

Claremont Yacht Club (Inc)

Half Yearly General Meeting 19 March 2020

Commodore's Report

It is with great honour that I present my first report as Commodore. This report covers the six months since my election as Commodore of CYC in September 2019.

Firstly, I thank my Flag Officers and General Committee Members who have been very supportive in their roles. Particularly, I would like to thank Vice Commodore (elect) and Rear Commodore Sail, Richie Boykett and Honorary Treasurer (acting) and Rear Commodore of Dinghies, Dom Papaluca, who have each stepped into more significant roles for the Club since the AGM. These are alongside Rear Commodore of Power Mike Della Posta. I thank Flag Officers for their contributions to this report and everyone's tireless commitment to maintain the services and long-term goals of your Club.

In addition to the volunteers on General Committee, we have many others that contribute to the Sail, Power and Dinghy sub-committees which get our competing boats out on the water. I thank all our volunteers who volunteer their time and services to maintain the Club's facilities, grounds and history.

As a Committee, we have had our work cut out for us over the past five months. We have seen the departure of General Managers and Committee resignations. I would like to thank Paul Hodgson and Dave Andrews as the Vice Commodore and Treasurer respectively for their service. I would also like to thank Justin Congdon and his employment Committee for their efforts in recruiting the new General Managers.

Committees are always a mix of opinions. While that can be challenging, it is also part of the reason why, ultimately, we move forward with the best approach. We are striving for an environment where we can foster enthusiastic Members to take part in what they love so much. This is only possible with the guidance of those already on Committee and our past leaders making room for them. We are always looking for new and interested Members to contribute.

Being Commodore for me has also meant continuing with how we are viewed in the community. I have joined the Commodores Association and attended many events on behalf of the Club. I do this to fly the flag and show we are a professional Club and equal to any of our peers on the river. It is also valuable to see how other Clubs run and the challenges they face.

Our marina is running well with vacancy rates dropping. For the first time in many years we have started a waitlist for pens under category 10. The H jetty south pens still have low interest and will continue to reduce our profitability.

We have recently introduced some new initiatives to help fill our marina and these include a 'no allocation fee pen option' that in the medium term will increase our marinas profitability. This is proving successful in filling pens while also increasing our new Membership base. It is hoped this will also flow into greater revenues within our Food & Beverages operations.

At the last AGM we got approval for the Deepdene bathroom renovations. The preliminary work has almost been completed and it is proposed works will start in June this year. I thank Peter Stanley for his efforts in getting those works into the final stages and Linda Spargo for her design input.

Our Office continues to function well with no change in staffing and I would like to thank Sue, Lorraine and Laura for their efforts. Since the transition of General Managers, they have all increased responsibilities and stepped up to the challenges of keeping continuity of service to Members.

MEMBERSHIP UPDATE

During the past 5 years (Jan 2015 to Jan 2020) there has been little change in the Membership of our Club. The number of voting members, predominantly the owners of boats in our marina, is essentially unchanged (301 in Jan '14 compared with 314 in Feb '20). During the same period the marina has grown from about 170 up to about 225 pens. That represents an increase of just over 30%.

Our current Membership is made up of approximately 314 voting members and 670 non-voting Members, this includes 450 members who have joined CYC through direct Social Membership or affiliated Clubs such as CCGS OBA, Just Friends, NWGFS & Lions. Total number of Members is 984 and compared to a similar time last year represents an increase of 56.

HOUSE REPORT

Our dedicated staff have produced fantastic service, organising and catering for our regular and special events and efficiently managing the many administrative tasks necessary to ensure the smooth operation of the Club.

This has become more evident since Richard Teuchert resigned in December 19 and newly appointed GM Dean Logan and Hospitality Manager Tina Brown decided that CYC was not a good fit for them and have left after only a couple of months to pursue other options.

We are excited to have Michael Cutler as the new GM starting at the end of March. He comes with a wealth of experience and we hope he will be a great fit for our Club.

Members can now enjoy Barista Coffee at CYC thanks to our new Shore Sponsors Jon Gregson / Gregson's Auctioneers, Ken Craig / Diamond Hire and David Bovell / Corica Pastries who kindly donated this machine which is in the Deepdene.

A Recycling Program will commence at CYC in May 2020 in conjunction with Scouts WA. You will notice the Recycling bins around our Club so please utilise them. Full details of the Joint program will be in Midstream shortly.

The secret side of a past Commodore, Dominic Papuluca came to light on Sunday the 16th of February when he and his drum kit, together with his garage band performed for the first time in public at CYC and we were pleasantly surprised just how good they were.

Keep your eye on Midstream for their next performance at CYC.

To all our volunteers, Committee Members and Staff who are continually working for the betterment of our Club, a Huge THANK YOU for your support.

Peter Wilkinson

Newly Appointed Acting Chair of House

POWER BOAT SECTION

On the water CYC enjoyed another successful time trial season. Liquid Asset 2 skippered by Paul Hodgson taking out Club Champion. Our very own Commodore Darren Chatfield was awarded CPYC's best first year skipper, while Rob Ryan won first for consistency with Paul Hodgson taking out second.

This is no mean feat for our small Club and something we can all be very proud of.

Many thanks to the volunteer organisers and check pointers who made this season possible. We are now looking forward to this year's events both on and off the water.

The annual "Rotto catch-up" was held at the Rottnest pub on the 28th December with around 30 members and their families attending - it was a fantastic afternoon. This year we also caught up in Narrow Neck for a "New Years Eve Club Beach Cricket Match", this was a great way to start our celebrations and a big thanks to Roger Hunt for organising the event.

The Power Committee welcomes all new Members and hopes to see you all become involved in the Club in some capacity. The Power Committee also encourage our longer standing Members to get involved in Club activities. Your participation will make our Club stronger as we move forward into a prosperous future.

Mike Della-Posta

Rear Commodore Power

TREASURERS REPORT

The Club continues with its robust financial position. We are sitting with good cash reserves and are opting for a conservative approach over the next six months. We are holding off any changes to fees and charges until the business has stabilised under new management.

I have detailed some specifics below:

The bank balance (for all accounts) totals \$142K vs \$102K at the same time last year. Tracking well with half-yearly moieties to come in during January 2020. We can pay \$200,000 off the loan, but have opted to pay \$100,000 off now, and review in the next couple of months whether we can do another \$100,000. The loan facility was at its most just over \$2,000,000 and with this repayment will be down to \$750,000. At the current repayment rate, we would hope that this will be completed in FY2023-24.

The reason for my conservative approach is the change of General Manager can have an unsettling effect on the staff, mistakes can be made - due to "learning the ropes".

Taking the half year to date from a profit and loss perspective and compared to budget, Fuel revenue is up, Membership is up (mainly due to nominations), Bar and Restaurant are up, and Pens and moorings are up. Consequently, Overall Total Revenue is sitting at \$1,282,545 vs \$1,207,602 budget. Fuel, Beverage, Food and Regalia Direct costs are slightly down, so the gross profit for the year so far is \$962K vs \$886K budget. Great Result. \$76K up for the year so far.

On the cost side of things, the story is mixed: House overheads are over by \$28K (which has ramped up a bit due to two GM's on the books at the same time, but that has been totally offset by Bar and Restaurant being under by \$26K with workers comp insurance and the previous GM doing the Functions Manager job as well as GM job.

Jetties is over by \$52K - mainly due to repairs and wages allocation - this is a seasonal thing - some repair work must be done when the weather conditions are conducive.

The upshot of all this is that we have a year-to-date net profit of \$151K vs a budget of \$132K.

As a general note, I'd like to disclose to the Membership that the figures for January 2020 and February 2020 have not been as rosy. Hence my caution on paying down debt too quickly. This is a normal consequence of staff-turnover affecting performance and service levels, but I have complete confidence in the General Committee that they will employ suitable people to get the job done and build on the hard work put in by all so far.

I thank the General Committee and the CYC staff for their efforts.

Dominic Papaluca
Acting Treasurer

KEELBOAT SECTION

Claremont Yacht Club continues to have a small but dedicated band of keel boat sailors taking part in organised Saturday and Wednesday sailing events, as well as having an active cruising group. The Sailors like many Members, enjoy the simple art of sailing and spending time on the Swan River.

This season has seen an active inter-club series with regattas held at NYC, PFSYC and CYC and will culminate in our Commodores Cup on the 15th March. This group is ensuring that CYC, as one of the oldest Clubs on the Swan River, continues to be recognised for its proud heritage. The Sailing Committee ensures that CYC is well represented in various state organisations who have oversight of boating on the Swan River. The Club recently hosted SAWA and Members had the opportunity to meet with and challenge this group over what they were offering to sailing, powerboating and cruising clubs. The Sail Committee look forward to continuing to represent CYC and the Sailing community.

This year we are trialling a Club sailing boat. This will be available to all Senior Members and hopefully encourage further involvement with an increase in participation for Club organised events. We also have a few skippers who are happy to take Members and guests out to enjoy a day or evening on the river, while also offering instruction, coaching and development of skills.

We look forward to seeing you out on the water - fair winds.

Richard Boykett
Rear Commodore Sail

DINGHY SECTION

The Dinghy Section of the Club is in great shape. Participation numbers are up to a total fleet of almost 30 boats and it is rare to have less than 20 boats competing on a Sunday morning. We are now at the point where we are looking at selling off some of the rarely used Club boats to make room in the dinghy shed for new Members. We are looking at an online auction of 3 of the Club Lasers (and rationalise the remaining three Club Lasers so that they have the latest gear on them including reasonable sails, making for a better experience for those that use them).

We are also looking at rationalising the safety vessels and again selling off one which is surplus to requirements. We will use the funds to buy GPS trackers and training aids to help educate our sailors and lift the standard of sailing at CYC.

Junior sailing is still struggling. We are considering leaving the juniors to the Clubs that are setup for it (RPYC, RFBYC, SoPYC) as we have nowhere for the juniors to go and we don't have the resources to run the programs properly. It requires somebody to be employed part-time to make it work, and we don't have the capacity for that at this time. We are considering selling off the Optimist training dinghies and concentrating on "adult" dinghy sailing. We will have a full report by the Annual General Meeting.

Dominic Papaluca
Rear Commodore Dinghies

Thanks again to all that contributed to this report and I look forward to seeing you enjoying your Club.

Darren

Darren Chatfield
Commodore