



Annual General Meeting Minutes

Sunday 24th June 2018

Today's minute taker is Sonia Mason

The Commodore reminded attendee's only financial Foundation, Life, Full ,County and Senior members are entitled to move, second and vote. Non-voting members can ask questions. Commodore then asked members if they wish to speak to state their name and membership number. Also confirmed that those who were eligible to vote had their orange voting tag.

1. Opening:

The meeting of the Annual General Meeting was called to order at 10:00 on 24th June 2018 in TCYC by the Commodore, Dave Randall

2. Apologies:

Neil Pipe, Trevor Taylor, Trevor Fettis, Chris Smith

The Commodore called on Gavin Dewhurst the returning officer, to verify there are 31 voting members present; Gavin confirmed that there were 31 voting members present and the meeting could continue. An additional three voting members arrived after the start of the meeting making a total of 34 voting members.

Two scrutineers from the assembled members were appointed.

Scrutineers: Stewart Dewar and Steve Gorbould

3 Confirmation of minutes:

Motion:

That the minutes of the annual general meeting – 2nd July 2017 be accepted.

Moved: John Percy

Seconded: John Clements

Carried: Yes

4 Business arising from those minutes:

None.

5 Commodore's Report – Dave Randall

Since accepting my appointment as Commodore in December 2017 I have had a busy time trying to come up to speed and understand all operations of the club.

I have endeavoured to approach all issues with the intention to act in the best interests of all members of the club, and hopefully improve the operations and

the appeal of the club to attract all members to participate in the various pursuits the club provides.

In delivering this AGM report I need to advise the following;

The club's financial situation is not a glowing success and has been poor for some years. The club has sustained the following reported results over the past 6 years;

2012-13 - Loss	\$52,037.00
2013-14 - Profit	\$ 9,326.00
2014-15 - Loss	\$ 5,312.00
2015-16 - Loss	\$80,267.00
2016-17 - Loss	\$24,607.00
2017-18 - Loss	\$56,720.00

Because the club does not have funds allocated to replace capital items approximately \$34,000.00 of necessary expenditure has occurred from the cashflow in the past year.

The poor results have been partly a reflection of several issues such as;

- Stagnant or falling membership numbers.
- Fall in membership use of club facilities including in sailing numbers.
- Fall in income streams from function bookings and general club use.
- Indecision due to not knowing the club's future pending the marina decision.
- Frequent changes in Management & Committee resulting in loss of gained experience and continuity, often requiring starting from scratch.

This has resulted in the club getting close to its financial limits before club membership subscriptions are due and increasingly the slow take up in members paying their fees promptly, seems to be a thing of the past, resulting in significant effort and time being spent on chasing up overdue funds. Time and effort, I must say would be better spent in improving the club in other areas.

Just reflecting on that we have \$80,000 outstanding in membership fees, with \$47,000 of that being from the Hardstand.

Neil will provide details on the financial position of the club in his report; however I must advise members of the concerns expressed by our auditors, who state the following,

“The club’s cashflow position and repeated losses is worrying. I have again included a going concern note in the accounts similar to last year, were I have put the same onus back on the board to steer the club back into positive territory. If profits and more importantly cashflows keep decreasing, I will be in a difficult position next year to sign off the accounts.”

Considerable emphasis has been placed on areas of the club operation which needs attention by the staff, management, flag officers and committee with the help of many members to help put the club on a better footing.

All members are asked to assist returning the club return to positive territory by actively supporting club patronage.

I intend to set up a forum whereby I will meet with several of the Past Commodore's, who are still active within the club, on a regular basis to actively discuss relevant matters in an effort to set some continuity in the operation of the club and to gain valuable insight into past happenings so that we continually improve our situation rather having to keep reinventing the wheel.

Matters receiving attention include the following;

- Improve presentation of the club to attract members to better patronise the club. This has been a key concern of mine to make it look better especially the outside area.
- Formation of a House Committee headed by the Commodore to manage and maintain the clubhouse and surrounds. Prior to this happening we have not had a house committee for several years and this has been left to the Club Manager.
- Effort to improve co-ordination between the administration and service staff to better deliver the clubs services to membership and their guests.
- Efforts to restore Burgee Room function bookings to a higher level so that the income stream can be returned to better returns than currently receiving.
- Review the responsibilities of the Social Committee to include jointly organising with club management in conducting and promoting club member functions and member services in the club. Social Committee to work closer with management to ensure events are what the members want and they will patronise.
- Review of membership categories to simplify and remove confusing qualification requirements. Once this is in place then we can promote new memberships particularly in the Family and Youth areas.
- With the Marina announcement made we have instigated a renewal of the hardstand lease from its current short-term status to a long term so that we can plan affordable upgrading of the facilities.
- Similarly, some discussions have been had to consider the clubhouse options which include possible re-development of the clubhouse. Our current situation has severely curtailed the amount of investigation being done at this time.

The Commodore then asked if there were any questions from the floor.

Rod Veerhuis raised the following concerns and issues.

When were Hardstand upgrades going to happen?

Safety Standards at the hardstand are not being addressed

Trees are unsafe and nothing is being done.

Electrical safety issues such as a Power pole being unsafe due to electrical shocks received from it.

Security Issues

No Amenities

Rod Veehuis then made the following comments

- He Indicated that from club financials \$250,000 has been paid in fees recently from hardstand and has not been spent in upgrading facilities.

- The reason why members are not paying their fees is because nothing is being put back into improvements.
- That fees are being paid by hardstand members and being used at the clubhouse and wasted.
- That only 8 members at hardstand participate in club sailing.
- That a report detailing unsafe power at hardstand has been ignored resulting in a dangerous incident recently when a power connector failed and suffered a melt-down.
- He stated that regardless of past years practices by previous committees the current committee has not addressed all the issues that have not been attended in previous years.
- That ongoing issues with removal of boats not conforming to club rules and non-payment of fees has not been addressed in a timely manner.
- Stated that the trees at the hardstand need attention and some branch trimming and advised that he had spoken the people who are handling our lease and they advised him that the club could clear any vegetation within the lease area.

The Commodore responded to the above concerns and issues by stating that he had only been Commodore for 6 months. He is meeting with the Acting Executive Officer Kevin Sneddon and Paul Beckwith regularly and that a report had been made which itemised areas that needed to be looked at immediately and other areas that required repairs and/or maintenance.

Kevin Sneddon then stated that Rod Veehuis would not be aware of the discussions being held between Dave Randall and himself where a lot of his concerns are already included in their working schedules for action requirements.

6 Vice Commodores Report – Ole Otness

This year has been a busy year with the amount of Social Events that have been held at the club.

Members have been able to enjoy a variety of functions that have been well received. Pricing has been adjusted for members providing them with a discount at events, and on some events there has been no charge to members. A bonus to us all.

These are some of the events that have been delivered this year.

- 6IX well received providing a fun full evening of music we can all relate to
- Tribute Nights – Some members even dressed up to attend.
- Rolling Stones/Beatles
- Bee Gees
- INXS
- Abba

Club Social Functions – To name a few

- Another successful Melbourne Cup attended by over 100 people all dressed for the races.
- Valentines Day - An intimate dinner in the Burgee room which was very well received.
- Halloween Always a night to scare you
- Australia Day, with the all-day 2.00pm to 8.00pm BBQ,

On a more serious note on the 28th of February the club showed the movie called A Plastic Ocean which attracted around 200 people and saw an income of over \$800 dollars.

Changes to Friday Night Raffles - The introduction of the Meat Packs is well received by all.

The NEW Random Member Draw going up by \$50.00 per week, currently \$1,000.00 and also two draws for those Members who attend on Friday night with a chance to win \$50.00 of house points.

A lot of planning goes into these events and my thanks go to the Social Committee members and other volunteers as well as the General Manager and staff who have assisted throughout the year when called upon.

Question from Stewart Dewar who asked now that the jackpot has reached the \$1000 does it stop at that. Ole answered that was correct. Dave Randall then expanded on this and explained that whilst the amount stays at \$1000 a second accumulation has started which goes up \$50 each week building up to take over once the \$1000 is won.

7. Treasurer's Report – Neil Mason

I would like to thank Daniel our auditor for attending the meeting today. He is available to answer any questions.

End of year Financial Statements show a loss of -\$56,723. This is a greater loss than the previous year of -\$24,606. Until the last couple of months of the financial year we were on track to make a profit for the year. This shows that the club is still operating on the edge of financial viability.

Our Auditors have highlighted that there will be problems with signing off on the accounts next year if we do not get the finances into positive territory.

The Committee of Management this year has made very good progress with controlling expenses in all areas of the club. Our membership has also remained constant.

The two key areas we have experienced problems in are

- Revenue from the Burgee Room
- Unplanned Repairs

Income from the Burgee Room has been on a steady decline since the 13-14 Financial year with a slight upturn last year. Using data from the finances and proportioning Admin Wages and excluding overheads like electricity etc, the Burgee room has gone from a profit of \$173,000 in 13-14 to \$38,500 in 17-18. That is a decline of \$134,500 off the bottom line. If the Committee of Management had not been controlling spending, we would be in a very bad financial position now.

We have also had a lot of unplanned repairs

\$18,555 is shown in the P & L (Air Conditioning, Dishwasher installation, Peter Kirkham repairs, tables in beer garden, gate to stairs, keep on repairing tractors).

\$15,551 is capital which is out of the Bank Account and on the Balance sheet

\$11,966.27 (Dishwasher replacement, New Deep Fryer, New Glasswasher, Outdoor heaters, Security Cameras, Stools for Beer Garden, Whipper snipper and attachments,.

\$3585.90 Self-Funded - Wind Instruments for Andrea Christine

So what are we going to do about this??

- We are making sure we are only running sailing events that are cost neutral or make a profit. e.g. We are not supporting Westsail this year
- We are going to capitalise on the good work Gavin has done with running events and Tribute nights to encourage membership growth and participation
- As you may or may not know, Gavin is leaving the club in two weeks. We will be asking the new Manager to maintain the events as per current arrangements but want him/her to focus on getting business for the Bugee Room. We will not get it back to the peak of 13-14 due to the economic climate, but we should be able to make the club viable again.

I would like to thank the Finance committee, Committee of Management and all the other volunteers that have helped me with the finances during this difficult period and look forward to working with you all during the next 12 months.

8 Rear Commodore Sail's Report – Presented by Dave Randall

This year we did not have a Rear Commodore Sail and various functions have different areas of the role taken on the

The 2017-18 sailing season ended successfully, with a well-attended Presentation Night

Function. With the absence of a Rear Commodore Sailing being in charge for the season the Sailing Committee chose to jointly take on tasks to enable the club to carry on with the sailing programme. While I took on the bulk of the administrative duties I would like to express appreciation to Neil Mason and race crew, John Percy, Stewie Dewar and the boys, Michael Jones, Clemmo and guys & girls and the Division Reps for all their efforts in ensuring our sailing programme was a success.

Whilst our sailing numbers were down on previous years, it is encouraging that with some changes the coming 2018-19 season looks promising.

Again, it would be most helpful if a new Rear Commodore Sailing appeared who is willing to take on the duties and responsibilities required to look after all the sailors of the club. There is a lot of experience and muscle available to assist after considerable efforts made in past 12 months to better service our sailing requirements.

Considerable early planning has taken place for the coming seasons programme with varied racing options available.

Locking in dates for visitors coming down to the club or attending events at the club have been carried out with increased visits planned, including the following;

- Catalpa Race & Ode Saw Memorial with FSC
- Royal Freshwater Bay Race Weekend
- 61st Cockburn Sound Regatta

- 63rd Yvonne Catamaran Australian Championships
- Warne Shield, Cockburn Cup & Dvoretzky Cup with FSC
- South of Perth Yacht Club Visit
- Hillary's Yacht Club/Fremantle Sailing Club 3 Ports Cruise
- Minnow State Championships
- Flying Ant State Championships
- Farr 9.2 State Championships
- East Fremantle Yacht Club visit
- Beneteau Race Series visit.

9 Rear Commodore Power and Fishing's Report– Presented by Dave Randall

Also, without a Rear Commodore in charge, we were forced to split the support craft section between Stewie Dewar to head the extremely hard working and dependable group, looking after and operating our Start boat "Andrea Christine". Currently "Andrea Christine" is on the hardstand having a good work over to improve its capabilities and general maintenance to be ready for the coming season.

Michael Jones, John Clemments and enthusiastic volunteers ensured we had the on-water support ribs manned and available to look after all the support needed to safely conduct racing.

Special thanks to Dave Slowley, Ernie and Elizabeth who constantly manned the tower to keep a watchful eye over all of us out there. It is amazing that they seem to see when someone falls off a boat, or tip over or do something else of note so that there is always a reason for a bell ring.

10 Rear Commodore Juniors' Report – Michael Jones

The past season has seen the Junior Training Programme enter a rebuilding phase. With the rise in of overall participants last season we had to run two Tackers programmes each Saturday. We have had a slight rise in junior's sailors competing nationally and state titles as the Minnow and Flying Ant Nationals were here in WA, two 29ers went to Queensland for their nationals.

We decided to concentrate on teaching new kids how to sail whilst ensuring that they had fun during the process. Junior training this season was a joint effort between John Clements and myself with Dave Randall being sailing principal. Of course, none of this would have happen been possible without the help of the Mums and Dads of the kids involved, but also from quite a few club members that helped out and who don't have children in the program. I take this opportunity to thank you all.

Whilst a lot of focus went to those just starting to sail, we also built the skills already learnt to the point where junior members competed in state and national championships here and interstate. Congratulations to not only those that won awards but also to all of those that competed.

Next season will see a continuation of this role with the focus on still growing the junior numbers and developing the sailing ability of the returning juniors.

11 Executive Officer's Report – Presented by Dave Randall Commodore

Following the announcement that that the Marina is not to go ahead we have instigated a move to upgrade our lease of the hardstand from the current short-term lease to a long-term lease. Application has been made and the Commodore has met with the Premier in an effort to have the jurisdiction issue overcome to allow DOT to have the ability to act on our request. I received a call from the Premiers office last Friday stating they are still waiting on the Minister of Works before DOT can process our application.

Considerable effort has been made by the hardstand volunteers to improve the appearance and operational operation of the hardstand during and after a successful, well attended busy bee which saw the following attended to;

- AC roof replaced on ablution block with colorbond.
- Perimeter fencing repairs.
- Additional lighting poles and electrics, thanks to ROCC members and Steve Burns.
- Additional Security cameras installed (Thanks to will McGurk)
- Entry Gates issues have been resolved and we are now better able to look after.
- Reviewed gate access keys to ensure only authorised members have access.

A few problems still keep causing concern involve the following;

- Not to drive tractors into water.
- Not to leave old car, truck tyres in yard.
- Keep individual bays neat and tidy.
- Not to leave power leads connected and active.

Considerable efforts have been made to ensure all members with hardstand obligations have paid their fees, however as of this date there are still many outstanding which means the club has to instigate measures to try and settle the issue.

With the absence of an elected Executive Officer to look after the Hardstand and mooring responsibilities, I would like to express my, and the club's appreciation to Past Commodore Kevin Sneddon for agreeing to be Acting Executive Officer and keeping the hardstand in such an organised state and to Paul Beckwith and the many volunteers who have put in such an effort to ensure the area works effectively.

12 Club Manager's Report –Gavin Dewhurst

Today's report will unfortunately be the last report for myself, as I am sure you are all aware that after two years as the Club Manager I am moving on to a new professional and personal challenge.

This is not to say the past two years haven't been a professional and personal challenge as Club Manager, as recent years have been specifically difficult years for the club, and for local hospitality venues also; constant additional competition emerges in the forms of restaurants and bars in very near vicinity, battling for their slice of the pie and taking a little from us as they take it.

Another hard area in the industry is functions, with all clubs reporting the same story that they are just not getting the numbers they used to, and this has had the most significant impact on our club's food and beverage income.

All this occurring in a time where money is tight for the average person, and many families struggling with reduced income and therefore drinking and eating and boating money.

To further exacerbate conditions, the club has come to that age where many plant equipment items have come to end of life and have required significant expenditure to repair and maintain, from air conditioners, to reticulation, to deep fryers and hot water systems.

Despite the current economic and competitive climate, the team has not given up, and the club has worked hard to slow and reverse the atrophy by ensuring more and better entertainment and member functions, increased numbers on Quiz nights, and better food and raffles on Fridays.

And although size and number of function enquiries has dropped our execution and customer satisfaction continues to increase, and emails of thanks to the team are regular and well received.

Member benefits, service standard, food quality, beverage range, entertainment, and presentation of the venue is all on the improve and continues with this trajectory.

Our hardstand is more secure and protects member's property better, with improved enforcement of access control, increased enforcement of third party insurance, and as the Commodore has reported work is underway to secure its longevity and invest in improving the facility.

Our execution of key events such as our Cockburn Sound Regatta, Catalpa Classic, Rockingham Race Weekend, 9er Association and many more have been excellent both on water and off, our reputation for this precedes us among other clubs, and I am proud to announce that the Benetaus have contacted us about returning to TCYC for their 2019 regatta.

We have successfully cultivated a skilled and capable team who will continue to deliver results into the future in my absence, and I am happy to say that long time members have remarked that we have some of the best staff the club has ever seen; a team I have been proud to work with.

Although we have seen some significant gains, I cannot stress the issue enough that your club needs your support as members more than ever in these difficult and competitive times.

Your club needs you to be an attendee of events, be a diner, be a drinker, be an inviter of guests, be a promoter of events, be a volunteer, be an ambassador of the club; be an engaged member.

After all, what is a club without an engaged and loyal membership, it's just another venue, and The Cruising Yacht Club means much more than that.

I am proud to say that the club is a better club than two years ago and I am thankful for the support I have received during my position as Club Manager, and I look forward to seeing this continue with the appointment of my successor and the direction the Committee takes leading the club into the future.

Motion: That all reports be accepted.

Moved: Stewart Dewar **Seconded:** Sonia Mason **Carried Yes**

13 Notices of motions: There have not been any submitted.

14. Election of patron:

The Committee of Management recommends,

Patron

Captain, Brian Delamont, RAN, Officer Commanding HMAS STIRLING' as Patron or his successor.

Brian Delamont was appointed last year therefore this is an announcement only of Patron. There is no need to vote on a motion.

15 Election of the following Vice Patrons: (up to six)

There is a change to our Vice Patrons this year.

Vice Patrons

- a) The Hon Mark McGowan, MLA,
- b) Councillor Barry Sammels, Mayor of the City of Rockingham,
- c) Mr. Basil Papparone, President, Rockingham and Kwinana Chamber of Commerce,
- d) Mr Steve Gorbould, Life Member and past commodore
- e) Mr Trevor Taylor, Life Member and past commodore.
- f) Mr. Stewart Dewar

I hereby move accordingly that they be accepted.

Moved: Seconded: Carried: Yes

16. Election of Office Bearers:

Elected Unopposed

Commodore	Dave Randall
Vice Commodore	Ole Otness
Rear Commodore Juniors	Michael Jones
Treasurer	Neil Mason,
Secretary	Sonia Mason,
General Committee Member	Emiliano Barzotto,
General Committee Member	John Clements,
General Committee Member	Trevor Fettis
General Committee Member	Andy Strong
General Committee Member	Trevor Taylor
General Committee Member	Tom Geling

Due to the vacant positions the returning officer asked the floor if there were any nominations for the vacant positions of, Rear Commodore Sail, Rear Commodore Power and two General Committee positions.

Nomination from the floor

Bernard?? A new full member who initially put his hand up for Rear Commodore Power not knowing the full requirements of the role. It was then discussed with Bernard that he should join the COM as General Member to gain further knowledge of the club and the responsibility of being on the COM. Bernard is new to the club and cannot automatically join the COM as he is required under our constitution to have been a member for 12 months. Bernard will need apply to the COM formally to waive the required 12months period before he can be considered for a General Committee member on the COM

No nominations were received for Rear Commodore Sail, Rear Commodore Power, and 2 General Committee.

Rear Commodore Sail	Vacant
Rear Commodore Power	Vacant
2 x General Committee	Vacant

17. General business:

18. Next Meeting:

The next Annual General Meeting is proposed to be held 23rd June 2019

19. Meeting closure: 24th June 2018 at 11:45am.

20. Minutes taken by: Sonia Mason

DRAFT