



## Annual General Meeting Minutes Sunday 2nd July 2017

Today's minute taker is Sonia Mason

The Commodore reminded attendee's only financial foundation, Full County and senior members are entitled to move, second and vote. Non-voting members can ask questions.

**1. Opening:**

The meeting of the Annual General Meeting was called to order at 10:10 on 2<sup>nd</sup> July 2017 in TCYC by the Commodore, Alan Peirce.

**2. Apologies:**

Neil Pipe, Lynn Murray, Colin Jones, Ally Mounsey, Barry Hooper.

The Commodore called on Gavin Dewhurst the returning officer, to verify there are 26 voting members present; Gavin confirmed that there were 26 voting members present.

Two scrutineers from the assembled members were appointed.  
Scrutineers: John Percy and Des Hazel

**3 Confirmation of minutes:**

**Motion:**

That the minutes of the annual general meeting – 26<sup>th</sup> June 2016 be accepted.

**Moved:** Alan Peirce

**Seconded:** Emiliano Barzotto

**Carried: Yes**

**4 Business arising from those minutes:**

None.

**5 Commodore's Report – Alan Peirce**

**5.01 Hydro-Foil Pro Tour – Kites**

As many of you would be aware we conducted the final leg of the world championships of the Hydro-Foil pro-Tour in November/December last year with great success.

The event was a great success thanks to the efforts of Trevor and Adam Taylor and their team of volunteers both on and off the water. The event was also well supported by key sponsors including Rockingham apartments, The

City of Rockingham through their grants program, the Chamber of Commerce, Malabu Fresh and many others. A very big thankyou to everyone involved.

#### **5.02 59th Cockburn Sound Regatta**

Once again, the CSR was a very well supported event with many familiar faces from other clubs participating in the event. Our wonderful volunteers were front and Centre ensuring the smooth running of the event.

This year marks the 60<sup>th</sup> anniversary of the CSR I can also confirm that the KIC and the Rockingham City Council have committed to supporting the event once again; we are just waiting on confirmation of the amount from the council.

#### **5.03 Commodores Ball – Mark McGowan Plaque.**

Our Commodores ball this year was a great success, so a big thankyou to all those who made the effort to attend and a big thankyou goes to Sonia and Sylvia who decorated the room that ensured the evening went off without a hitch. It was great to see both the Premier and the Mayor take the time to attend; we also marked the occasion with a small plaque that will be displayed in the club building once a suitable place has been found.

On the evening, we gave away some wine glasses as a memento of the 60<sup>th</sup> anniversary with a special design on them as well as having the design emboss on the sponsored wine bottles, the design was put together by Josh Humphries.

#### **5.04 Vice Patron Achievement Award went to Rod Veerhuis for 2016/2017.**

I would also like to acknowledge this year's Vice patron Achievement award recipient Rod Veerhuis in recognition for his tireless work particularly at the hardstand but also during the CSR and the Kite event, so thankyou Rod and well done.

**5.05** The news on the Marina development has not really changed from last year, that is we still do not know when or if the development will take place. It is my understanding that the proposal has once again been referred back to the environmental body for further assessment.

**5.06** It is my belief however that the Club needs to consider its opportunities going forward whether they are here on this site or at a new site in the marina precinct if it ever gets developed. We need to look at what might be a sustainable model going forward, one that can provide sailing and services to a broad membership base. As we are currently operating our model is unlikely to take us through the next 60 years. I have encouraged the COM members to consider our options and see what might be possible by having a development proposal put to them last week, the point of which was to stimulate discussion and thoughts on how we can take the club forward on a sustainable basis.

It goes without saying that all member categories would be consulted and taken along the journey should that be the direction all members choose to go, it will be up to the new COM to consider a range of opportunities that can be presented to the membership for their consideration.

Our Club has developed an enviable reputation amongst other sailing clubs as having the best and happiest volunteers in the sailing community so well done to you all and thankyou once again.

## **5.07 Changes to the ByLaws which occurred during the past year Amendment to ByLaw**

That a person who has had their membership cancelled as a result of disciplinary action is not permitted on TCYC premises (clubhouse or hardstand)

### **New ByLaw**

That, Existing Full members, that have been a full member for greater than 5 years and have become a retiree as listed in the Constitution Schedule 1, have the right to change their membership status to Retiree Member, with all rights and privileges that apply to the retiree membership status, and will retain all of their Hardstand rights as per a Full member.

## **6 Treasurer's Report – Neil Mason**

The final results for this year follow on from last year and still need improvement to get us back in the black

### **6.01 TCYC financial results**

- -\$24,606 loss for 16-17 year which includes depreciation and other accounting adjustments
- compared to a -\$80,268 loss the year before 15-16  
In real dollars, this is –
- A -\$11,946 loss
- Compared to a -\$26,632. Loss the year before 15-16

We started the first three months of the year \$72k down on same 3 months compared to 15-16 but recovered this in the last 9 months with a final improvement of \$12,660 in real dollars on 15-16 year. If we continue our current track we should finish this year in a much stronger financial position. During the year we have been required to put strict controls on our spending. All the COM members have made very good efforts towards being very selective on what we spend our funds on. I also had to extend the overdraft by \$60k to \$200k to allow for the previous year's losses.

### **6.02 Some of the problems we have addressed during the year are**

- An apprentice Chef was employed on the expectation of boosted Burgee Room usage which did not materialise and we then needed to put him off.
- The combining of Bar / Functions management roles which reduced the focus on getting new business for the Burgee room.
- Issues with food consistency etc.
- Two Functions / Bar Management staff resigning and the subsequent stress to remaining staff to replace them and retrain new staff. We are currently without a functions manager

### **6.03 Positives for the Year**

- We are setting up more consistent systems for managing the Hardstand
- We have introduced a new Till system at a cost of \$17k which has already paid for itself in the first 6 months by giving us the option of members and non-members pricing
- Increased income through tribute nights etc.
- Increased income from the CSR

- We broke even with running the Kites Regatta
- We now have a new auditor who is giving us better service at a lower price
- The office databases are now improving all the time and providing the office staff with better tools for servicing the needs of members.

#### **6.04 Going forward**

Now that Gavin has been with the club 12 months he has gone through the obstacle course of running a sailing club and is now able to establish improved systems and procedures so we can build on the knowledge and input from all our volunteers and staff. I look forwards to having a good year going forward.

### **7 Rear Commodore Sail's Report – Presented by Dave Randall in lieu of Andre Koltz.**

**7.01** This year a slightly varied Race Programme with a trial in Short Races which seemed successful. A similar selection of races for the 17/18 season have been planned.

**7.02** Unfortunately sailing competitors fell off towards the end of the season.

**7.03** Visiting Fleets included State Championships for the Skates, F18, Minnows, 29er's, and Farr 9.2. We had the Rockingham Weekend during the Kites HydroFoil Pro Tour. The 17/18 season will see a similar number in the programme as well as the Minnow Nationals in January 2018.

**7.04** Yvonne managed to win Aussie Championships in Victoria. Well done to Shane and Jason Phillips on Trumpcard.

**7.05** TCYC competed in the Interclub series, finishing 2<sup>nd</sup> in the country section.

**7.06** Junior sailors were invited to skipper the senior yachts. They had two races which were very successful and this will be included again in the 2017/2018 season.

**7.07** Thank you to all our tireless volunteers for their efforts during the season.

### **8 Rear Commodore Power and Fishing's Report– Stewart Dewar**

Having to endure extreme climatic conditions and occasionally rain and high winds, the clubs' power section vessels and people attended all of last seasons' sailing events with only a few problems being encountered.

They were:

- Andrea Christine (AC) not holding anchor in 29 knot plus winds a couple of times.
- The disappearance of the start mooring half way through the season, which necessitated AC having to anchor when conducting starts.
- Acquiring a jinker for slipping Andrea Christine.

Following discussions with outside experts, gaining a considerable amount of advice and theories we believe that the anchoring issue has hopefully been solved by adding another 20 metres of chain to the 30 metres which was already there.

The power section boats performed well during the season, with maybe the exception of the "Lyn Merrifield" on a few occasions. A lot of this success was due to the power section volunteers who manned the boats and the radio / finish tower and I wish to sincerely thank Steve, Robert, Barry, Les, Trevor,

Paul, John x 2, Lyn, Michael, Dave, Ernie and Elizabeth for their efforts over, which some might say a fairly long season.

## **9 Rear Commodore Juniors' Report – Trevor Taylor**

The past season has seen the Junior Training Programme enter a rebuilding phase. With the falling off of overall participants and more specifically a fall in the numbers of experienced junior sailors competing nationally it was 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 Dave Randall and myself with Dave running the training program and looking after the associated paperwork while I made sure that he had the resources needed to carry out the program we had set ourselves. We also wanted to achieve this on a cost neutral basis to the club and were effectively able to achieve this without raising fees.

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. With the Minnows in particular, members had some great results during their State Championships held here in Rockingham. Congratulations to not only those that won awards but also to all of those that competed.

Next season sees Michael Jones sitting in the chair so I wish him well in his efforts in continuing to grow this important part of any yacht club.

## **10 Executive Officer's Report – Acting – Kevin Sneddon**

It's been a reasonable quite year at the hardstand this year, with most members keeping their bay clean and tidy and the gardener John doing a really good job of keeping the yard maintained. So far there has not been the need for a working bee.

**10.01 Dealing with abandoned boats;** Boats that are taking up space and look unsightly is an ongoing issue. Hopefully the majority of these will be dealt with over the next couple of months. There is a legal process to work through before being able to dispose of the boats.

**10.02 Hardstand Fees;** Each year there are a small number of members that fall behind with paying the hardstand fee.

### **Conditions of Use of the Hardstand;**

Following on from the issue of abandoned boats and members neglecting to pay hardstand fees, and to make the legal process easier to deal with, a minor change has been made to the Conditions of use of the Hardstand.

**10.03 Boat Bays;** There is an unusually high number of vacant bays at present 28, I can only speculate what the cause of this might be, such as, economic downturn, aging members selling their boats etc. This has caused a drop in revenue.

**10.04 Minor theft;** Minor theft continues to take place in the hardstand with two outboards being reported stolen in the last month. I would like to remind members that security of their property is their responsibility and to have it insured.

**10.05 Lighting;** Rockingham Outrigger Canoe Club has donated 6 flood lights which Steve Burns will be installing in the near future hopefully the increased lighting this will deter some thieves. Steve has donated his labor.

**10.06 Men's shower;** The men's shower had a problem with drainage which necessitated the digging up of the floor. A new floor drain is now in place and the floor re-cemented the piping to the shower has been recessed into the wall, the walls will now be tiled. This work is being carried out by Zac who has donated his labor.

**10.07 The Massey Ferguson tractor;** During the year one of the axles driving the front wheels broke in the CV joint, consequently since then the tractor has been operating in rear wheel drive only. The main part needed for repair (the knuckle joint) has been purchased. Will McGurk will now get the universal joints and complete the repair restoring the tractor back to four-wheel drive. Will has donated his labor.

**10.08 Mooring inspections;** Again this year for insurance purposes the moorings will need to be serviced and certified, I have started a process of obtaining quotes and will report the outcome to the Treasurer.

In order to cut costs, we purchase prepare and supply to the contractor all chain, d-shackles, risers, strakes, buoys, etc. This is all spliced and put together by Rod Veerhuis. The bridles are all spliced and put in place by Rod who continues to volunteer his time.

It appears that some boat owners coming to Rockingham are mistaking the club moorings with red buoys, for Department of Transport free public moorings. This year during the inspection phase I will look at changing these to yellow.

**10.09 Volunteers;** There is a small group of members at the hardstand that continue to assist in keeping the wheels turning.

From time to time there are still members who are under the impression there are paid staff there to assist them with launching and retrieving their boat. I would like to advise all members that the only paid staff at the boat yards in the gardener who is no available to assist with any other maintenance or boat related issues.

In closing; I would like to thank; Paul Beckwith, Rod Veerhuis, Will McGurk, Steve Burns, Des Hazel, Dave Learmonth, Zac

## **11 Club Manager's Report –Gavin Dewhurst**

Initially following a very difficult club year for 2014-2015, the financial decline continued into the first few months of the 2016-2017 year.

Gladly after a few months of finding my feet a change in direction has led to some financial ups and downs compared to the same month last year.

### **Achievements and Notes on the Year**

#### **11.01 Online ratings**

- Facebook is the place we are most commonly rated by members and public
- Have lifted our online score from 3.3 to 4.4 in last 12 months
- Have increased page likes (people following TCYC) from 844 to 1755 in one year

#### **11.02 Members Survey**

- First member's survey held in recent years, gaining insight into member's satisfaction
- Wine selection was identified as not adequate for member's needs

- Beer selection was criticised, although we are contractually tied at present
- A call for more events and entertainment has been addressed

#### **11.03 Members Wine List**

- Blind tastings undertaken by members and their guests
- A wine list has been addressed based on the member's taste profiles & best price

#### **11.04 Club Events**

- More regular events calendar has increased members bar patronage
- Better attendance to Mother's Day, Senior Presentations, Junior Presentations, Commodore's Ball, New Year's Eve
- All entertainment events have met break even or made profit with exception of Comedy Hypnotist night

#### **11.05 Till System**

- Discount for members food and drink
- Ability to report on sales more accurately, including product popularity
- Helped develop menu choices based on popularity data

#### **11.06 Quiz Night**

- Lifted to an average of 50 people each week
- 30-35% of these are members (1/3 of those joined directly through quiz night)
- Large contributor to the 36% annual increase in galley takings

#### **11.07 Club Maintenance**

- Carpets have been given a professional deep clean
- Toilet areas smell addressed through deep cleaning
- Front wall, outside wall, foyer have all been cleaned and painted
- Tarnished brass in foyer has been brought back to shine
- Planter box installed to lift appeal of entry
- Blue strip added at bottom of external wall to emulate hull of boat appearance
- External advertising waterproof snap lock poster frames installed
- Personalised TCYC Burgee Flag entry mat installed
- Metal Sailing sculpture artwork installed in entry stairway
- ATM cleared from trophy and memorabilia display area and moved near galley

#### **11.08 Equipment Upgrades**

- Kitchen has had a refurbished second-hand "salamander" installed; the unit cost us nothing but the installation had to be performed by a licensed plumber.
- Keg system has had fobs installed to reduce wastage of beer when changing kegs over, and reducing time to connect and pour a new keg
- A new TV was mounted in the members bar for showing sports and photographs
- A new jarrah kitchen countertop has been installed, the materials were free and only had to pay for carpenter's labour
- Computer connected to Members' Bar TV for displaying online weather information

### 11.09 Goals for 2017-2018

- Increased membership numbers, and increased steady revenue through the members bar and galley
- Increased attendance to our entertainment events
- 60 strong quiz night each week
- Furniture and appearance upgrade for our front garden area
- Completed maintenance around club
- A stronger and steadier winter season, not reliant on weather and sporting

**Motion:** That all reports be accepted.

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

12      **Notices of motions:** There have not been any submitted.

### 13.      **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.

### 14      **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 Paparone, 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.

I hereby move accordingly that they be accepted.

**Moved:** Alan Peirce      **Seconded:** John Clements      **Carried:** Yes

### 15.      **Election of Office Bearers: Elected Unopposed**

Commodore	Alan Peirce,
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	Dave Randall.

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

Nomination from the floor

Vice Commodore Position: Ole Otness

Moved by Alan Peirce and Seconded by Neil Mason

Therefore as per the Constitution part 13, Committee of Management and part 15, Election of Committee Members. Ole Otness duly elected to the position of Vice Commodore.

No nominations were received for Rear Commodore Sail, Rear Commodore Power and Fishing , Executive Officer and 4 General Committee.

Rear Commodore Sail	Vacant
Rear Commodore Power and Fishing	Vacant
Executive Officer	Vacant
4 x General Committee	Vacant

**16. General business:**

Brian Andrews raised concerns in relation to the way the fees payment plan is implemented in providing the club House Vouchers to the member after the member had completed paying his total membership fees. It was explained by Alan Peirce that the system was introduced to ensure the total amount for fees was paid avoiding in some cases the member not completing his payment plan but having access to his house vouchers which the member spent.

**17. Next Meeting:**

The next Annual General Meeting is proposed to be held 24<sup>th</sup> June 2018

**18. Meeting closure:** 2<sup>nd</sup> July 2017 at 11:45am.

**19. Minutes taken by:** Sonia Mason