

# ROYAL SOUTH AUSTRALIAN YACHT SQUADRON

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**DRAFT UNTIL ACCEPTED AT THE ANNUAL GENERAL MEETING – JULY 2015**

## QUARTERLY MEMBERS MEETING

Held Thursday 26<sup>th</sup> March 2015

At the RSAYS Clubhouse

**Meeting Opened: 8pm**

**Attended by:**

Commodore Peter Cooling, **44** Voting Members and **10** non-voting Members & Guests

**Apologies:** As recorded in the register

**Bereavements:** A minutes silence was held for Peter Lauridsen

**Minutes:**

Minutes of previous Quarterly Members Meeting 4<sup>th</sup> December 2014

*Report received Peter Cooling, seconded Richard Smith – carried*

*Report adopted Richard Smith, seconded Jacque Metzger - carried*

**Commodore's Report: Presented by Commodore Peter Cooling**

- Welcome to the new facility
- Club trophies, photos, paintings and books to be re-instated as soon as possible
- Racing has had many events including participating in the Sydney to Hobart, Geelong Regatta, National Multihull Titles, and the Etchells National Titles held at RSAYS which showcased our great club
- Cruising events held were trips to Pt Arthur in SA and Kangaroo Island
- Many RSAYS members attended the Wooden Boat Festival in Tasmania
- Others events at the Club were – Yachty Hot Shots, several wine tasting night
- Thanks are given to the committees for organising the events and F&B staff for their service
- Juniors held their annual camp at which the race for the Krusty Cup was held.
- We have a strong programme for Juniors, potential racing members of the future
- Twilight Racing had a mixed season because of weather. 200 attended the End of Season Presentation Night
- Future Events – Easter Regatta at Pt Vincent and the Official Clubhouse Opening Day Sunday 19<sup>th</sup> April with the grand opening by the Governor of SA, and Anzac Day-Inkster Race
- Membership numbers have had a positive growth. It's an uphill battle to get to the numbers of 10 years ago. All members are asked to be pro-active to introduce new members to the Club
- An internal investigation of GST with letters was sent to those affected. The letter included a proposal to simplify the administration fees. The revised letter will have the

administration fee charge deleted. All encouraged to support proposal that has no down side for members.

- With the Annual General Meeting to be held in July, all members are asked to consider being on a committee whether Management or volunteer. Nominations forms are available on our website
- The Autumn edition of Squadron Quarterly will be delivered next week, thanks to the members who help put it together the wonderful SQ publication
- Welcome to the New Function & Hospitality Manager Kevin Grant

*Commodore's Report received Peter Cooling, seconded Phil Stump – carried*

No business arising

*Commodore's report to be adopted, moved Peter Cooling, seconded Peter Last - carried*

### **General Manager's Report – Presented by GM Andrew McDowell**

- There has been positive progress for the Squadron with some long standing issues being attended to

Addressing the issues brought up at the last quarterly meeting –

- North Bank Power has been successfully restored through the replacement of the main circuit breaker by our new electrical contractor at a third of the cost from a competitors quote

Strategic Planning –

- A strategic planning meeting held in January agreed on a skeleton plan to be worked on the create a document for management to approve before being circulated to the members

Slipway derailments and action plan –

- Investigation is underway for a number of options for upgrades. After several derailments remedial action has been taken on the affected cradles. DAP Committee has deemed the slipway safe for the time being but will need work to maintain long term usage

New Furniture for the Club –

- New boardroom style table for the library, new “dry bar” tall tables & stools, plus tables & chairs for the balcony. In the near future an upgrade to the table tops for the quarterdeck tables. New library bookcases will be delivered in the next few weeks

F&B Update –

- Food & beverage cost of goods sold has been brought back into line with budgeted percentages being met in January. Focus is now on increasing sales and reducing wages.
- Introduction of Thursday night trade, Members Loyalty Program, Members only pricing on food & beverages, and a dual priced wine list (members & non-members pricing).
- Further development of function packages for corporate & wedding business.
- Increased training and development of staff

399 Year Lease Deed of Extensions –

- Any concerns or misunderstanding of the documents have been dealt with and all but 2 have been returned for executing.
- This give those members certainty to solve a long outstanding issue

Approved Contractor Agreements –

- Many are aware of the onerous obligations of WH&S legislation. It became apparent the club needed to tighten control and monitoring of contractors and persons doing business onsite.

We need to follow our duty of care and management of assessed risks to ensure our policies in place are being adhered to

Introduction of a approved Contractor Agreement allows access through agreeing to abide by club's policies, procedures and insurance requirements. This will be applied for annually for renewal at an approved contractor fee. This does not endorse their workmanship but is an approval to conduct work onsite

New Marina Carts –

- 14 New carts have been purchased for members use, to replace to old carts. Some heavy duty metal carts are being custom made

Maintenance –

- Maintenance is ongoing being systematically attended to, including marina repairs, power outages on the north bank, repairs to the quarterdeck, slipway cradle repair
- Stage 1&2 fender replacement has commenced. A manufacturer has been found to supply the “D” fender rubber at a saving of \$100k
- F&G T-Head repairs has been completed by Maritime Constructions. The project took much longer than expected but the end result is good and has been economical

*Report received Peter Cooling, seconded Richard Smith – carried*

Discussion followed –

- David Rawnsley – Regarding the timber selection (treated pine), is it suitable and or necessary? GM reply – Timber is needed to attach the “D” fender to the marina
- Michael Rossiter – Member discount has been advertised. How can we ensure we get it? I bought wine with no offer of discount. GM reply – Staff are being educated about new system. Apologies that you didn't get your discount, it can be credited to you

*Adopt report Peter Cooling, seconded David Borg - carried*

### **Treasurer's Report – Presented by General Manager Andrew McDowell**

- RSAYS Ltd
  1. Cash \$1,818,864
  2. Money owed by RSAYS Inc \$541,573
  3. Building expenditure \$1,993,813 (\$188,601 remaining including Stage 2 of project)
  4. Profit year to date \$115,996 after depreciation of \$67,971 (last year \$125,540) Also \$152,360 was received from RSAYS Foundation
- RSAYS Inc – financials until end of January
  1. Administration \$183,358 (without fuel tax credit = \$57,179)
  2. Maintenance \$12,592 loss
  3. Marina \$46,529 (\$22,536 wages saving – the balance is increased revenue)
  4. Food & Beverage \$40,555 loss
  5. Slipway \$3,151
  6. Committees \$4,920
  7. Profit year to date \$118,699 (without fuel tax credit = \$7,480 loss). An improvement of \$58,633 compared to last year \$66,113 loss.
  8. \$67,924 depreciation and \$132,000 rent to RSAYS Ltd
  9. Fee increase for 2015/2016
    - a. Subscriptions – no increase
    - b. All other fees increase by 2%

c. Wages increase 2%

*Report received Peter Cooling, seconded David Henshall – carried*

Discussion of the Treasurer’s report followed

- Kingsley Haskett addressed the Commodore, while he viewed the figures as modest, the economy is going backwards. It is his strong suggestion for 1% increase across the board as a modest increase. Reason being if the members pass the suggestion of no increase it can’t be changed later.

*Adopt report Peter Cooling, seconded Barry Allison – Carried*

**Ratification of 2015/16 Membership Subscriptions as per the list below:**

Category	Current Subscriptions	Proposed Subscription	Approved 3 ½ % Increase
Absent	\$171	\$171	\$177
Associate (incl \$150 Dining Room Useable Advance)	\$616	\$616	\$632
Concession Fee	\$129	\$129	\$134
Country	\$327	\$327	\$338
Country Family Member	\$423	\$423	\$438
Crew	\$306	\$306	\$317
Family (incl \$150 Dining Room Useable Advance)	\$1249	\$1249	\$1287
Intermediate	\$247	\$247	\$256
Junior	\$65	\$65	\$67
Senior (incl \$150 Dining Room Useable Advance)	\$997	\$997	\$1027

- Management Committee felt increase by CPI was not sufficient as it is a struggle to get enough income to cover expenses, in particular utility costs.

*Move that Membership Fees for 2015/2016 be received Peter Cooling, seconded Michael McMichael – carried*

- David Borg expressed his disappointment that the Treasurer is not present and is perturbed that the figures aren’t changing. Let’s not get back to the 1990’s when there was a 15% increase and a call on the Members. We must keep on top of costs. The CPI means little, it’s the cost of water and electricity that effects us. We should charge inflation plus 4% on top and keep within the realms of other clubs.
- Robert Henshall – we need to apply an increase to subscriptions. We didn’t before and got into strife. Should be CPI plus at least 2% equals 4.5% increase
- John Butterfield concurs that there needs to be an increase and not leave the burden on the boat owners.
- David Henshall asked - how do we stack up against opposition (CYC) fees. As long as we are close then we should have 1 or 2% increase anyway
- Commodore Peter Cooling replied that we are \$40-\$50 below CYC
- Kingsley Haskett commented that we are a private club and not affected by other clubs. Don’t “burn” Senior Members and we need to get back to 1800 members. Complained about wine list, loyalty scheme and useable advance. Does not support “No increase to subscriptions”
- Peter Last addressed Commodore Cooling saying the discussion of fees must be resolved. Either accept it and pass it or amend the proposal. The general feeling is to increase fees.

**Motion – Propose that Subscriptions for 2015/2016 b e promulgated plus 3.5%. Moved David Borg, seconded David Henshall -**

**23 voted FOR 3.5% increase, 16 voted AGAINST 3.5% increase = Motion Carried**

- Peter Last felt the useable advance should be increased
- Rod Wells is worried that increasing fees is the easy way out. Should increase efficiency. Higher fees won't attract new members
- Commodore Peter Cooling we are working towards a more efficient club
- John Butterfield – said don't increase useable advance. Adding Thursday trade is good
- **Richard Smith proposed that the Useable advance remain at \$150, seconded John Butterfield – carried**
- Peter Vincent does not support increase in fees, he feels it will drive people away
- Kingsley Haskett said he recalls the useable advance only being for one year only, now it's part of the cash cow for the Club

**That the motion be put, Commodore Peter Cooling, seconded Richard Smith – majority agree only 3 against.**

**Clubhouse Funding Report – Presented by Bruce Roach**

- Additional improvements or repairs \$125,405
- Professional, council and application fees outside original project budget \$117,296
- Assets purchased by RSAYS Inc \$147,185 (fuel tax credits used towards funding)
- Adjusted figures equate to 1% under budget
- \$1,173,672 to be re-couped through rental and increased trade

Foundation Funding	\$410,600
Futures Funding	\$500,000
Inc Funding (Fuel Tax)	\$147,185
Ltd Funds	<u>\$1,173,672</u>
	\$2,231,457 total

New signage, furniture restoration including old trophy cabinet and Rymill Cabinet, after much discussion and planning pictures are being re-hung.

A senior member contributed funding for reframing, the Club is grateful for their support from a quiet achiever.

Move to accept report Bruce Roach, seconded Phil Tassicker – carried

Bruce Roach gave thanks to all staff for their efforts to get everything back together  
It looks like a yacht club but also modern

The official thanks will be at Opening Day 19<sup>th</sup> April 2015

Report be adopted Bruce Roach, seconded Phil Tassicker – carried

**RSAYS Limited Report: presented by Chairman Peter Cooling**

- New Constitution – ongoing. Almost ready to put forward for discussion
- Slipway is being monitored to find a solution to problems

*Receive report Peter Cooling, seconded David Rawnsley – carried*

No Business arising

*Move to adopt Peter Cooling, seconded Phil Stump - carried*

**RSAYS Foundation Report: presented by Chairman Garry Read**

- Acknowledged the efficiency of the Foundation
- Annual Giving Letters will be sent next week and should have a good return
- Foundation Pamphlets are available to give information about the Foundation
- A Grant application was received this evening for consideration of the Foundation
- Bequeath by Graham Cotton was dedicated towards the building funds as per his instructions
- In July there will be a change of members in the Foundation as Kevin Cook and Garry Read retire from the Foundation

*Receive report Garry Read, seconded Kingsley Haskett – carried*

*Move to adopt Garry Read, seconded Barry Allison - carried*

**General Business:**

- Julian Murray asked if another working bee was worth-while?
- Commodore Peter Cooling confirmed the next working bee on Sunday 3<sup>rd</sup> May
- Colin Fraser asked about the dust nuisance from loading iron ore.
- Commodore Peter Cooling – the complaint will be reported to Flinders Ports
- General Manager Andrew McDowell – we have had a dry spell and Flinders Ports have put down tarmac in their area. The new fence should reduce the dust
- Colin Fraser – do we monitor the dust?
- General Manager Andrew McDowell – not at present
- Sally Metzger – we should be checking for pollution as well
- General Manager Andrew McDowell – EPA has followed up pollution
- Richard Smith – gave thanks to Commodore Cooling and his team for the fantastic job on the building project and bringing in on budget. He also asked if Clipper Race be advertised in the Ebulletin as member Campbell Mackie has signed up to be on board from London
- Commodore Peter Cooling – thank you for the confidence in the building. It wasn't just the Project Control Group, we should also thank Inc & Ltd, the Members and Squadron Staff.
- Peter Last endorses everything and hope the Gallery will be filled with pictures soon. We now have an excellent facility and not just a convention centre. Congratulations
- Commodore Peter Cooling – the Management Committee is aware that we are primarily a Yacht Club. Also the Gallery is work in progress
- Peter Hansen said the wine list is fantastic but not many SA wines
- Commodore Peter Cooling – the General Manager looked at the wine list to make it work for everyone
- Peter Vincent – there are only two Kaesler wines on the list, as a sponsor there should be more
- Commodore Peter Cooling – we will look into having more sponsors wines
- KingsleyHaskett – any advance on putting solar on the clubhouse?
- General Manager Andrew McDowell – we are waiting on the last of the quotes before we make a decision. The first wasn't favourable, with a long pay back and minimum return. The second is supposed to be more favourable
- Colin Fraser – we don't seem to have space to revere special yachtsmen. There were some displayed in Jimmy's Bar, the most controversial being Josko Grubic

- Commodore Peter Cooling – we can go through the archives for information
  - Peter Last acknowledged the Juniors and raised the point as he has many times before – where is the Juniors paraphernalia?
  - Commodore Peter Cooling acknowledged and also stated we need to acknowledge Life Members
  - Julian Murray – wine list is expensive, hope we don't get stuck with them and have to sell them cheap to get rid of them
  - David Henshall – what happened to the hat rack?
  - Commodore Peter Cooling – it will be returned until a suitable replacement is found
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- **Meeting closed: 9.40pm**