



GOSFORD SAILING CLUB

ANNUAL REPORT

2022 / 2023



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COMMITTEE MEMBERS

PRESIDENT: Paul Gulliksen

VICE PRESIDENT: David Slingsby

COMMODORE: David Neate

TREASURER: David Rowe / Jan Muysken

CLUB CAPTAIN: Stephen Luther

DIRECTOR: Sarah Brennan

DIRECTOR: Chris Radford

AUDITOR

Bishop Collins Chartered Accountants

BANKERS

Bendigo Bank

LIFE MEMBERS

Robyn Denton

Bris Doyle

Phil Gribble

Joy Law

Neil McDonald

John McDougall

Terry Pike

Bob Ranson

John Rigg

Peter Robson

John Sprague

David Slingsby

Paul Gulliksen

PATRON

Peter Robson

NOTICE OF ANNUAL GENERAL MEETING

You are hereby notified that the Annual General Meeting of the Gosford Sailing Club will be held on **Sunday 27th August 2023 at 9.00am** at the Clubhouse, Masons Parade, Gosford.

AGENDA

1. Vale – One minute silence for Members who have passed
2. Apologies (only written recorded)
3. Confirmation of the minutes of the Annual General Meeting held on 21st August 2022
Apologies (only written recorded)
4. Annual Report of the General Committee
(1) President's Report
5. Income and Expenditure Accounts and Balance Sheet for 2022-2023
(1) Treasurer's Report
6. Report of the Auditors
7. Written questions received
8. Questions from the floor in relation to the financials (please hold your questions until this time)
9. Presentation of Trophies
10. Appoint a Returning Officer and Scrutineers
11. Election of the General Committee as per the Triennial Rule. To elect in the following order:
 - (1) Vice President (for a term of 3 years)
 - (2) Commodore (for a term of 3 years)
 - (3) Club Captain (for a term of 1 year)
 - (4) Committee Member Director (for a term of 3 years)
 - (5) Committee Member Director (for a term of 2 years)
12. Motion to destroy ballot papers
13. Appointment of Auditors
14. Consideration of Ordinary Resolutions
15. Other Business (such as may be transacted at a General Meeting).

By order of the General Committee.

Paul Gulliksen
President

FIRST ORDINARY RESOLUTION

That pursuant to the Registered Clubs Act:

- (a) The Members hereby approve and agree to expenditure by the Club of a sum not exceeding \$2,500.00 in total for the following expenditure and benefits for Directors:
- (1) The reasonable cost of a meal and beverage for each Director immediately after a Board Meeting, on the day of that meeting, provided that the meeting corresponds with a normal mealtime.
 - (2) Reasonable expenses incurred by Directors in travelling to and from other duly constituted committee meetings (other than monthly Board Meetings) as approved by the Board from time to time on production of invoices, receipts, or other proper documentary evidence of such expenses.

- (3) Reasonable expenses incurred by Directors in relation to such duties, including entertainment of special guests to the Club and other promotional activities, and these expenses therefore are approved by the Board before payment is made on production of receipts, invoices, or other proper documentary evidence of such expenditure.
- (b) The Members acknowledge that the benefits in paragraph (a) above are not available to Members generally but only for those who are Directors of the Club.

SECOND ORDINARY RESOLUTION

That pursuant to the Registered Clubs Act, the Members hereby approve and agree to expenditure by the Club in a sum not exceeding \$5,000.00 in total for the professional development and education of Directors and being:

- (1) The reasonable cost of Directors attending the ClubsNSW Annual General Meeting.
- (2) The reasonable cost of Directors attending seminars, lectures, trade displays, invitational functions and other similar events as may be determined by the Board from time to time.

NOTES TO MEMBERS

These notes are to be read in conjunction with the proposed Resolutions:

1. The First Resolution is to have the Members at this General Meeting approve an amount no greater than \$2,500.00 in total for expenditure by the Club in relation to duties performed by the Club's Directors.
2. The Second Resolution is to have the Members at this General Meeting approve an amount no greater than \$5,000.00 in total for the expenditure by the Club for Directors to attend seminars, lectures, trade displays and other similar events, including the ClubsNSW Annual General Meeting, and to visit other Clubs to enable the Club's governing body to be kept abreast of the current trends and developments, which may have a significant bearing on the nature and way in which the Club conducts its business.
3. Each of these Ordinary Resolutions must be passed as a whole and cannot be amended by motions from the floor of the meeting or divided into two or more separate resolutions.
4. To be passed, each Ordinary Resolution must receive votes in its favour from not less than a simple majority of those Members, who being entitled to do so, vote in person at the meeting.
5. The Ordinary Resolutions you are being asked to approve have become necessary as a result of a number of decisions of the licensing court of NSW and also because of the amendment of the Registered Clubs Act in 1994.
6. It is a legal obligation of Members to provide adequate training and supervision of its Manager, Directors, and staff to ensure compliance with all relevant laws relating to the Club Industry (Section B, parts 22 and 24(f) of the ClubsNSW Code of Practice).
7. A new section 10(6A) has been added to the Act, which provides for the authorisation of different benefits for different classes of Members by a General Meeting. As a result, it has now become common practice for registered clubs to set out all the costs and benefits associated with the Directors in a notice to the Members so that they can be approved at a General Meeting.

President's Report

The 2022/23 season has been another successful year of sailing at GSC. We've seen great participation at all levels, with good fleet sizes across all club fleets, and many of our sailing members mounting campaigns intra state, interstate and internationally. Congratulations to those members who travelled so far in representing our Club, and those who were successful throughout the year at club level.

I would also like to mention the tremendous efforts of our sailing members and others, who committed time every Tuesday and Thursday throughout the season assisting the members of Sailability, providing opportunities for disabled sailors across the Central Coast to sail on Brisbane Water, regardless of skill level.

As a Club, we depend on, and receive, tremendous support from our members who volunteer their services, committing considerable time and effort to supporting the running of the Club's activities, as well as supporting management, the board, and the sailing sections. Thank you sincerely to all our members for your continued support and patronage, including financial support, be it through membership renewal, enjoying a drink, a meal and just being a part of this community-minded club. Special thanks and acknowledgement to Jessica Stuart, Chris Noble and the experienced hospitality team who have managed the Club throughout the year.

Like most hospitality venues across Australia, we continued to face staff shortages during the year. This was particularly so in the kitchen and bar areas, where competition for employees across the whole industry has been most keenly felt. The Club managed this situation well, recruiting new staff to fill gaps as they arose and changing some of our hours of operation to manage our restaurant and bars within the workforce constraints we faced. This meant we had to close Monday and Tuesday while we continued to keep a tight rein on our expenditure throughout the year. We feel within the next few months we will be in a better position to review our operating hours.

Despite the challenges, the Club has been able to keep the doors open and run a full sailing calendar again this season. Our members have well and truly helped us get back to normal, and high attendance at the Club was very pleasing. We continued to offer great quality food and beverages at reasonable prices and have had very good turnouts at all our sailing and Club events, both on and off the water.

I would like to thank our members for their loyalty, continued support, and patience during the past year, and I look forward to that continued support in the year ahead as things hopefully continue to return to normal (who knows what that "normal" might be?).

I am also pleased to report that, despite the interest rates going up, we were still able to achieve a profit of \$237K, compared to last year's loss of \$300K.

As of 30 June 2023, our Club had a total membership of 5838, compared to 4124 members on 30 June 2022, an increase of 1714 members. We have increased our boat owner membership by 10 members over this period, and we now have 566 sailing members, consisting of Senior, Intermediate, and Junior members. We also have 20 regular sailing volunteers throughout the season, again thank you sincerely to all those volunteer members.

Over the past few years, the Board and management have continued to work on the strategic plan for the club house and marina, and we are still on track to achieve these plans.

During the year, donations and sponsorship were impacted, however we still managed to donate an amount of approximately \$7,000 to local charities and sporting organisations, including St Edwards Bears Rugby League team, Coastal Waters Netball, Coast Shelter, St Vincent de Paul Society, Salvation Army, and Rotary.

Our Sailing Fleets continued to operate strongly throughout the year, despite the varied weather conditions and the loss of our long-time Sailing Manager Peter Walsh. On a personal note, I would like to thank Peter for all his hard work throughout his time at the Club. He was a mentor to many, but more importantly, he will still be around as a competitor and volunteer. One of Peter's legacies was to pass on his extensive knowledge of running the sailing courses to Sophie McIntosh, who throughout the year has stepped up to perform this role, proving herself to be an excellent administrator and co-ordinator. I would like to personally thank Sophie for taking on this role, considering she was in the final year of her master's degree.

On behalf of the Board, management, and our members, I would like to thank our Fleet Captains, the many volunteers, and our sponsors for their generous time and continued support throughout the year.

This November will see the return of water ski racing on Brisbane Water with the World Waterski Racing Championships. GSC has been asked to assist the organising committee during the event, providing a venue for their judges, a Jury Room, and a drug testing area. As well as providing these facilities, we will also be hosting the teams throughout the course of the event. And if that were not enough, the finish line will be approximately 200m south of our marina. So, there will plenty of chances to see the ski racing up close.

My sincere appreciation goes to the Directors, and to the Club staff for their efforts over the last 12 months in yet another very challenging year. By working together, I feel we have achieved so much in the past year, and we continue to be one of the best sailing clubs in NSW because of these efforts.

Finally in closing, I would like to remind members that the coming year will be filled with just as many challenges as the Covid years. The current economic environment is challenging for us all, and there are far more unknowns than knowns - and that's a scary thing. People are more cautious about going out these days, so we can only hope the loyalty of our members will help us through the coming years.

Paul Gulliksen

**President
Gosford Sailing Club**

Financial Report

Treasurer's Report for 2022/23

I took on the role of Treasurer at the end of August 2022, and the first few months proved very challenging, coming to grips with the club's operations and financial management systems along with the various challenges facing the club. Michael Law, the previous Treasurer, was very helpful and very generous with his time, sharing his knowledge of the club and getting me up to speed - I thank him for his efforts and ongoing commitment to the club. Also, a big thank you to several former Board members who have been very helpful in sharing their insights and the history behind some of the challenges the club faces today.

The past year is the first full year of trading post COVID which is reflected in the 90% increase in revenue to \$3.7m and a 180% improvement in the bottom line to \$238k. Whilst a big improvement on last year, these results are just the beginning in laying the foundation for building a sustainable future for the club.

These results include \$73k payout from the Splinter insurance claim, a contribution of \$144k from the Marina & Hardstand, and a contribution of \$290k from the club's Gaming Activities which have helped offset the losses of the Hospitality operations.

The staff have done an amazing job in covering the operations of the club, taking on far more responsibilities than normal, which has contributed to the high staff costs and impacted the profitability of the Bar & Bistro operations.

Steps are being taken to normalise and build the profitability of the operations. For example, Liliana Calley of Calley Wood & Associates has been reconciling and keeping the monthly BAS Statements up to date and is currently in the process of taking on the responsibility for the Accounting Function and ASIC compliance - which will help staff to focus more on running efficient Bar & Bistro operations.

Also, the club has retained the services of John Waters, who has 38 years of hospitality experience and a proven track record in successfully managing club operations, on a project basis as Interim Manager starting 16 August, for approximately 2-3 months. His brief is to implement operational improvements, operational budgets and KPI's and up to date job specifications with responsibilities along with fair and equitable remuneration.

Going forward the club needs to grow revenue and better manage its cost base.

The increase in Members Equity has enabled the club to set aside \$120k as a Marina Reserve for future refurbishment.

During the year the club paid back \$98k of Refundable Marina Deposits and now has title to 20 marina berths, three more than last year.

Trading for the first quarter, May through July, has been difficult with both the seasonal and economic downturn, with revenue down and expenses up compared to the same quarter last year.

The financial challenges the club is facing during the current year include :

Financial Management

- Establish operational and cash flow budgets
- Implement daily management reporting along with KPI's
- Dealing with the impact of inflation and increasing costs

Bar & Bistro Operations

- Consider 7-day trading for lunch and dinner
- More active marketing and advertising
- Leverage downstairs and functions
- Negotiate new beer contract
- Review menu pricing versus costs
- Review members discounts
- Consider electronic table ordering with QR codes

Clubhouse

- The roof needs replacement
- The proposed downstairs renovation for which a government grant of \$512k has been given is likely to cost circa \$627k. This is in addition to the new lift for \$60k which has already been paid for plus the \$40k for installation which has already been put aside.

Central Coast Council

- Council are seeking to charge the Club \$10k pa for use of the adjacent park that it has been using for 90 years

Sailing

- The Splinter replacement is likely to cost \$125k of which the Club has received \$73k as the insurance payout

Marina

- Maintenance is overdue
- Southern Arm whalers need to be replaced and both marina arms need new through bolts the initial quote to repair is circa \$400k
- The life expectancy is 15 years once this work is completed
- The 9 remaining original berth holders agreements are not commercial and need to be paid out at a cost of \$305k

The club has a unique highly sought after location, and an outstanding opportunity to capitalise on the Central Coast population growth and changing demographics that make taking on the above challenges worthwhile in order to build a sustainable future.

The Board is confident that with the necessary changes and continued support of members that the financial standing of the club will continue to strengthen throughout this year.

Thank you very much to all those who have been sending through suggestions and helping with this challenge.

Jan Muysken

Treasurer
Gosford Sailing Club

Commodore's Annual Report

End Of Season Report

I would like to thank all our sailing competitors for making this season so enjoyable, competitive and trouble free. Sailing remains strong at Gosford and is in fact growing with our strongest fleets being Lasers, Etechells and Yachts which makes us an extremely diverse club. I would like to congratulate all our competition winners across our fleets.

The season started with the shock news our Sailing and Marina Manager Peter Walsh was retiring from the club to pursue new opportunities. Peter has been a loyal, dedicated staff member for over a decade. Peter leaving was a great loss to us as a club, but we of course wish him well and thank him for his many years of hard work. Peter remains a competitor in the yacht fleet and is an active volunteer around the club.

We also saw the return of interstate and international travel for several of our sailors with competitions being attended in Victoria, South Australia, Western Australia, Denmark and even India. Thank you to everyone who made the effort and represented the club.

We also had 6 yachts compete in the Sail Port Stephens regatta. Thank you to all the skippers and crews who made this trip and a special call out to Animal Farm who won the overall division 3 competition.

Our club also hosted Skiffs, Contenders and Etechells competitions. All were run successfully with all competitors commenting on the "real sailing club" atmosphere our club generates.

At Gosford we have an army of volunteers who are prepared to give their time so we can sail, and I would like to recognise all of these wonderful people and on behalf of all our sailors thank them. As a club we are always looking for people to help us out with tasks and I would encourage any member who could give up their time to share their skills to get in touch!

Over the Easter weekend our start boat Splinter took on water which resulted in the starboard hull becoming submerged. We raised the vessel and relocated her to a hard stand facility as quickly as we could. The salvage report detailed the cause of the loss being a failed electrical bilge pump combined with an unusual sea state caused by a westerly wind. Our insurers deemed the vessel beyond economical repair and as such wrote the vessel off and paid us the full sum insured. We are now in the process of looking for the right boat.

My focus this year was on our sailing school as this is our lifeblood to new members both junior and senior. To retain our Discover Sailing Centre accreditation, we made a commitment to Australian Sailing to change a number of areas that were identified as uncompliant following a centre audit.

We have now changed the courses we offer so they are all Australian Sailing compliant and follow an approved syllabus. They are also all taught by AS qualified instructors. We also now pay all our instructors who deliver AS courses which creates an employee/employer relationship. I would like to thank all the members who trained and qualified as AS instructors.

Since September we have had over 265 students (both Adults and Juniors) pass through our sailing school, the breakdown of which is:

Adult Sailing

- 54 students Start Crewing
- 30 Students Start Helming
- 12 students for SheSails training
- 7 students for a family sailing experience
- 9 students for powerboat courses

Junior Sailing

- 93 children completed learn to sail training
- 43 high school students completed keelboat and powerboat training
- 5 attended the Out There program
- 12 children did after school training

Moving forward, our Adults September course is full, the October course is 50% booked and our October junior course is booking fast.

Many members have expressed concerns over junior sailing. Although this was severely impacted by Covid we are rebuilding slowly. The demise we've seen is common to most sailing clubs, but having recently attended the Australian Sailing Summit, I'm confident our recovery plan is more robust than most.

Junior sailing moving forward, we've changed our junior program to the following structure:

- **Tackers 1** - Have fun
- **Tackers 2** - Tricks and techniques
- **Tackers 3** - Sail fast
- **Green Fleet** – Juniors.

We believe this will give us the best chance to retain juniors and build a strong fleet.

Moving to our marina, over the past 12 months we've bought back 3 marina berths. This is a long and at times a painful process, but we are making good progress with a total of 20 of the 29 berths now being controlled by the club. We are committed to complete this process.

This year we've had many great sponsors support our activities and I would like to thank Robson Civil, Rivers Constructions, SG Fleet, Rapid Clean, Rolfe Marine, Garmin, and East Coast Yachts for all their support.

As you can see, it has been a busy season! I would like to wish you all the best for next season.

David Neate

**Commodore
Gosford Sailing Club**

Venue Coordinator's Report

Another year has passed and as we are now well and truly over the disruption caused by the recent pandemic, members can continue to enjoy the facilities available in the Club.

We are starting to see a recovery in trading and whilst not completely reflected in the year's results, current trading gives us confidence that we are on track to achieve satisfactory results for the 2023 to 2024 year.

- Over 30,000 bookings were taken during the last financial year with an average spend of \$60 per head.
- 75% of covers were taken online via our website, with 25% walk-ins.
- 54,000 meals were served, averaging out to around 200 per day on a 5-day trade.
- Over 50 functions were hosted with an average spend of \$3000.

Much emphasis has continued to be placed on cost control, with management continuing to strive to keep costs down wherever possible. However, results continue to be affected by uncontrollable cost increases relating to electricity, taxes, and goods, which have had an impact on results, but it is pleasing to note that currently all areas of the Club are trading profitably.

New and improved cocktail and bistro menus were launched, attracting an entire new generation to the Club. Management also elevated the functions package, with new menu offerings and custom food and drink arrangements available. Bistro specials each month have increased traffic through the Club and have allowed us to trial offerings we plan to launch with a new menu in the new year. In the future, we plan to offer marina packages, inclusive of food and drink, to increase our catering options.

Promotions offered have also expanded our membership to a variety of demographics joining the Club. Our digital marketing is proving to encourage further interaction with the Club and boosting physical presence to the venue.

The Club has also now commenced the very long process of developing a masterplan for our Club and members can be assured that they will be consulted with in considerable detail as we progress this journey.

Our incredible staff have shown true dedication to the Club and embraced the Club's commitment to providing excellent service across the board, with positive feedback corroborating the level of service we have endeavoured to offer.

To our members, thank you for your loyalty and interest you show in the Club. We hope you are happy with the Club's achievements over the last twelve months and find the Club and its facilities a place of enjoyment. I look forward to seeing you all in the Club again.

Jessica Stuart

**Venue Coordinator
Gosford Sailing Club**

Yacht Captains Report for 22/23

I would like to thank the following people for the volunteer tasks they undertook and carried out during the season.

Tony Clark – Secretary

Mo Goodship – Results, handicaps

Beverly Small – Communications, Survey Coordinator

Peter Walsh – Handicaps

Welcome to all new yacht owners and skippers. The addition of 6 new yachts in the fleet really helped revitalize the events by the boost of numbers and the level of sailing accomplished. This was especially noticeable in the Twilight events with good numbers, and on the weekend events.

The Sail Training program gave rise to many new crew members who were absorbed into the fleet over the season, and I encourage skippers to take new crew on board to extend the experience and develop expertise of these new members.

We ran a successful advanced rules night with Iain Humphries adjudicating and invited members from the Saratoga Sailing Club to attend. This was done prior to Sail Port Stephens and was well attended. Congratulations to all participants who took part in Port Stephens, especially Animal Farm who won their division.

Twilights were well attended with large fleets with a maximum of 34 yachts. The barbeques were well attended, making good revenue for the club.

The volunteers ran the BBQ, Kim, and Emma, on the water support Learne, Liz, Brian, and Ross and special thanks to David and Sonia for their part in running the Starts and delivering the results.

Thanks to Central Coast Roller Shutters for their sponsorship. Without this large contingency of volunteers, the Sailing Club would not deliver such great events, either on the water or off.

We look forward to the next sailing season with new members, new programs and a diverse range of sailors, from social Twilight Sailing to serious off-shore racing.

Yours in sailing.

Nigel Short

Yacht Fleet Captain

GSC Etechells Fleet

Fleet Captains Report Season 2022-23

July 2023

The Gosford fleet's season started with the hard stand full once more with 12 Etechells. Sailing commenced with the opening Sprint series won by AUS991 Tally Ho. The season was well supported by the fleet with 100% fleet turn out for many races, a great sight to see. The overall series scoring system for this season summed the finishing positions in the individual Spring, Summer, Autumn series. This resulted in even closer competition all the way to the last races of the season with little separating boats in the season point score. The season point score results: 1st AUS970 Pointless, 2nd AUS991 Tally Ho, 3rd AUS869 HUH?. Club Champion AUS970 Pointless.

GSC hosted the 2023 NSW championship attracting a fleet of 31 boats for tight racing. The comradery amongst competitors, volunteers, and club member was a highlight. GSC showed the way forward for future regattas, well done to all involved.

The Gosford fleet travelled to a number of events with AUS1450 African Queen as the top travelling boat attending the Nationals, Gold Coast, Coffs regattas. The fleet are looking forward to the upcoming regattas, Nationals at the squadron and the NSW champs at Pittwater, see you there.

Fleet development - currently there is space for two Etechells at the club and we look forward to welcoming new boats. Thanks to the GSC sailing management and volunteers for their ongoing support of our sport and the Etechells fleet.

Best wishes to all fleets for an uninterrupted season from the Central Coast Etechells Fleet.

George Johnstone

Gosford Fleet Captain

GSC Laser Section Chairman's Season 2022/23 Summary

The Laser Fleet of Gosford Sailing Club (GSC) have run 18 pointscore, 10 Sprint Series and 6 Club Championship races during this season.

Congratulation to our club champions Adam French - Standard Rig, Kevin Phillips – Radial Rig & Miles Greenwood – 4.7 Rig. John Sprague was the runner up in the Standard Rig whilst Justine Gowland-Ella and Jonny Luther were runners up in the Radial and 4.7 Rigs.

In the Pointscore Series, Greg Moyes took out the trophy with James McLaren as the runner up.

The Charlie Clarke Trophy for Standard Rig Club Championship Handicap Winner was also James McLaren.

The John Rigg Trophy for Radial Rig Club Championship – most Handicap Wins was taken out by Justine Gowland-Ella.

The Ron Thompson Shield for the winner of the Sprint Series was awarded to Kevin Phillips.

The Len Walpole Memorial Shield for Winter Series Winner was taken out by Bill Nixey.

The Wally Cook Memorial Trophy for the most improved sailor was awarded to Jonny Luther.

Highlight Consulting Trophies for Women On The Water given to Justine Gowland-Ella and Myah Greenwood.

The Laser Fleet would like to thank the GSC Board Members, the Commodore – David Neate, the temporary Sailing Manger – Sophie Macintosh, Sam Ellis, the volunteers, the starters etc for all allowing us to race at GSC.

A special mention to Kevin Phillips and Teresa Mitchell for preparing our results each week after racing and Kevin for his tireless work behind the scenes preparing calendars and providing advice to us all.

Yours in Sailing

Brian Baker

Laser Fleet Delegate.

Contender 2022/23 Season

Season 2022/23 went from strength to strength with 8 regular boats sailing each week, John Humps, Brian Pike, Peter Smits, James Ellis, Lindsay Pike, Tony Arends, Ross Hansen, Chris Radford, Guest appearances from Glenn Stewart, Cline Gowland , Kieren Humphries, Brian Hansen & more.

Gosford sailors Humps and James Ellis represented our club well in the Perth Worlds finishing a point apart in some wild conditions . James has been seen practicing most days at Point Clare as he sailed in every event possible and is currently racing in Germany , followed by the Danish Nationals and Worlds in July with over 100 boats competing.

Gosford also held a very successful States again with great conditions.

The club champ came down to the last tack between Bucket , Humps and James only for Bucket to snatch victory 2 years in a row.

Season 2023/24 is even looking to be bigger with David Law joining the fleet and talk of two big guns from interstate sailing at Gosford too.

Upcoming Events:

- Jervis Bay Championship Sept 30-1Oct
- NSW State Titles November 18-19 Yarra Bay Sailing
- Australian Titles January 15-19 Gippsland Lakes Yacht Club

Great season & winds, perfectly run races made a great season.

Ross Hansen