

ROYAL SOUTH AUSTRALIAN YACHT SQUADRON INC

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ANNUAL GENERAL MEETING

Held Thursday, 14th July 2016, In the Squadron Dining Room

DRAFT MINUTES until accepted at 29th Sept, Members Meeting

Attended by Commodore Rae Hunt, 52 Voting Members and 15 Non-Voting Members

1. **Apologies** – as noted in the attendance register

2. **Bereavements** – Ken Gifford, Don King & Tom Muir
One minute's silence was observed.

3. **Adoption of Minutes**

3.1. Quarterly Meeting of Members held on Thursday 24th March 2016

Move to receive the minutes – Commodore Rae Hunt, seconded Geoff Wallbridge – carried

Move to adopt the minutes with grammatical amendments as tabled – Commodore Rae Hunt, seconded Rod Wells – carried

Business arising from the Minutes:

- None

4. **Commodore's Report**

1. The Squadron has seen a marked increase in activity from both members and the public since the re-development of the Clubhouse which indicates a move towards a positive future so we can look and work towards growth and sustainability across all areas of the Squadron.
2. The Squadron's Strategic Plan was tabled last year and encouraged members to give their input for which we thank them.
The major areas identified were:
 - Barriers in achieving goals
 - Membership
 - Training & sailing participation
 - Governance & financial management
 - Facilities & infrastructure

Members of the Management Committee and Board have chosen to take various areas of focus to further explore and develop strategies for implementation.

3. The maintenance team continues to work on the fender/whaler replacements and other repairs to maintain the Squadron infrastructure
4. The slipway rail replacement has extended the lifespan of the slipway and the works came in below the budgeted cost. The Management Committee give thanks to Geoff Wallbridge, Mal Mead & his team, Lloyd Cushway and all involved who made this project a success.
5. Repairs to the eastern maintenance pontoon is ongoing and will be covered in the General Manager's report
6. Some infrastructure was damaged in the recent storms which most if not all will be covered by insurance

7. A few projects have been completed recently including the addition of a heater in Jimmy's Bar, the quarterdeck has new decking to make it safe and maintenance free.
8. Some of the future projects are: Jimmy's Bar extension and the mast shed floor pending discussion around the possible loss of mast work space. Solar & power savings, and the replacement of the Junior Clubroom as repair is not an option, Marina Stage 5, the vertical boat lift and the Draft Masterplan.
9. Overall there is always room for improvement which the Management Committee is very mindful of and does its best in the pursuit of best practice for the club and the Members.
10. In true Seamanship and Fellowship, the Squadron and its members hosted world sailors Ted & Leneke after their stricken yacht *Denique* was knocked down in the Great Australian Bight whilst enroute to New Zealand. Thanks to all who assisted them on arrival and during their stay at RSAYS and assisting them to return home to New Zealand. They look forward to returning to the Squadron after such a warm welcome.
11. Over the coming months there are many events and functions that offers something for everyone.
12. Thanks were given to the General Manager Andrew McDowell and the Squadron staff for their tireless efforts over the past year to provide a high standard of service and support.
13. Also thanks to everyone involved in making this a top notch club to be a prt of and belong to.
14. In Seamanship & Fellowship, let us all look towards the future with optimism and pride

Move to receive the Commodore Rae Hunt's Report, seconded Ken Case – carried
 Move to adopt the Commodore's Report Peter Last, seconded Barry Allison - carried

5. General Managers Report

1. The Jubilee Sailing Trust has agreed to our proposal with the final agreements being drafted. It will tie in with the National Discover Sailing Day so YA are keen to promote the whole event for us.
2. Solar Proposal has been revisited with an Adelaide based company. It has the potential to save the club up to \$32k per year. Members will be provided with finalised proposal for comment.
3. State Government Funding for sporting clubs, will be investigated through a meeting with Susan Close (PAEC) as to the suitability for the Club to apply for funding.
4. The old decking on the quarterdeck has been replaced with new decking. New table tops and chairs are also being purchased to give the area a great new look for the upcoming season.
5. National 9er Association National Titles being held at RSAYS. The proposal and agreement has been signed off and we are now looking to attract sponsorship for the event.
6. Storm damage caused on 9th May, included an etchell on its trailer which was blown over which brought down power lines blacking out the local area and damaging the fence. A flood light pole was snapped off its foundation, damage to the hinges on the fire boat berth and extensive damage to the shade-cloth on the northern fence line. Assessment of the overall damage has been done and repairs have been started.
7. Operational cost saving measures for the current financial year include fine tuning our advertising, bad debts being reduced by tighter control on overdue accounts, reduced insurance premiums (but still with excellent cover) auditing services put out to tender for potential savings, and the investigation of new reporting system which

may save time and resources. More timely repairs and maintenance which may gain greater life from our assets. More efficient running of the Food & Beverage area to maintain the profits produced of late.

8. Potential increased income streams have been identified for the next 12 months. Revamp the merchandise offered and potential online store. Explore the potential of increased diesel stock to service larger vessels. Continue to best utilise berths for maximum return for the owners, with a view to create demand for Stage 5 Marina. Continued growth in functions and public trade in Food & Beverage through marketing.
9. The maintenance team are now filling in a daily work log sheet which also assists in establishing a set of job safety analysis sheets.
10. Food & Beverage have a fantastic result after a substantial turn around to break even for the full year. Function and corporate trade has been very successful and is helping towards the substantial turn around.
11. Fender/whaler and bolt tensioning program is an ongoing time consuming exercise but great progress is being made by the maintenance team.
12. The vessel SARI has been removed from the pool and scrapped by the owner. The damage caused by the boat are covered by the owners insurance.
13. The slipway repairs have gone extremely well and under budget. When the sleeper replacement and capstan wheel replacement is done then the slipway repairs will be complete.

Development Advisory Panel report by Geoff Wallbridge:

Thanks were given to Mitch Mead for his "in water" assistance on the slipway rails project.

South East maintenance pontoon has been investigated for the best course of action. It was found that it was beyond repair therefore any attempt to repair would cost far more than the replacement cost. Geoff Wallbridge spoke to the diagrams on the screen to explain using marina walkway sections to replace the maintenance pontoon which could then be integrated with future Stage 5 Marina.

Questions:

- Kingsley Haskett commented well done Geoff, also that the walkway to the maintenance pontoon also needed replacement. The pontoon should have been pulled out and maintained every 2 years. We are now paying for the lack of maintenance. The northern pontoons probably need repairs also.
- Geoff Wallbridge agreed and commented that after a survey found many others that need attention and may also be at the end of their life and need progressive replacement.
- Roger Oaten – the 9ers Nationals in January 2017 proposal was that the maintenance pontoon be removed to allow for the "beach"
- General Manager Andrew McDowell replied that we may only have to leave off a section for the "beach"

Commodore Rae Hunt received the General Manager Andrew McDowell's Report, seconded Alan Duncan

Further questions:

- John Deniet asked, will the marina repairs through the insurance claim be upgraded as they may break again if not upgraded?

- General Manager Andrew McDowell The insurance report stated that the connections had worn to a point that the storms broke them and our insurance will replace new for old.
- Ken Case asked if there will be tenders for the solar power?
- General Manager Andrew McDowell replied that's been done and in the past it didn't stack up until now.
- Peter Last – will the panels go on the roof?
- General Manager Andrew McDowell – Yes but we will investigate other placement options
- Kingsley Haskett – solar hot water should be included at the same time. Semaphore Bowls Club has enough solar panels to be cost neutral, therefore our Club should be able to have enough panels to be cost neutral
- Ken Case – could we harness energy from the boats in the marina? Has this been investigated?
- General Manager Andrew McDowell - It wasn't addressed with the solar company so he will ask them about getting it off the boats and up to the Clubhouse
- Michael Rossiter – are we looking at storing the energy in batteries?
- General Manager Andrew McDowell – battery systems are very expensive but the cost is coming down. The system we are looking at is battery ready.

Move to accept the General Manager's Report by Commodore Rae Hunt, seconded Steve Kennedy

6. Treasurer's Report

6.1. Adoption of RSAYS Inc Financial Report for the year ended 30/4/2016

**** To assist Members' understanding of the financial performance of the Squadron as a whole the Directors of RSAYS Ltd have provided copies of the RSAYS Ltd Financial Report for the year ended 30/4/2016 for information purposes at this meeting. The RSAYS Ltd accounts will be formally presented for adoption at the RSAYS Ltd AGM on Thursday 11th August, 2016.*

RSAYS LTD Report

- Revenue \$234,505 including rent from RSAYS Inc
- Cash at bank \$2.1m
- Not much interest received on investments
- Ltd will receive \$26k pa from tenant in the new shed

RSAYS Inc Report

- Revenue \$403,408 from membership subscriptions
- Revenue \$552,674 from marina & storage fees
- F&B improving with increased turnover of \$250k
- End result is a small loss \$3,716

Current audit company has had a restructure therefore it's timely to tender for a new auditing company, with a possibility of saving up to \$10k audit costs. Also looking at a new reporting system which should be more economical and reports should come straight from the system.

Commodore Rae Hunt moved that the Treasurer's Report be received, seconded John Deniet

Questions:

- Kingsley Haskett: commented that Stage 1&2 is 26 years old and has been patched up over time. He said that marinas raised \$4m and he asked where is the financial plan to replace the marina?
- Treasurer Ian McDonald replied that the Management Committee in discussions for replacement points out there are many factors to discuss. It must be cost effective and efficient.
- Kingsley Haskett: The marina is a third to half its value yet rents go up. He is at a loss as to how it is calculated. If Stage 1&2 breaks loose, we need funds available to protect the member's investment and replace the marina.
- Treasurer Ian McDonald: The funds are available but we need to look at the Club as a whole.
- Kingsley Haskett: What is the total paid to staff
- Treasurer Ian McDonald: it's listed on page 6 on the Annual Report. There were no pay increases this year other than those in the General Manager's contract
- Kingsley Haskett: \$800k for staff pays, when we only collect \$400k from the member's subscription. Are we using marina money to pay the staff?
- Treasurer Ian McDonald: \$450k is the total staff cost. We are conscious of this and there was a staff reduction previously and the new system should help.
- Michael Rossiter: Does the trading statement for food & beverage include wages?
- Treasurer Ian McDonald: The cost of trading – wages and other expenses relate to sales. Last year it was \$300k to \$600k, this year \$300k to \$400k. There was a loss in 2015 but should be a profit for 2016
- Peter Last: Raised the matter in previous meeting, that he feels the useable advance is too low and should be raised from \$150 up to \$200

Commodore Rae Hunt moved to adopt the Treasurer's Report, seconded Phil Stump - carried

7. Election of Committees.

7.1. Election of Flag Officers & Management Committee

Commodore Rae Hunt, Vice Commodore Bruce Roach,
Rear Commodore Colin Doudy, Treasurer Ian McDonald
Committee Members: Helen Moody, Kevin Cook & Steve Beaufoy

No ballot was held and the nominees are declared elected

7.2. House and Social Committee

Chair: Andrea Mead
Co-Opted: Deirdre Schahinger, Bill May, Jill Roach, Gaye Fischer & Jamie Albrecht

No ballot was held and the nominees are declared elected

7.3. Cruising Committee

Chair: Kingsley Haskett
Members: Michael Rossiter, Lynda Walsh, Steve Kennedy, Ken Case & Trevor Manoel
Co-Opted: Alan O'Donnell

No ballot was held and the nominees are declared elected

7.4. Junior Development Committee

Chair: Mitch Mead

Members: Marc Kovacic & Keith Teagle

Co-Opted: Bruce Henshall, Phil Solomon, Stuart Davis & Angela Catlett

No ballot was held and the nominees are declared elected.

7.5. Racing Committee

Chair: Roger Oaten, Deputy Chair/Safety Chris Mandalov

Treasurer Lloyd Cushway

Protest (Chair) Andrew Waterman, Handicap (Chair) Bob Schahinger

Members: Chris Perry, Barbara Parker & Gerald Valk

Co-opted: Caillin Howard & Nives Vincent

Elected Friday, 29th April 2016, at the Racing Skippers and Crews Meeting

Motion to elect the committees by Rear Commodore Colin Doudy, seconded Kingsley Haskett – carried

- Point of order by Peter Kelly: he is impressed that the Cruising Committee has 6 elected members but the Constitution states there should only be 5.
- Commodore Rae Hunt: It was noted at last year's AGM and it has set a precedent
- Sally Metzger: Do we need a Constitutional change to include the Squadron Quarterly Committee as an elected committee?
- Commodore Rae Hunt: Agrees and will put it to the Management Committee for consideration
- Geoff Wallbridge: This is an opportunity to acknowledge the work that Sally puts into the Squadron Quarterly – round of applause

8. RSAYS Foundation Report

The Foundation Trustees are:

Chair Chris Mandalov, Deputy Chair Helen Moody, Secretary Gill Baker, David Borg, Bob Hogarth, Marion Holden, Roger Holden, Barry Allison and Peter Kelly

Financial Summary as at 30/4/16

- Equipment Fund \$6,351
- Sports Fund \$13,850
- Facilities Fund \$39,212
- Unconditional \$0

The Foundation has funded several projects – Support for RSAYS Crew at 2015 Women's Keelboat Regatta, UHF Radios for Dis-Able Sailing, 10 new sails for the Junior's Pacer dinghies and PRDs for race volunteers on Miss Robyn

Grants approved by the Foundation for 2016/17 are – Materials for the new decking for the Quarterdeck and RSAYS crew at 2016 Women's Keelboat Regatta

The Annual Giving Letter will be sent out to all members to enable members to donate to the Foundation.

Move to accept the RSAYS Foundation Report by Chris Mandalov, seconded Roger Oaten

Questions:

- Peter Last supports the Foundation and it has been required to be sent to Australian Sports Foundation. Does the new section mean donations can be sent direct to the Squadron
- Chris Mandalov replied yes it can be sent to the Squadron but it is not tax deductible unless it goes to the ASF

Commodore Rae Hunt moved to adopt the RSAYS Foundation Report, seconded Peter Last – carried

9. General Business

- Barry Allison: we pay a small percentage to Yachting Australia. What do we get for this and should we ask for more?
- General Manager Andrew McDowell: We pay a substantial fee as a whole through the club. A flat fee is imposed based on the number of members we have. Overall YA does a lot for sailing and we can go to them for help and the people we deal with are very helpful. It covers the on-water insurance for racing.
- Kingsley Haskett: In the season coming up there are 25 weddings from the 1st October, this may or may not disrupt the Club and visiting Clubs functions as these are booked before the committees get to book their events. Not happy that the Club is a wedding area and not highlighting yachting. The bookings tell the location of the event but not the timeframe, it would help to know the times. The charge should be more because it is disadvantaging members. We are taking bookings for 2017 which puts the members on the back foot. We are a yacht club and emphasises we should not put all our eggs in one basket with weddings.
- Commodore Rae Hunt: We need to look at alternative revenue to keep the member's costs down. We allow alternative areas for members and functions, so there is always an area for members.
- General Manager Andrew McDowell: We always ensure there is an area for members. Roger Oaten is working on the Year Book Calendar in advance to keep in front of the bookings because wedding are usually booked at least 12 months in advance. Any annual events are given priority and we are doing our best to get as much return to keep running costs down.
- Kingsley Haskett: Can we be given the timeframes so the members are aware when the club is available?
- Commodore Rae Hunt: It could be arranged
- Kingsley Haskett: What is the total number of memberships?
- General Manager Andrew McDowell: The total is listed in the Annual Report
- Rod Wells: Gave his appreciation to the Committees and Management in keeping the Club going forward. According to the YA website it lists the threats to yachting saying the trend is flat at best. For example: Number of juniors is very low, a fierce assumption of cost, there is less interest in traditional membership, lack of willingness in clubs to change. We need to be agile to survive and can't return to 1950's attitude. Thanks for taking the Club forward.
- Commodore Rae Hunt: Your comment is greatly appreciated
- Mal Mead: would like to suggest the need to take a look at ourselves as the Club goes forward as a business – we need the income! Are the members prepared to pay more fees for marina maintenance etc. Many are trying to make the Club more

profitable and more viable without increasing the membership fees. He applauds the General Manager for making the Club more profitable.

- Commodore Rae Hunt: The Management Committee is aware that we need external functions so we don't pass on the costs to members.
- Ken Case: Future AGMs should start with acknowledging the traditional owners.
- Roger Oaten: On behalf of the Racing Committee – concerned with the increase in crew membership fees and the affect it will have on the membership. Several crew have already stated they can't continue due to the increase. Could it please be monitored?
- Rear Commodore Colin Doudy: As the driver of the increase; crew membership after the fee increase hasn't dropped as yet. Resigned members didn't state the fees as their reason to leave. Someone has to pay to run these facilities and we only have less than a thousand members to pay for it. Boat owners pay more, other clubs charge more, even kids soccer clubs charge up to \$500pa. Therefore it's eminently reasonable and rejects the notion crew fees are too high.
- Roger Oaten: would still like it monitored by Management
- Tim Hardy: As a crew member disagrees with the increase. A point of interest that after 3 races you must join as a member but if someone has a power boat does their crew have to join after 3 outings?
- Rear Commodore Colin Doudy: the 3 races rule is a racing requirement. We are obliged to increase the Crew membership as it was being used as a cheap membership. We had 400 Associates, now we have 50 and 250 Crew
- Tim Hardy: Crew have no voting rights, does Associates? Intermediate has voting rights.
- Commodore Rae Hunt: Intermediate is a transition to Senior Membership & boating rights.
- Tim Hardy: Do Country Members have voting rights?
- Commodore Rae Hunt: Yes but they rarely attend meetings
- Tim Hardy: Mute-point because of travelling
- Commodore Rae Hunt: It's a Constitutional ruling that we abide by
- Peter Last: Voting right for Country Members are solely geographical
- Past Commodore Peter Cooling: we are blessed with fantastic volunteers who do miracles to keep the Club going. We need to recognise DAP (Development Advisory Panel?) they go unrecognised for the exceptional amount of work done by them – Geoff Wallbridge, Mal Mead and Lloyd Cushway
- A round of applause was given for them

10. Close of meeting – 10.10pm