maintenance and occupancy costs. Reflecting the lower wages, the total employment cost ratio declined from 48% in July to 41% in August. The year to date net deficit is \$39k and is \$140k better than projected. A breakdown of the net deficit across the major club functions sees catering contributing -\$82k, marina and hardstand +\$79k, while sailing and membership reported "deficits" of \$38k and \$3k respectively. Although the cash balance at the end of August was \$1.7m, the Club is committed to ongoing debt repayments, significant CAPEX including solar panels and channel dredging and the ongoing day-to-day operations of the Club including maintenance. The only light in the tunnel is, like the rest of Australia, the prospect of an end to lockdowns and an easing of restrictions in early November once the number of double vaccinated people reaches the magical 80%. However, given that the pandemic is so unpredictable even this may be questioned.

Royal Brighton Yacht Club Profit & Loss - Summary

	August 2021			Year to Date		
	Actual \$	Budget \$	Variance \$	Actual \$	Budget \$	Variance \$
Income						
Catering Revenue	34,141	172,900	-138,759	167,932	329,800	-161,868
Membership Income	60,483	68,150	-7,667	123,132	136,300	-13,168
Marina, Hstand & Storage	81,931	97,486	-15,555	161,385	194,972	-33,587
Sailing Income	4,089	5,150	-1,061	8,059	12,900	-4,841
OTB Income	14	500	-486	-414	500	-914
Other Revenue	103,052	7,234	95,818	127,930	14,468	113,462
Total Income	283,710	351,420	-67,710	588,025	688,940	-100,916
Catering Cost Of Sales	21,229	56,996	-35,766	80,277	108,676	-28,399
Gross Profit	262,481	294,425	-31,944	507,747	580,264	-72,517
Expenses	0	0	0			
General Operating Expenses	9,092	20,854	-11,762	28,723	41,007	-12,284
Professional Fees	3,143	7,450	-4,307	8,550	14,900	-6,350
Equipment Expenses	468	2,025	-1,557	896	4,050	-3,154
Insurances, Licenses & Rego	14,567	14,923	-355	21,843	29,911	-8,068
Advertising & Promotions	1,810	3,210	-1,400	4,753	6,420	-1,667
Occupancy Costs	21,715	39,500	-17,785	42,408	79,400	-36,992
Debt Recovery Costs	0	700	-700	-1,749	1,400	-3,149
Maintenance & Repairs	11,642	36,079	-24,437	22,560	73,971	-51,411
Internal Club Expenses	0	725	-725	18	1,450	-1,432
Sailing Expenses	431	1,800	-1,369	5,921	4,150	1,771
Employment Expenses	78,168	151,559	-73,391	218,800	299,012	-80,212
Total Expenses	141,037	278,824	-137,788	352,724	555,672	-202,947
Operating Surplus	121,444	15,600	105,844	155,023	24,593	130,431
Total Other Income	0	39	-39	0	78	-77
Total Other Expenses	96,540	101,427	-4,887	193,706	202,854	-9,148
Net Surplus/(Deficit)	24,905	-85,788	110,693	-38,683	-178,184	139,501

Other Financial Metrics

	Aug. 2021 \$	July 2021 \$	Aug. 2020 \$
CAPEX	-	-	-
Cash at Bank	1,676,909	1,639,775	1,065,717

Royal Brighton Yacht Club Profit & Loss by Operating Function – Year to Date, August 2021

	Catering \$	Marina, Hardstand & Storage \$	Sailing & OTB \$	Membership , Admin & Other \$	Total \$
Income					
Catering Revenue	167,932	0	0	0	167,932
Membership Income	0	0	0	123,132	123,132
Marina, Hstand & Storage	0	161,385	0	0	161,385
Sailing Income	0	0	8,059	0	8,059
OTB Income	0	0	-414	0	-414
Other Revenue	0	0	0	127,930	127,930
Total Income	167,932	161,385	7,645	251,062	588,025
Catering Cost Of Sales	80,277	0	0	0	80,277
Gross Profit	87,654	161,385	7,645	251,062	507,747
Expenses	0	0	0	0	0
General Operating Expenses	13,735	0	170	14,818	28,723
Professional Fees	0	0	0	8,550	8,550
Equipment Expenses	153	0	0	743	896
Insurances, Licenses & Rego	0	0	0	21,843	21,843
Advertising & Promotions	73	0	0	4,680	4,753
Occupancy Costs	15,037	49	49	27,272	42,408
Debt Recovery Costs	0	0	0	-1,749	-1,749
Maintenance & Repairs	0	1,611	9,147	11,802	22,560
Internal Club Expenses	0	0	0	18	18
Sailing Expenses	0	0	4,400	1,521	5,921
Employment Expenses	140,310	0	13,018	65,472	218,800
Total Expenses	169,308	1,661	26,785	154,971	352,724
Operating Surplus	-81,654	159,725	-19,140	96,092	155,023
Total Other Income	0	0	0	0	0
Total Other Expenses	0	80,387	14,616	98,704	193,706
Net Surplus/(Deficit)	-81,654	79,338	-33,755	-2,612	-38,683

Royal Brighton Yacht Club Balance Sheet - Summary

Account Name	June 2021 \$	July 2021	August 2021
Assets			
Current Assets			
Total Trading Bank Accounts	1,631,517	1,631,517	1,684,530
Total Floats	2,742	2,742	2,742
Total Clearing Accounts	7,526	7,526	-9,721
Total Debtors	547,378	547,378	443,334
Total Receivables	5,316	5,316	-576
Total Prepayments	125,359	125,359	121,463
Total Stock	60,603	60,603	53,898
Fixed Assets			
Total Property	5,177,034	5,177,034	5,130,403
Total Marina & Hardstand	981,146	981,146	947,718
Total Plant & Equipment	282,574	282,574	278,390
Total Boats	317,512	317,512	310,746
Total Intangible Assets	0	0	0
Total Assets	9,138,706	9,138,706	8,962,927
Liabilities			
Total Trade Creditors	85,269	85,269	88,879
Total Accruals	121,080	121,080	86,391
Total GST and Statutory Liabilities	219,692	219,692	207,465
Total Employee Provisions	146,331	146,331	136,348
Total Bonds & Other Liabilities	37,654	37,654	37,654
Total Deferred Income- Members	704,697	704,697	656,805
Total Deferred Income- Marina	835,456	835,456	788,295
Total Bank Loans	1,176,833	1,176,833	1,147,120
Total Other Finance	885,037	885,037	862,406
Total Liabilities	4,212,048	4,212,048	4,011,363
Net Assets	4,926,658	4,926,658	4,951,563
Total Equity	4,926,658	4,926,658	4,951,563

Peter Demura
Honorary Treasurer
2nd October 2021

Balance Sheet [Multi-Period]

July 2021 To August 2021

		July	August
1-0000	Assets		
1-1000	Trading Bank Accounts		
1-1010	BOM- Business Chq Acc**157544	-\$2,583.67	\$41,683.11
1-1015	BOM- MbrShp Marina Acc**098419	\$1,612,298.45	\$1,621,044.81
1-1020	BOM Coll Term Deposit x043	\$17,065.12	\$17,065.12
1-1025	BOM- Yachting Foundation x141	\$2,262.10	\$2,262.10
1-1031	BOM-Business Access Saver x391	\$2,474.87	\$2,474.89
	Total Trading Bank Accounts	\$1,631,516.87	\$1,684,530.03
1-1100	Floats		
1-1105	Cash on Hand	\$1,000.00	\$1,000.00
1-1110	Till Floats	\$1,400.00	\$1,400.00
1-1125	Petty Cash	\$341.67	\$341.67
	Total Floats	\$2,741.67	\$2,741.67
1-1200	Clearing Accounts		
1-1210	Cash Clearing	-\$3,468.03	-\$9,904.36
1-1250	Eftpos Clearing	\$10,994.30	\$183.75
	Total Clearing Accounts	\$7,526.27	-\$9,720.61
1-1300	Debtors		
1-1310	Trade Debtors	\$8,305.17	\$8,711.97
1-1330	Other Debtors	\$547,489.32	\$443,038.37
1-1340	Provision for Doubtful Debts	-\$8,416.78	-\$8,416.78
	Total Debtors	\$547,377.71	\$443,333.56
1-1350	Receivables		
1-1355	Members Control Account	\$5,316.49	-\$576.18
1-1370	Cruising Group Account	\$45,367.52	\$45,242.52
1-1375	Cruising Group Clearing Acc	-\$45,367.52	-\$45,242.52
1-1380	Icebergers Clearing Account	\$110.00	\$210.00
1-1390	Icebergers Group Account	-\$110.00	-\$210.00
	Total Receivables	\$5,316.49	-\$576.18
1-1400	Prepayments		
1-1410	Prepayments - General	\$38,075.09	\$41,579.05
1-1420	Prepaid Insurance	\$63,430.91	\$56,383.03
1-1425	Prepaid Workcover	\$20,686.16	\$20,686.16
1-1430	Prepaid Interest	\$3,166.59	\$2,814.74
	Total Prepayments	\$125,358.75	\$121,462.98
1-1600	Stock		
1-1610	Inventory- Beverage	\$38,296.29	\$36,837.79
1-1611	Inventory-Beverage non-alcohol	\$3,841.02	\$3,344.99
1-1630	Inventory- Food	\$9,355.69	\$4,605.29
1-1650	Inventory- Clothing & Merch	\$9,110.26	\$9,110.26
	Total Stock	\$60,603.26	\$53,898.33
1-1710	Property		
1-1713	Club House Leasehold at Cost	\$9,132,832.23	\$9,132,832.23
1-1714	Amortisation Club House Imp	-\$4,678,160.16	-\$4,716,472.57
1-1715	Yard Leasehold Imp at Cost	\$180,929.18	\$180,929.18
1-1716	Amortisation Leasehold Yard	-\$175,111.19	-\$175,213.08
1-1717	ROU Assets - Parks Victoria	\$208,661.98	\$204,025.04
1-1718	Amortisation Parks Victoria	-\$111,286.33	-\$111,286.33
1-1719	ROU Assets - Bayside City Council	\$705,064.24	\$701,485.24
1-1720	Amortisation Bayside City Council	-\$85,896.38	-\$85,896.38

Balance Sheet [Multi-Period]

July 2021 To August 2021

		July	August
Total Property		\$5,177,033.57	\$5,130,403.33
1-1721	Marina & Hardstand		
1-1723	Marina Leasehold Imp at Cost	\$7,938,844.32	\$7,938,844.32
1-1724	Amortisation Leasehold Marina	-\$6,978,549.69	-\$7,011,606.90
1-1725	Hardstand Leasehold at Cost	\$764,292.96	\$764,292.96
1-1726	Amortisation Hardstand Imp	-\$743,441.83	-\$743,812.53
Total Marina & Hardstand		\$981,145.76	\$947,717.85
1-1740	Plant & Equipment		
1-1742	Furniture, Plant & Equipment	\$1,307,934.11	\$1,307,934.11
1-1744	Accum Depreciation Plant etc	-\$1,160,108.10	-\$1,162,968.15
1-1750	Marina & HStand Equip at Cost	\$476,220.43	\$476,220.43
1-1755	Marina & HStand Equip Acc Depn	-\$341,472.41	-\$342,796.66
Total Plant & Equipment		\$282,574.03	\$278,389.73
1-1800	Boats		
1-1810	Rescue & Work Boats at Cost	\$738,668.37	\$738,668.37
1-1815	Accum Depreciation Rescue Boat	-\$511,827.92	-\$516,872.92
1-1825	OTB Sailing Boats at Cost	\$222,082.29	\$222,082.29
1-1830	Accum Depreciation OTB Boats	-\$131,411.15	-\$133,131.85
Total Boats		\$317,511.59	\$310,745.89
1-1900	Intangible Assets		
1-1910	Designs at Cost	\$16,057.23	\$16,057.23
1-1920	Amortisation Designs	-\$16,057.23	-\$16,057.23
Total Intangible Assets		\$0.00	\$0.00
Total Assets		\$9,138,705.97	\$8,962,926.58
2-0000	Liabilities		
2-1000	Trade Creditors		
2-1100	Trade Creditors	\$85,268.90	\$88,879.31
Total Trade Creditors		\$85,268.90	\$88,879.31
2-2000	Accruals		
2-2005	Deposits Received in Advance	\$3,625.00	\$4,125.00
2-2110	Accruals- General	\$64,454.28	\$29,232.89
2-2130	Accrual- Workcover	\$1,386.71	\$2,523.58
2-2140	Accrual- Payroll Tax	\$51,613.63	\$50,509.74
Total Accruals		\$121,079.62	\$86,391.21
2-3000	GST and Statutory Liabilities		
2-3110	GST Collected	\$160,634.15	\$169,237.37
2-3120	GST Paid	-\$11,340.53	-\$17,885.46
2-3125	ATO Liability	\$38,473.00	\$29,905.00
2-3130	PAYG Withholding Payable	\$21,432.00	\$17,329.00
2-3150	Superannuation Payable	\$10,493.21	\$8,878.78
Total GST and Statutory Liabilities		\$219,691.83	\$207,464.69
2-4000	Employee Provisions		
2-4010	Annual Leave Payable	\$63,020.10	\$54,952.97
2-4015	Leave Loading Payable	\$11,025.06	\$9,622.79
2-4020	Long Service Leave - Current	\$36,215.00	\$36,582.00
2-4021	Long Service Leave Non-current	\$24,205.00	\$24,892.00
2-4022	On-Cost for A/L & L/Loading	\$11,865.66	\$10,298.35
Total Employee Provisions		\$146,330.82	\$136,348.11
2-5000	Bonds & Other Liabilities		
2-5010	29er's Bond Account	\$1,000.00	\$1,000.00

Balance Sheet [Multi-Period]

July 2021 To August 2021

		July	August
2-5020	RBVC Auxiliary	\$23,859.29	\$23,859.29
2-5030	Aust. Sports Foundation C.Acc	\$12,794.76	\$12,794.76
	Total Bonds & Other Liabilities	\$37,654.05	\$37,654.05
2-6000	Deferred Income- Members		
2-6010	Subscription Income Deferred	\$605,098.93	\$560,416.67
2-6060	Other Income in Advance	\$99,597.89	\$96,388.15
	Total Deferred Income- Members	\$704,696.82	\$656,804.82
2-7000	Deferred Income- Marina		
2-7010	Marina 1 Year Licence	\$601,831.63	\$574,935.74
2-7020	Marina 20 Year Lease	\$62,707.69	\$51,862.63
2-7030	Hardstand - Rental	\$67,251.17	\$63,320.00
2-7050	OTB Maintenance Income	\$103,665.14	\$98,176.84
	Total Deferred Income- Marina	\$835,455.63	\$788,295.21
2-8000	Bank Loans		
2-8030	Commercial Bill S331 300243100	\$339,290.77	\$309,577.55
2-8031	Commercial Bill - Non Current	\$837,542.00	\$837,542.00
	Total Bank Loans	\$1,176,832.77	\$1,147,119.55
2-9000	Other Finance		
2-9010	Equipment Loan	\$45,454.69	\$41,444.49
2-9011	Equipment Loan - Non Current	\$38,772.00	\$38,772.00
2-9020	Insurance Premium Funding	\$58,312.90	\$48,594.09
2-9021	Current Liability - Parks Victoria	\$52,276.18	\$47,592.74
2-9022	Currenrt Liability - Bayside City Council	\$31,828.73	\$28,977.17
2-9023	Non-Current Liability - Parks Victoria	\$47,755.89	\$47,755.89
2-9024	Non-Current Liability-Bayside City Council	\$608,627.33	\$608,627.33
2-9036	Credit Card P Hall x271	\$1,544.61	\$283.87
2-9037	Credit Card - Sammy Doddy	\$464.84	\$358.71
	Total Other Finance	\$885,037.17	\$862,406.29
	Total Liabilities	\$4,212,047.61	\$4,011,363.24
	Net Assets	\$4,926,658.36	\$4,951,563.34
3-0000	Equity		
3-1000	Accumulated Funds	\$5,239,895.19	\$5,239,895.19
3-2000	Yachting Foundation No2 Reserv	\$17,785.73	\$17,785.73
3-2010	Members Reserve	\$202,265.50	\$202,265.50
3-3000	Retained Earnings	-\$469,700.09	-\$469,700.09
3-9000	Current Earnings	-\$63,587.97	-\$38,682.99
	Total Equity	\$4,926,658.36	\$4,951,563.34

Royal Brighton Yacht Club

Finance Sub-Committee Meeting

Minutes of meeting of Finance Sub-Committee held Monday 26th July 2021 Via Zoom

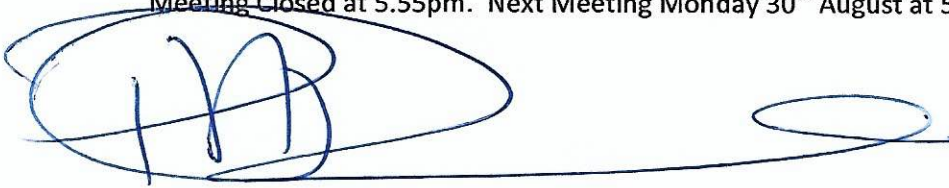
Committee Member Present: Peter Demura, Peter Strain, , Keith Badger, Phil Hall, Paul Jenkins and Brett Heath (invited guest). **Apologies:** John Mooney

Meeting opened at 5.05pm

1. Minutes of previous meeting – Peter Demura moved that they be approved, Seconded by Keith Badger. Minutes approved.
2. Overview of Accounts and Club Activity.
 - a. Discussed the strong result for the year ended 30 June 2021 and in particular the strong cash balance due to early payment of membership and marina and hardstand fees but it was noted that boats have left the marina and that is not uncommon once renewals are issued. The outlook looks good if only the Club could get a good run of uninterrupted trading.
 - b. Functions have been hit hard due to limited numbers and restrictions and have been cancelled due the continuing uncertainty.
 - c. The recruitment of an executive chef and sailing office staff is underway. Casual staff have been stood down and, if eligible, have accessed the Federal Government’s Disaster Relief Payments. Full time staff are taking annual and accrued leave.
 - d. The Club has also received payments from the State Government’s hospitality and licensed venues support fund.
3. Audit
 - a. Understandably there has been minimal interaction with the Auditors apart from answering their questions. The FY 21 trial balance was provided to the auditors on July 17 and the preparation of the financial reports has commenced. Little feedback to date. The next milestones are the preparation of the financial statements for GC approval prior to their inclusion in the annual report and the Honorary Treasurer’s Report.
4. CAPEX.
 - a. Solar Panels – The final inspection of the roof and update to be completed by 2 August. A new design has resulted in a reduction in capacity from 97 to 91.7kw. The Club will request a price reduction and a new guaranteed output figure.
 - b. An asset management plan has commenced with led by Peter Strain and Murray Codwell. On Tap Hospitality to be consulted on the availability of asset management software compatible with MYOB.
 - c. Scott Shelton and Peter Miglic provided quotes for a quantity surveyor for the front driveway. The initial costing from Scott Shelton appears to be around \$250,000 and it was agreed the cost was minor relative to the long-term benefits. It was recommended that the Club progress with the quote of \$3,800 for the quantity surveyor.

- d. Dredging. Peter Strain provided an update and noted:
- The need for an RBYC contribution.
 - Dredging will include the Eastern Channel from the entrance to the vicinity of the dog beach and some maintenance dredging around the entrance to the marina.
 - Some further seabed testing is required and the Club has provided Parks with existing intellectual property.
- e. Follow up with Cam Ewart on the supply of 22 rub rings for the marina at \$200 each.
5. No general business

Meeting Closed at 5.55pm. Next Meeting Monday 30th August at 5.00pm at RBYC



Peter Demura
Chair, Finance Sub-Committee & Honorary Treasurer
Royal Brighton Yacht Club
30th August 2021.

Royal Brighton Yacht Club

Finance Sub-Committee Meeting

Minutes of meeting of Finance Sub-Committee held Monday 30th August 2021 Via Zoom

Committee Member Present: Peter Demura, Peter Strain, John Mooney, Keith Badger, Phil Hall, and Brett Heath (invited guest). **Apologies:** Paul Jenkins

Meeting opened at 5.00pm

1. Minutes of previous meeting – Peter Demura moved that they be approved, Seconded by ????. Minutes approved.
2. Overview of Accounts and Club Activity.
 - a. Strong Cash position, as at 30th August, the Club is holding \$1.73m in cash
 - b. In July, the Club received payments totalling \$20,000 from the State Government's hospitality and licensed venues support fund.
 - c. Staff are receiving the Federal Government's Disaster Payment with staff working between 8 & 20 hours receiving \$450 per week and those previously working 20+ hours receiving \$750 per week. This includes visa holders.
 - d. Provision of take away coffee etc. for 4 hours on Monday to Friday is at best a breakeven proposition bringing in about \$200-350 a day while on weekends the revenue is >\$1,000 per day. This is viewed as a paramount member service and allowing for social interaction.
 - e. Marina occupancy is falling due to boats coming off the register and a 4% decline in membership in June and July (8% decline in 2020). New member interviews to be prioritised for incoming boat owners.
3. Review of Cashflow Projections
 - a. Ongoing oversight of cashflow projections, noting positive cashflow to date and strong cash balance to date.
 - b. Monitor changes to assets and liabilities and their impact on cashflow.
 - c. Update projection for RBYC dredging contribution to \$50k
4. CAPEX. & SAMP
 - a. Attenuator – cracks have been repaired and thru bolts tightened. Aim to engage a professional engineer, with insurance, to design a better solution at a cost of approx. \$2,000 to \$4,000.
 - b. An asset management plan has commenced with led by Peter Strain and Murray Codwell. Marina, breakwater, race tower and rescue boats have been covered. Outstanding are the Club's sailing dinghies and the buildings. On the latter the aim is to sit down with Scott Shelton and discuss the buildings. OTH suggest using MYOB compatible Asset Management Pro with an initial fee of \$996 and \$450 annual renewal. The main issue is the need for manual data entry vs. uploading the data from Excel.
 - c. Air conditioning is OK but may need to consider new filter requirements for COVID and new specifications are likely.

5. General business

- a. Departmental Reports – Need cost allocation for utilities (power, water and sewerage) for marina. Also look at wage costs for marina. Note the need to keep track of any changes to the cost allocation methodology.
- b. Following the Audit Report, the FSC discussed the proposed form of a risk register and what type of risks to include. The need to include professional assistance.
 - Initial thoughts on the risk assessment process were to include soft and hard assets, using different groups to collate and put together the key risks for their particular area and then, via a 2 hour zoom meeting, work through some risk scenarios.
 - Phil to source existing risk assessment and risk mitigation work and bring together in one place.
 - Keith to provide an example to stimulate thinking.
 - The risk register will be a consistent document to be used by future GCs and management.
 - Follow up with other Clubs in Sydney and Melbourne as their processes.

6. Chairman thanked everybody for his assistance over the past year.

Meeting Closed at 5.55pm. Next Meeting Monday 28th September 2021 at 5.00pm at RBYC

Note PD to sign on approval.

Peter Demura
Chair, Finance Sub-Committee & Honorary Treasurer
Royal Brighton Yacht Club
29th August 2021.



ROYAL BRIGHTON YACHT CLUB INC.

Financial Reports

Budget and Cashflow Projections

Year Ended 30th June 2022

RBYC FY22 Budget & Cashflow Projections

Royal Brighton Yacht Club - Actual FY19-FY21 and FY22 Budget

	FY19 Actual \$	FY20 Actual \$	FY21 Actual \$	FY22 Budget \$
Income				
Total Catering Revenue	\$2,809,595	\$2,322,015	2,003,680	\$2,826,700
Total Membership Income	\$745,197	\$762,858	786,931	\$817,800
Total Marina, Hstand & Storage Inc	\$1,228,443	\$1,138,589	1,190,758	\$1,149,760
Total Sailing Income	\$125,392	\$220,477	72,526	\$85,400
Total OTB Income	\$109,325	\$94,667	103,155	\$113,200
Total Other Revenue	\$207,633	\$450,286	519,967	\$86,690
Total Income	\$5,225,585	\$4,988,892	4,677,016	\$5,079,550
Total Catering Cost Of Sales	\$838,457	\$751,366	721,408	\$928,462
Gross Profit	\$4,387,128	\$4,237,526	3,955,609	\$4,151,089
Expenses				
Total General Operating Expenses	\$233,136	\$198,663	208,352	\$280,351
Total Professional Fees	\$128,230	\$121,024	93,565	\$89,400
Total Equipment Expenses	\$57,426	\$29,852	29,027	\$28,750
Total Insurances, Licenses & Rego	\$163,944	\$168,746	117,247	\$179,720
Total Advertising & Promotions	\$72,804	\$72,366	30,677	\$38,520
Total Occupancy Costs	\$411,239	\$317,966	273,911	\$453,200
Total Debt Recovery Costs	\$11,470	\$2,250	-14,988	\$23,400
Total Repairs, Servicing & Maintenance	\$142,206	\$161,205	146,971	\$182,637
Total Internal Club Expenses	\$5,488	\$3,294	2,864	\$8,700
Total Sailing Expenses	\$79,175	\$129,887	19,218	\$41,925
Total Employment Expenses	\$2,301,420	\$2,173,179	1,915,146	\$2,150,426
Total Expenses	\$3,606,539	\$3,378,433	2,842,855	\$3,477,029
Operating Profit	\$780,589	\$859,093	1,112,753	\$674,060
Total Other Income	\$2,275	\$0	352	\$457
Total Other Expenses	\$1,126,208	\$1,199,644	1,172,564	\$1,194,220
Net Profit/(Loss)	-\$343,343	-\$340,551	-59,459	-\$519,704

Royal Brighton Yacht Club - Cashflows Actual & Projections FY22

Summary Cash Flow Statement	2019/20	2020/21	2021/22
	\$'000	\$'000	\$'000
Cash flows from operating activities			
Net Income Surplus/(Deficit)	-156	-60	-520
Add back: Depreciation & amortisation	1111	1093	1110
Add Back: COVID-19 lease rent relief	-44	-30	
Add Back: Net loss on disposal of assets	-3		
*Changes in Assets and Liabilities			
(increase)/decrease in trade and other receivables	-16	-88	-88
(increase)/decrease in other assets	56	141	141
(increase)/decrease in inventories	-22	6	6
increase/(decrease) in deferred income	-374	-170	-170
increase/(decrease) in trade and other payables	-213	93	93
increase/(decrease) in provisions	-5	-1	-1
Net cash generated by operating activities	334	984	571
Cash flows from investing activities	30		
Proceeds from disposal of property, plant and equipment	-123	-147	
Payments for property, plant and equipment			
Planned CAPEX, excluding Dredging			-100
Solar panels			-55
Proposed Dredging - Marina			-50
Proposed Dredging - Channel RBYC Contribution			-70
Net cash used in investing activities	-93	-147	-275
Cash flows from financing activities	-53	-163	-400
Repayment of borrowings	-41	-61	-61
Repayment of lease liabilities	-94	-224	-461
Net cash used in financing activities			
Net increase/(decrease) in cash and cash equivalents	147	613	-165
Cash and cash equivalents at the beginning of the financial year	365	513	1126
Cash and cash equivalents at the end of the financial year	513	1126	961

Peter Demura
Honorary Treasurer
2nd October 2021

GENERAL MANAGER'S REPORT SEPTEMBER 2021

- OH & S – we will need to have some of the newer staff update their First Aid certification as soon as Covid allows us to host an on-site course.
- Incident report from a teenager who suffered a laceration whilst on the pier. Staff applied first aid and recorded details
- We are aware of the possibility of staff being subject to 'difficult' customers whilst they are policing the covid restrictions regarding vaccinations. On the club's suggestion Community Clubs Victoria will be running an online webinar providing strategies to deal with these situations. We will require our staff to undertake this training.
- There are no known untreated risks at RYBC.
- Solar installation complete, hand over including online monitoring will take place 10.10.21. We have applied for a grant of \$10,000 through the local member of Goldstein Tim Wilson to contribute to the Solar Installation. Decision TBA
- Sailing Office has moved into the old Windcraft Office. Naturopath Mick Jordan will be renting the old boating office commencing when restrictions are lifted.
- RBYC has been receiving Licensed Hospitality Venue Fund Grants of \$20,000 per week during the current lockdown, it is likely this will cease when we are allowed to have some patronage.
- The RBYC Committee election & AGM. Thankyou to those members who assisted me with the processes involved in the Election & AGM.
- Notice of Race & Sailing Instructions review has commenced.
- On Tap Hospitality has been providing me with reports to ascertain if we would be eligible for rent relief under the Commercial Tenancy Relief Scheme, the criteria being that we would need to have suffered a 30% decrease in revenue for 3 months in 2021 when compared with the same months in 2019. Unfortunately we did not qualify with our turnover down 21% in the standard test and down 28% in the alternative test.

Phil Hall

General Manager

Minutes - RBYC Sailing Sub Committee

Meeting Date	Tuesday 14th September 2021 at 7:00pm.
Meeting Venue	Zoom Meeting
Attendance	Brett Heath, John Spencer, Peter Gebhardt, Phil Bedlington, Denis McConnell, Paul Pascoe. Phil Hall, Chad Humphrey, Murray Cowdell, Marnie Irving
Apologies	

Item	Topic	Support Paper	Action By	Complete Date
1.0	OPENING – Brett Heath			
1.1	<i>Minutes of the previous meeting be adopted.</i> - <i>Proposed JS, Seconded MC- Carried</i>			
2.0	MATTERS ARISING			
2.1	Review of Sailing to date. - <i>Division Flags still to be decided. Will be based on what will be used in Keelboat State Championships</i> - <i>Handicap split between Div 1 (slightly smaller group) vs Div 2</i> o <i>Div 1 slightly longer courses</i> o <i>Challenge is to get both Div's back to bar as same time (JS)</i> - <i>16, 17 & 18th April – Regatta potentially – J111 Class less interested.</i> - <i>BH – Raised Twilight shall be no extras so non-Spinnakers for safety reasons</i> o <i>Accepted by all.</i>		BH JS	
2.2	Mark for rock off our tower start – diver has not been down to view. - <i>Carry over to next meeting</i>			
2.3	2022 SAILING Champions League - 31 st Oct or 24 th Oct Suggested date is not considered ideal. - <i>BH has discussed again with Mark Turnbull, unlikely we can run due to conflict of dates.</i> - <i>Suggest race around June 2022.</i>		BH	
2.4	George Mac – organising committee - <i>BH & PH to discuss.</i> - <i>Unlikely with COVID status, Melbourne Marathon running same weekend.</i> - <i>PH asked if it is worth identifying a date in the new year.</i> - <i>BH to look in calendar maybe April. Possibly December better going forward.</i>		BH & PH	
2.5	Sail Melbourne review 13-17 Jan 2022 NOR & Entries have been posted after lots of negotiation with RYCV on classes. 2.4mR were not happy with sailing at RYCV - <i>PP progressing slowly given above issues and class ownership.</i>		PP	
2.6	2022 2.4m Nationals - 21-23 January		BH	

Item	Topic	Support Paper	Action By	Complete Date
	<p>Clashes with Festival of Sails and Australia Day swim. Need to confirm “marina window open” to arrange start time for the one day.</p> <ul style="list-style-type: none"> - BH asked if we want to run one fleet? - There is only likely to be 12 boats, the price point is a potential issue. (eg. RBYC approx. \$3.5K or \$400 per boat or \$100 per person. RMYS charge less than us and they want their own course.) - PH – Didn’t recommend chasing. BH to discuss further with PH & CH 			
2.7	<p>ORCc handicap system. ORCc has several options. Sailing Committee decision is that RBYC will use the Single Number Scoring, Windward Leeward handicap option of ORCc for all races run by RBYC.</p>		PP	
2.8	<p>Webcam</p> <ul style="list-style-type: none"> - BH – Noted look at Royal Melbourne’s, suggested RBYC add up to 3 cameras to respond to regular questions from members concerned with weather - PH – Camera received and awaiting install 		PH	
2.8.1	<p>Weather Information at club & online</p> <ul style="list-style-type: none"> - JS noted the need to improve visibility of weather on screens at club. - BH and others raised ideas, including fact webpage weather was stuck on 3rd Sept figures. - BH, PH and CH to review and action as necessary. 		BH, CH, & PH	
2.9	<p>Pier update – By COB 11/8/2021 the barge should have left and still on track for complete opening to vehicle traffic by mid-September.</p> <ul style="list-style-type: none"> - Will be rated slightly lower than previously, but still enough for a 4WD and an Etchells. - CH – Noted latest from workers is Crane to complete is next week but weather dependant, so may slip to last week in Sept. 		PH	
2.10	<p>Dredging update RBYC have provide all relevant data to Parks and additional soil samples.</p> <ul style="list-style-type: none"> - PH note the likely date is late October, early November according to Peter Strain. 		PH	
2.11	<p>BH noted 26/2 Lady Nelson combined with SYC</p> <ul style="list-style-type: none"> - Start as RBYC Start centre course and everyone finishes at SYC (Approx. 6hrs. Starts 6pm Daylight and Finishes Night about 12 midnight. 5N rated. 30 boats participated last year and really enjoyed it.) 		BH	
2.12	<p>Sunday Social Pursuit – PH Meal at end special talk to chef. Pursuit with Extras. BH- only Twilight only race without extras. PB – Suggest some special prizes with a little silliness of say Airlie Beach. BH – Asked for ideas to support fun as not likely to run in heavy weather. Theme day.</p>		BH & PH	
2.13	<p>RBYC Series Calendar Feedback (only couple of items noted)</p> <ul style="list-style-type: none"> - BH asked ALL please come back to him over next week with any issues. - PP suggested asking champions of each class for feedback. 		ALL	

Item	Topic	Support Paper	Action By	Complete Date
	- PG asked can we please look at what can removed.			
2.14	BH noted his review of Trophies is progressing and trying to be as fair as he can. - Asked for any concerns be sent to him.		ALL	
2.15	BH not printing a program booklet and has discussed with PH as it allows for changes as needed. - ALL discussed online Calendar – BH work offline with CH, BH & PP to improve layout for members - PB noted needed to get Calendar information up as many ways as possible, to ensure everyone is aware.		BH	
2.16	Association Cup being held by SYC 20th March. - PB noted the need to raise its STATUS, since it represents the best of the best from each Yacht Club in the bay. o Pump it Up! - BH commented it is meant to be held around the Bay, Club Captains now working together on this and other key events. o Communication is now very productive although Covid has proved challenging. o Might run a zoom session with skippers to raise the participation.		BH	
2.17	DM noted he received his ORCc certificate today. Congratulations from all. - BH noted needed that ORCc needs ' endorsed by ' o however, this detail is not publicly noted anywhere, PP chase up with AS. o BH to come back to PP & JS on which ORCc measurement is required.		PP BH	
2.18	BH asked if everyone read could ensure they read JS's NOR - ALL feedback to be sent to JS by end of Sept. - Targeted distribution is by mid of OCT? (JS noted AS also needs to provide their input in time.)		ALL	
2.19	BH noted Parks Victoria is discussing need for an Event Approval to participate in races, as costs associated would cause some clubs grief.			
3.0	SAFETY INITIATIVES			
3.1	Sign on / sign off app – stats have not been analysed. Updates to automatically create SailPass available by the start of the season. - PH – Recommended we use of PP's system for all results, o Approved - No decent from attendees. o Top Yacht paid for till March 2020 and might need for Keelboat State Championship. - PP noted integration of sign in of Crew by Captains entered their yacht into the relevant Race.			
3.2	Audit of Safety Category's – Carried Forward			
4.0	OTB REPORT No report as there is no sailing.		BH	

Item	Topic	Support Paper	Action By	Complete Date
5.0	CRUISING REPORT A number of events have been cancelled. Bass Straight Cruise 26 th February 2022.		PG	
5.1	Sunday Social Pursuit (Pursuit with Extras) <ul style="list-style-type: none"> - <i>Special Priced Meal at end PH to talk to chef.</i> - <i>BH confirmed only Twilight only race without extras.</i> - <i>PB suggested some special prizes with a little silliness such as Airlie Beach.</i> <ul style="list-style-type: none"> o <i>BH asked for ideas to support fun as not likely to run in heavy weather.</i> o <i>Eg a Theme Day.</i> 		PH ALL	
6.0	RESCUE BOAT WORKING GROUP REPORT		MC	
6.1	Peter Austin taken offsite for repairs. Peter Reid still to be repaired. <ul style="list-style-type: none"> - <i>MC – RIBSs repaired still in Jock Sturrock awaiting.</i> Parts to repair Harry T are now available (engine not lifting) <ul style="list-style-type: none"> - <i>PH - Still needs to Suzuki dealer for Repair</i> <i>PH – Services to all boats at Marina awaiting repair of the Pier.</i>			
7.0	RACE MANAGEMENT TEAM INITIATIVES		PP	
7.1	Volunteer Education Program to be initiated. PP to discuss with PH the distribution of the NSW Race Officials education webinar. <ul style="list-style-type: none"> - <i>PH noted & JS congratulated by all passing the National Race Officer Exam.</i> - <i>DM noted he got his ORCc certificate today. Congratulations from all.</i> - <i>BH – noted needed that ORCc details needs ‘endorsed by’ however this is not posted anywhere.</i> <ul style="list-style-type: none"> o <i>PP chase up with AS.</i> o <i>BH to come back to PP & JS on which ORCc measurement is required</i> 		PP BH	
8.0	AOB - Any other Business			
8.0	PB – Is there a BBQ on the balcony? Could it be added to the balcony? PB & PP to move the BBQ to the balcony post lockdown. BH – Come 1 st January, what is the penalty if a boat does not comply with the requirement to have all members as AS members or SailPass members? JS & PP to review. <ul style="list-style-type: none"> - <i>Could we apply a 3-point penalty?</i> <ul style="list-style-type: none"> o <i>PP questioned whether we could change the rules of AS. Although rule 46 suggested we could introduce a penalty.</i> o <i>JS asked for a ruling by next meeting.</i> 		PB & PP PP & JS	
Next Meeting 12th October 2021				

FUTURE MEETINGS	COMMITTEE	FOCUS AREAS
12 th October 2021	Sailing Committee	
9 th November 2021	Sailing Committee	
14 th December 2021	Sailing Committee	

2021/22 MEMBERS			
Chairman: Brett Heath	sailing@bretttheathconsulting.com	Chad Humphrey	sailing@rbyc.org.au
Denis McConnell	denismcconnell63@gmail.com	Phil Beddington	philthesportsphysio@gmail.com
Murray Cowdell	mcowdell@yahoo.com	John Spencer	ejohn.spencer@gmail.com
Phil Hall	boatingmanager@rbyc.org.au	Peter Gebhardt	peter.gebhardt70@gmail.com
Marni Irving	m.irving@bigpond.net.au	Paul Pascoe	paulpascoe55@gmail.com

OTHERS AS REQUIRED			
Laura Thomson	otb@rbyc.org.au		

	End August 21		21-22 Subs & Fees	
Inc GST	01.07.21 - 31.08.21		01.07.21 - 23.09.21	
	Invoiced	Outstanding	Invoiced	Outstanding
Member subs 20-21	\$ 838,838.00	\$ 138,202.00	\$ 850,538.00	\$ 151,188.00
Hardstand Annual Rental	\$ 83,342.00	\$ 16,653.00	\$ 85,983.00	\$ 19,294.00
Maintenance Fee	\$ 129,160.00	\$ 25,646.00	\$ 133,002.00	\$ 29,195.00
Marina Annual Rental	\$ 585,370.00	\$ 115,919.00	\$ 619,755.00	\$ 140,746.00
OTB Storage	\$ 16,384.00	\$ 3,707.00	\$ 16,646.00	\$ 3,923.00
TOTAL	\$ 1,653,094.00	\$ 300,127.00	\$ 1,705,924.00	\$ 344,346.00

	Future dated charges			
Inc GST			01.09.21- 30.06.22	
			Invoiced	Outstanding
Member subs 21-22			\$ 121,178.00	\$ 120,135.00
Hardstand Annual Rental			\$ 23,768.00	\$ 23,768.00
8				
Maintenance Fee			\$ 33,973.00	\$ 33,170.00
Marina Annual Rental			\$ 2,425,491.00	\$ 228,524.00
OTB Storage			\$ 2,174.00	\$ 2,129.00
TOTAL			\$ 2,606,584.00	\$ 407,726.00

Membership - August 2021

		TOTALS	TOTAL %
Senior	341		
Senior Family	95		
Senior Special	14		
40 Year	13		
50 Year	38		
60 Year +	36		
Honorary Life	6		
Senior Country	13		
Senior Absentee	33	Total Senior	40%
Crew	129		
Crew Plus	26	Total Crew	10%
Intermediate 18-29	101	101	7%
Youth	89	89	6%
Gym	75	75	5%
Social	250	250	17%
Social extra	75	75	5%
Junior family	30	30	2%
Iceberger	111	111	7%
TPI	2	2	0%
sponsors	4	4	0%
TOTAL	1481	1481	100%

	June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	End August 21
Senior	368	347	324	336	335	356	341
Senior Family	96	93	89	92	92	103	95
Senior Special	17	17	16	16	13	15	14
40 Year	18	14	12	12	12	12	13
50 Year	45	45	44	44	43	39	38
60 Year +	39	42	42	38	32	34	36
Honorary Life	7	7	6	6	6	6	6
Senior Country	12	16	16	15	13	13	13
Senior Absentee	55	49	40	38	36	37	33
Crew	184	149	143	155	156	140	129
Crew Plus	31	27	22	21	26	28	26
Intermediate 18-29	67	66	77	99	75	97	101
Youth U18	106	141	136	148	High	119	89
Gym	75	75	65	78	74	78	75
Social	242	233	212	207	207	255	250
Social Extra	79	77	64	64	63	73	75
Junior Family	14	19	22	28	25	31	30
Iceberger	75	79	78	73	81	114	111
TPI	0	1	1	3	3	2	2
Sponsors	11	2	4	4	4	4	4
TOTAL	1541	1499	1413	1477	1296	1556	1481

Membership count July 21 - June 22

	Jun-21	Jul-21	-/+	Aug-21	-/+
Senior	356	342	-3.93%	341	-0.29%
Senior Family	103	95	-7.77%	95	0.00%
Senior Special	15	14	-6.67%	14	0.00%
40 Year	12	13	8.33%	13	0.00%
50 Year	39	38	-2.56%	38	0.00%
60 Year +	34	36	5.88%	36	0.00%
Honorary Life	6	6	0.00%	6	0.00%
Senior Country	13	13	0.00%	13	0.00%
Senior Absentee	37	33	-10.81%	33	0.00%
Crew	140	130	-7.14%	129	-0.77%
Crew Plus	28	26	-7.14%	26	0.00%
Youth U18	97	93	-4.12%	89	-4.30%
Intermediate 18-29	119	100	-15.97%	101	1.00%
Gym	78	77	-1.28%	75	-2.60%
Social	255	249	-2.35%	250	0.40%
Social Extra	73	76	4.11%	75	-1.32%
Junior Family	31	30	-3.23%	30	0.00%
Iceberger	114	111	-2.63%	111	0.00%
TPI	2	2	0.00%	2	0.00%
Sponsors	4	4	0.00%	4	0.00%
TOTAL	1556	1488	-4.37%	1481	-0.47%

POS SPEND BY MEMBERSHIP TYPE - AUGUST 21

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
Senior Special	\$1,202.20	\$85.87	14	8
Honorary Life	\$442.00	\$73.67	6	3
60 Year +	\$1,994.73	\$55.41	36	15
Gym	\$4,096.00	\$53.19	77	37
Iceberger	\$5,467.06	\$49.25	111	76
Senior	\$16,789.97	\$49.09	342	149
Senior Family	\$4,313.65	\$45.41	95	38
40 Year	\$557.78	\$42.91	13	6
Crew Plus	\$1,089.89	\$41.92	26	12
50 Year	\$1,312.40	\$34.54	38	10
Social	\$8,124.78	\$32.63	249	76
Senior Country	\$274.00	\$21.08	13	2
Crew	\$2,271.43	\$17.47	130	43
Intermediate 18-29	\$839.50	\$8.40	100	8
Social extra	\$510.45	\$6.72	76	12
Junior family	\$122.20	\$4.07	30	2
Senior Absentee	\$54.60	\$1.65	33	1
Youth	\$0.00	\$0.00	93	0
TPI	\$0.00	\$0.00	2	0
Total	\$49,462.64		1484	498

Minutes of RBYC Cruising Group Sub-committee Meeting

Held via Zoom on Tuesday, September 7th, 2021 at 7.00pm

PRESENT:

Paul. Jenkins (Kathleen B) – Chair

Geoff Brewster, Barbara Burns, Jenny Collins, Sue Drummond, Terry Frankham, Peter Gebhardt, Pam Merritt,

APOLOGIES: Rob Hurrell, Peter Strain,

MINUTES: Of last meeting held on 3rd August 2021, were confirmed as circulated.

MATTERS ARISING from MINUTES: Nil

CORRESPONDENCE:

Out:

1. Email to Doug Williams advising him of cancelled July Guest Speaker Dinner, with apologies and thanks for the work he had done to prepare, and asking if he would be willing to present at a later date

In:

1. Email from Doug Williams confirming that he would be willing to present at a later date.

FINANCE: Nothing new to report

GENERAL BUSINESS:

1. **Chairman's Report** – (Paul Jenkins.)

- Installation of Solar Panels on Clubhouse close to completion.
- Pier repairs ongoing.
- Dredging of the Channel should be undertaken later this year.
- GC has had preliminary discussions regarding "Vaccination passports", however still need to understand legal requirements and lead by State Govt and peak bodies.
- New chef has commenced in Club Restaurant.

2. **Sailing Committee Report** – (Peter Gebhardt)

- No news apart from the fact that there will obviously be a COVID impact on the commencement of the full sailing program.

3. **Newsletter** – (Barbara Burns)

- Has a few articles for next newsletter.
- Barbara requested that if possible, articles be submitted in Word format.

4. **Guest Speaker Dinners / Social Events**

- Noted that the past two scheduled monthly Guest Speaker Dinners (July 16th and August 20th) have had to be cancelled owing to COVID-19 lockdowns. However, the respective scheduled speakers, Dustin Marshall and Doug Williams have both agreed to speak at a future events.
- Friday September 17th. Confirmed that the "Titanic Night", scheduled for Friday Sept 17th, will not be able to be held on that night, a casualty of the COVID situation. Jenny Collins has had a telephone conversation with Leonie Collins regarding this, and discussed rescheduling for February 2022. Committee agreed to reschedule the Titanic Night for Friday 18th February, 2022.
- Friday October 18th. Committee agreed that if the COVID restrictions had eased sufficiently to allow an October meeting (Friday Oct 15th), then we would hold a get-together dinner only, without a guest speaker
- Friday November 19th: To be reviewed at next CG Committee Meeting.
- Saturday Dec 11th – Hardstand Party

- Possible future speakers:
 - i. Dustin Marshall (Global Fisheries)
 - ii. Doug and Sandra Williams (Cruising the South West Pacific)
 - iii. Neil Blake (Port Phillip Bay-keeper)
 - iv. Prof Peter Cooke (Energy Transition Hub)
 - v. Adrian Finglas friend (motorbike around the world)

5. On Water Events:

- 18th– 19th Sept cruise to Docklands (Melbourne City Marina). Committee agreed that this event would need to be cancelled, another casualty of the current COVID-19 situation.
- Melbourne Cup Weekend (Oct 30th – Nov 2nd). Cruise to be to Wyndham Harbour, subject to the lifting of COVID-19 restrictions and facilities being available. Barbara Burns volunteered to coordinate.
-
- Bass Strait Cruise Sat 26th Feb 2022 to Monday 14th Mar 2022

6. Promotion of greater participation of boats in on-water activities and events.

- Committee agreed to hold over further activity on this front until there was greater clarity around when sailing activities could recommence. Proposed actions on hold include: (i) surveying boats in the marina and to “doorknock” potential cruisers; and (ii) holding a cruising info evening.

7. Cruising Group input to RBYC Strategic Planning – *waiting on completion of Sailing and Assets’ Committees’ Planning and report outs*

8. Service Recognition: Will Merritt’s long service and contributions to the Cruising Group Committee (including several years as chair) to be acknowledged at the next Monthly Dinner. An RBYC Shirt has been purchased, and will be presented with that acknowledgement at the first Monthly Dinner following the lifting of COVID restrictions.

9. Other business

- GC to be commended on reinstating the Friday Draw, utilising Zoom
- Question asked about “how the Club was doing through lockdown?” – Response was that membership numbers were stable (New members offsetting any resignations).
- Marina occupancy ~ 70%. Following seabed lease renewal, Club would look at perhaps changing pen sizes to cater for more larger boats vs smaller boats in line with ownership trends

Meeting Closed at 7:35pm

NEXT MEETING: Tuesday 5th October, 7.00pm at RBYC Clubrooms (subject to COVID-19 restrictions).

Chairman: _____ Secretary: _____

Date: _____ Date: _____

IDAG Agenda Item

Membership

- According the IDAG TOR, the IDAG cannot be chaired by a member of GC. I would like permission from GC to continue chairing this group at least for now. If an obvious successor comes forward then I would be happy to relinquish the chair.
- Roger Jepson and Wayne Seeward have both resigned from the group.
- I nominate Cassandra Treagus to join the group. Cassandra has volunteered for this and I have spoken with her over the phone. I request endorsement from GC.
- Seeking suggestions for one other member to join the group – preferably a senior member.

Niesje Hees

**Royal Brighton Yacht Club
CLEANER SAILING COMMITTEE MEETING MINUTES**

Saturday 4th September 2021, 10.00 am

Venue: Zoom

Present

Andrew Merrett (AM), Jenny Pascoe (JP), Kirsten Mitchell (KM), Kalpana Raghunathan (KR), Peter Demura (PD)

Apologies- None

Acceptance of previous minutes- as circulated

Moved: Jenny Pascoe

Seconded: Kirsten Mitchell

CARRIED

Business arising from previous minutes

- CSC Terms of Reference (ToR) and minutes to be circulated to GC before the next meeting.
- Follow up regarding EPRIB. To make progress with this item we need to investigate regulations around disposal. CSC will make an agenda item for next meeting to investigate regulations for managing disposal of expired EPRIB and cancellation of device registration with AMSA. CSC to investigate Club partnerships with companies (e.g., Kinetic technologies -Cheltenham, Battery World for a small fee (\$10).
-

Discussion

- Update on Solar panels
PD – work has started with progress being weather dependent. Carbon savings per year are estimated to be 127,738 kgs of CO2 per year.
Projected savings for power bills. Current costs \$ 110,000, Potential financial savings to be calculated once the performance of the system is available. The Solar system is only sufficient to supply the Club House. The marina has a separate supply. Should this initial installation prove successful there may be a place to investigate other areas of the Club which can employ solar panels.
CSC should use the Club proposal form for projects requiring Club funding.
PD has provided a brief report to GC.
- JP is following up with GM developing further Clean Regattas and publication dates for articles. JP will assist with writing up articles for Club newsletter
- Rainwater harvesting for boat washing discussed with the need to assess feasibility.
- Planning for swap meet on Opening Day. Initiate planning now. Open day date TBC.
JP suggested using the Sailors for the Sea website for ideas. KM leading this team and will liaise with JP for newsletter. KR & PD assisting.
- Report from PD on GC meeting that CSC has endorsement from GC in principle. We can keep planning core activities. Formal endorsement to be addressed at next GC meeting.

General business was included above in discussion

Meeting closed: 10.30am

Next meeting: Saturday 9th October

Time: 10.00am

CLEANER SAILING ENVIRONMENTAL COMMITTEE
[Environment and Sustainability]

TERMS OF REFERENCE

Purpose and role of the Cleaner Sailing Working Group

The *Cleaner Sailing Working Group* was formed to support the RBYC Strategic Plan – A Vision Towards 2030 and reports to the RBYC General Committee (GC).

The purpose of the *Cleaner Sailing Working Group* is to provide a platform for initiatives, information, advice, and views to GC on matters relating to the environment and sustainable practices within the Club.

The role of the *Cleaner Sailing Working Group* is to assist the GC to identify and promote projects, operations, and activities within the Club to improve the environmental capital of, and long-term environmental well-being of the RBYC community.

Functions of the Cleaner Sailing Working Group

- To actively advocate and champion best sustainable practices at the Club, including operations, activities, and events.
- To identify/create a list of projects/initiatives, prioritise these and present to the GC for agreement.
- To report progress on environment and Sustainability 'agreed projects' to the GC.
- To promote understanding of RBYC's local environmental impact and landscape, through expert consultation, gathering data and other information.
- To undertake activities that encourage and promote active participation by all members to support sustainability/cleaner sailing.
- To engage with the broader Bayside community, individuals/groups/organisations to promote our goal of a sustainability and environmental capital.
- To assist in identifying relevant existing resources, groups/organisations, funding opportunities and developing new resources to support of environmental well-being of the Club and immediate surrounds such as the beach front.

Membership

- Chairperson is appointed by RBYC General Committee.
- Membership is open to all members of RBYC with an interest in, and commitment to, the purpose of the working group.
- New members may join the working group at any time and the working group will actively attempt to recruit a membership that is representative of the RBYC membership /demographic.
- The term for appointed of working group members is two (2) years.

Royal Brighton Yacht Club (RBYC)

- A chairperson/and secretary may be appointed to coordinate and manage communications and workings/functions of the group.

Authority

The Cleaner Sailing Working Group can:

- Compile a list of viable projects to undertake and prioritise these initiatives.
- Prepare project plans, in partnership with stakeholders within RBYC and external parties where applicable.
- Identify the financial costs and other resources necessary to implement projects.
- Submit projects to GC for approval (agreed projects).
- Undertake approved projects subjects to GC requirements/criteria.
- The Cleaner Sailing Working Group will engage with other individuals/entities whenever necessary to ensure projects are relevant and aligned with RBYC needs.

Meetings

- Normally meet at least 6 times per year as per an identified meeting schedule.
- Meetings may be attended by other interested RBYC members and representatives relevant to discussion.
- Additional meetings may be arranged outside of the planned schedule as required.
- Quorum for meetings shall be 50% of the working group's membership.
- Have an agenda for each meeting, and minutes documented.
- Chairperson/Secretary email agenda, main action points and/or minutes to the working group.
- Chairperson/Secretary keep a record of minutes for each meeting.
- Smaller 'sub-groups' of the working group may meet to undertake assigned tasks identified and agreed to by the working group.

Reporting

- The working group reports to the GC.
- Minutes of each meeting will be provided to the GC and copy to General Manager for Club records.
- Project reports will be provided to the GC.
- A half-yearly and an annual report will be provided when required.
- Any outcomes of the working group will be reported to RBYC members through newsletters or projects updates.

Amendment, Modification or Variation to Terms of Reference

The Terms of Reference for the Cleaner Sailing Working Group may be amended, varied, or modified after consultation and agreement by a majority of the working group members and subject to ratification by the GC.

Document	Terms of Reference to be approved by the RBYC General Committee
Approved	<Insert Date>
Version	Version 1, 21 August, 2021