



# Members Information Session

## 25 July 2024





# Agenda

- 2023/2024 Financials
- Capital Expenditure 2023/2024
- Major Events (on and off water)
- Membership Movement 2023/2024
- 2024/2025 Budget
- Summary of 10 Year Capital Plan
- Looking Ahead
- Q&A





# 2023/2024 Review

(June 1 – May 31)

# FINANCIAL HIGHLIGHTS

- Auditors removed Material Uncertainty relating to Going Concern note.
- For the financial year to 31 May 2024, net loss of (\$104,082) (LY – loss: (\$158,318)) including depreciation of (\$1,606,479) (LY – (\$1,575,687)).
- Solid trading performances in Hospitality and Boat Lifter Operations.
- Effective cost control across the organisation.
- Membership revenue higher to 31 May 2024, at \$1,758,665 (LY – \$1,485,821)
- Income from pen and hardstand fees increased to \$3,332,466 (LY - \$3,195,124)
- Hospitality operations generated a profit of \$179,394 (LY - \$249,886).
- These results have generated operating cash flows of \$1,928,810, providing a cash position of \$757,317.
- Debt was reduced by \$591,984 during the financial year



# FINANCIAL RESULTS

June 2023 to May 2024



## MEMBERSHIP AND HOSPITALITY

	YEAR TO DATE				YEAR TOTAL	
	Actual	Budget	Variance	Last Year	Budget	Last Year
Membership and Nomination Fees	1,758,665	1,786,221	-27,556	1,485,821	1,786,221	1,485,821
Hospitality Operations	179,394	13,137	166,257	249,886	13,137	249,886
	1,938,059	1,799,358	138,701	1,735,707	1,799,358	1,735,707

## BOATING AND MARINA ACTIVITIES

Pen and Hard-standing Fees	3,332,466	3,357,147	-24,681	3,195,124	3,357,147	3,195,124
Boat Lifter operations	190,503	190,263	240	103,839	190,263	103,839
Sailing Division operations	-644,188	-656,504	12,316	-609,303	-656,504	-609,303
Sail Training operations	-176,443	-238,664	62,221	-194,040	-238,664	-194,040
	2,702,338	2,652,242	50,096	2,495,620	2,652,242	2,495,620

## OTHER REVENUE AND EXPENSES

Sponsorship & Public Relations	-150,475	-140,625	-9,850	-178,173	-140,625	-178,173
Merchandise Sales	4,493	11,400	-6,907	8,693	11,400	8,693
Crawley operations	-301,889	-238,180	-63,709	-248,351	-238,180	-248,351
Challenger operations	-565,459	-570,655	5,196	-558,881	-570,655	-558,881
Bank Fees and Interest	-479,452	-476,880	-2,572	-433,633	-476,880	-433,633
	(1,492,782)	(1,414,940)	(77,842)	(1,410,345)	(1,414,940)	(1,410,345)

## CLUB OPERATIONS EXPENDITURE

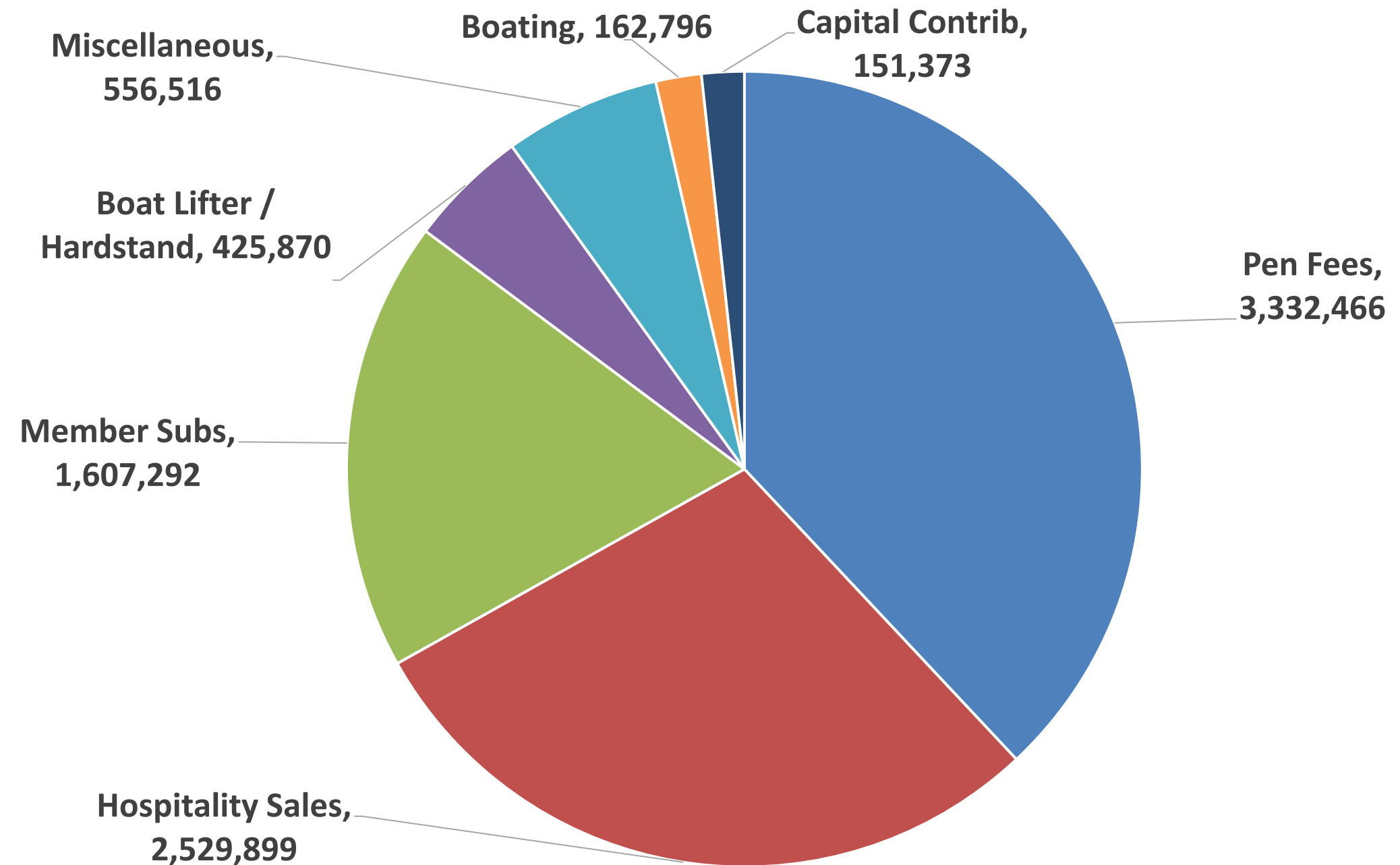
Administration Expenses	-421,355	-281,255	-140,100	-184,813	-281,255	-184,813
Administration Salaries	-827,328	-851,935	24,607	-713,640	-851,935	-713,640
Maintenance	-471,199	-498,746	27,547	-475,128	-498,746	-475,128
Depreciation	-1,606,479	-1,532,844	-73,635	-1,575,687	-1,532,844	-1,575,687
Finance Expenses	132,270	99,696	32,574	20,602	99,696	20,602
Information Technology	-57,607	-87,000	29,393	-50,633	-87,000	-50,633
	(3,251,698)	(3,152,084)	(99,613)	(2,979,300)	(3,152,084)	(2,979,300)

PROFIT/(LOSS)	(104,082)	(115,424)	11,342	(158,318)	(115,424)	(158,318)
---------------	-----------	-----------	--------	-----------	-----------	-----------



# REVENUE BREAKDOWN

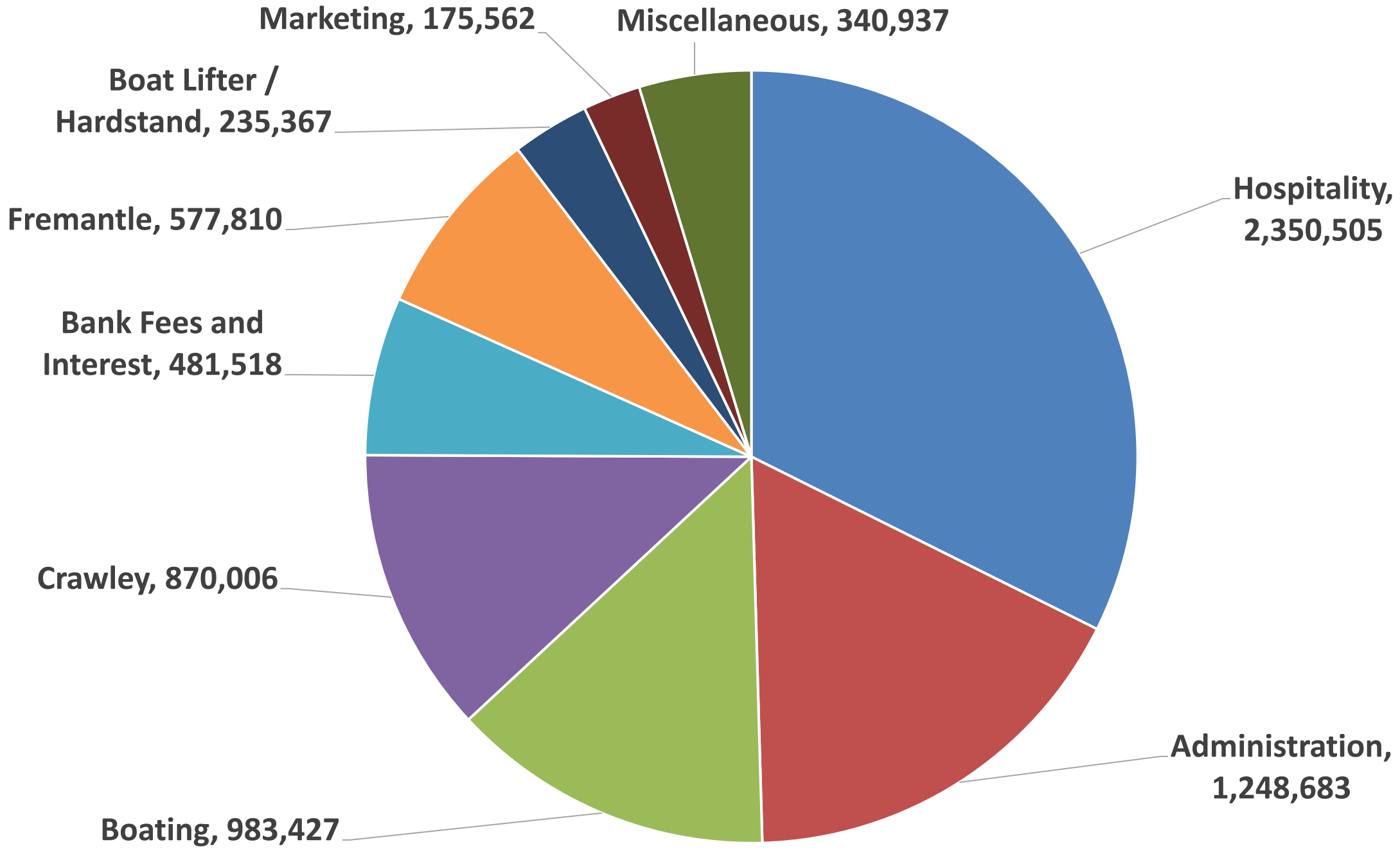
## YTD May 2024





# EXPENDITURE BREAKDOWN

## YTD May 2024



# CAPITAL EXPENDITURE 2023-24



## Revenue 2023/24

Capital Improvement Contribution 151,373

## Capital Expenditure 2023/24

### Crawley Clubhouse

Dinghy Shed Renovation (31,300)  
 IT Servers / Network Upgrade (45,877)  
 Northstar Accounting Software (32,111)  
 Landscaping / Car Park Lighting (11,618)  
 Misc Plant and Equipment (24,642)  
(145,548)

### Challenger Clubhouse

Network Switch (312)

### Crawley Jetties and Pens

Boat Lifter Arms Refurbishment (34,738)  
 Jetty Refurbishment (52,571)  
(87,309)

### Challenger Jetties and Pens

Cathodic Protection (59,624)  
 Jetty Refurbishment (4,724)  
(64,348)

### Crawley Plant Hardstand

Yacht Stands (24,313)  
 Boat Lifter Chains / Gypsy (28,202)  
 Misc Plant and Equipment (10,127)  
(62,642)

### Crawley Plant Dinghy Equipment

ILCA Booms (818)

### Crawley Plant Hospitality

Misc Plant and Equipment (17,329)

### Crawley Plant Marine Equipment

Challenger Refurbishment (7,225)  
 Elliott Sails (19,352)  
(26,577)

**Total Capital Expenditure 2023/24 (404,883)**





# MAJOR CLUB *Functions*

## ▶▶ Australia II: 40 Years On Gala Dinner



- **373 guests** in attendance.
- Hosted an exclusive VIP reception, greeting the Australia II Crew as they arrived by boat.
- Set up a dedicated exhibition area to showcase memorabilia, photographs, and artifacts from the 1983 Cup.
- Hosted an elegant gala dinner with panel discussions featuring the Australia II Crew.

## ▶▶ Twilight Christmas Markets



- **Over 500 guests** in attendance.
- Live performance from Variety Youth Choir.
- Surprise visit from Santa with photo opportunities on his Rib.
- Over 35 Boutique Market Stalls.
- 20m Light-Up Christmas Tree.
- Sangria and Oyster Bar.
- Lot's of festive fun for all ages.

## ▶▶ Change Of Season Hoedown

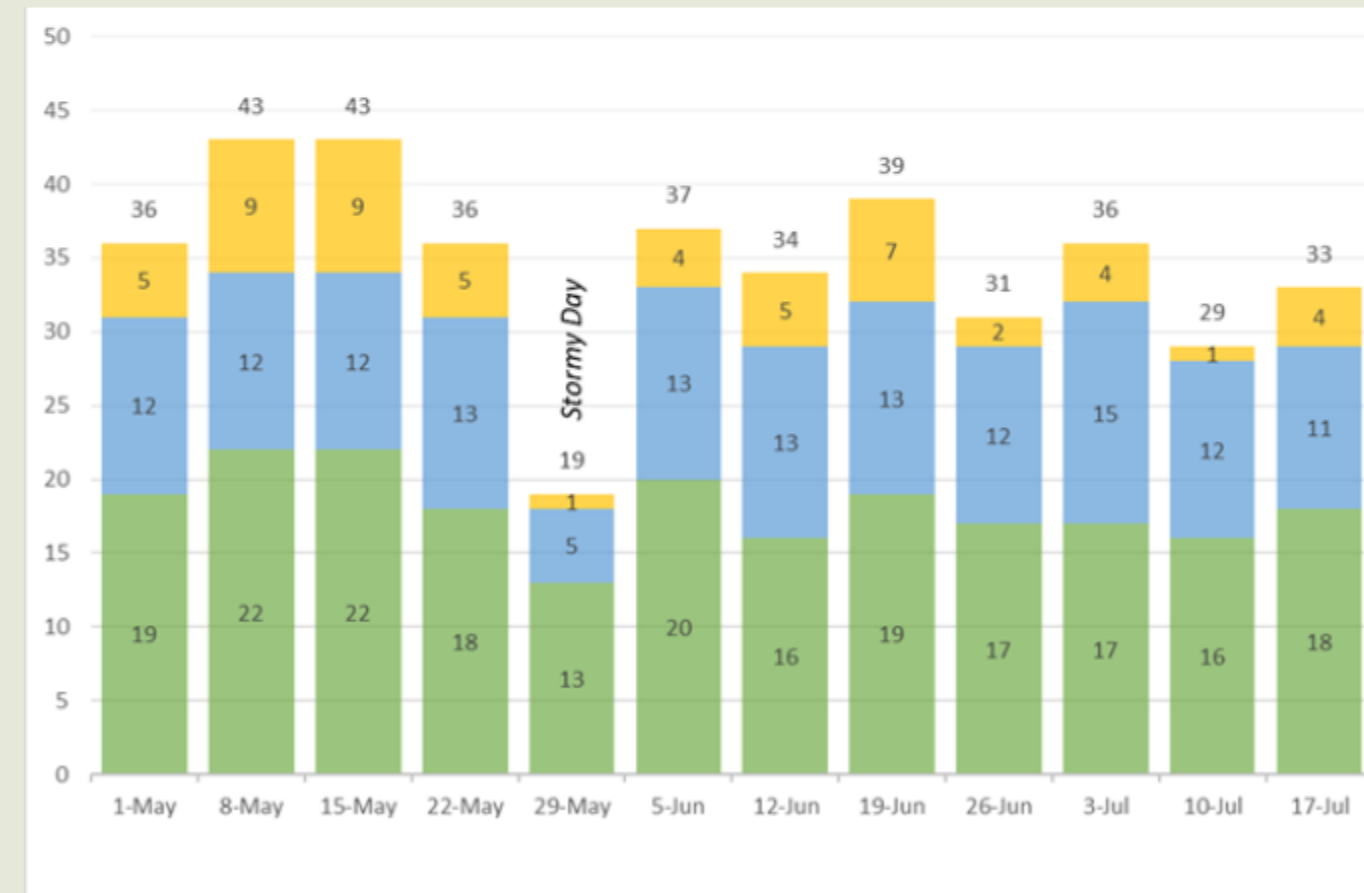
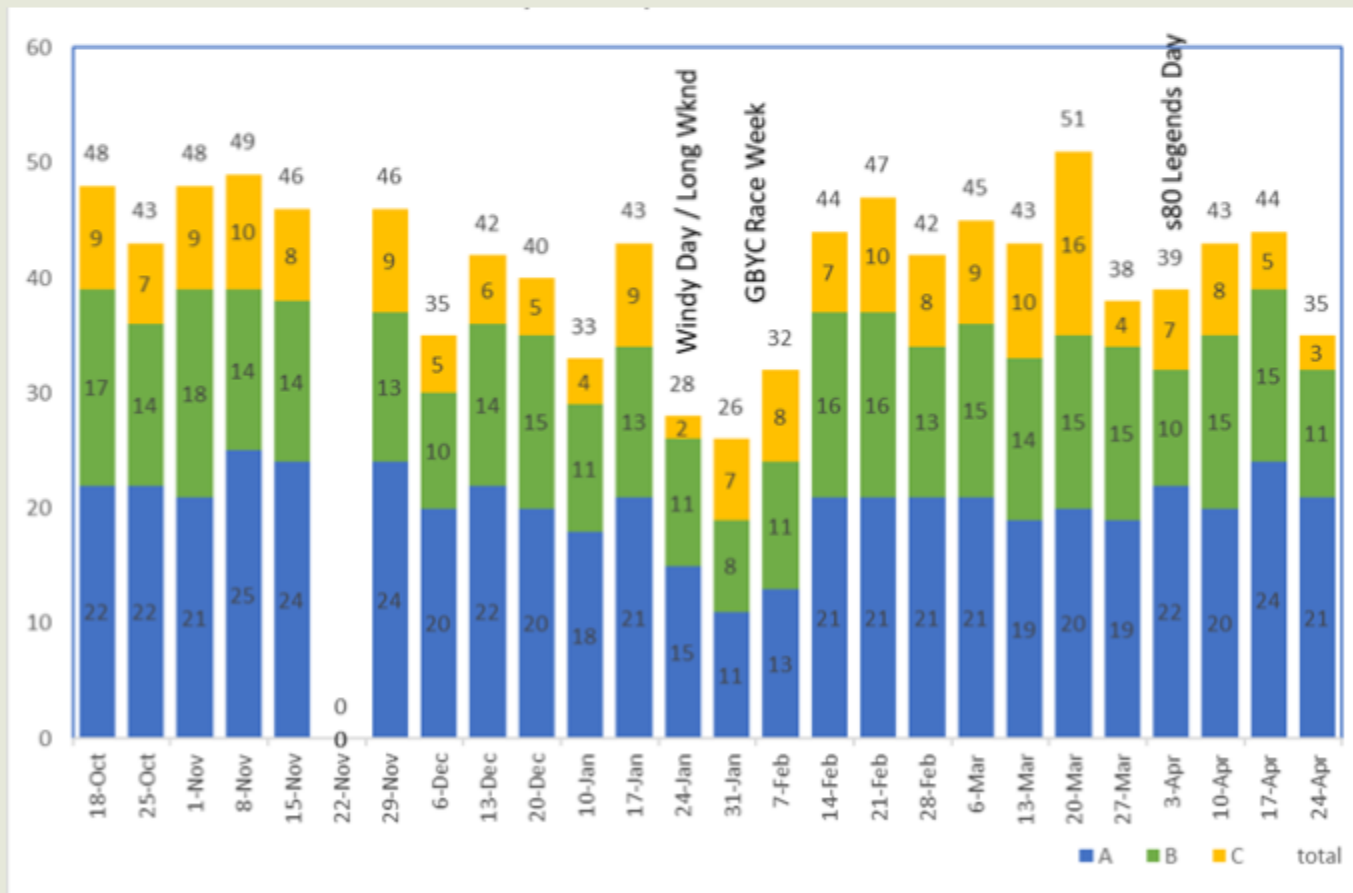


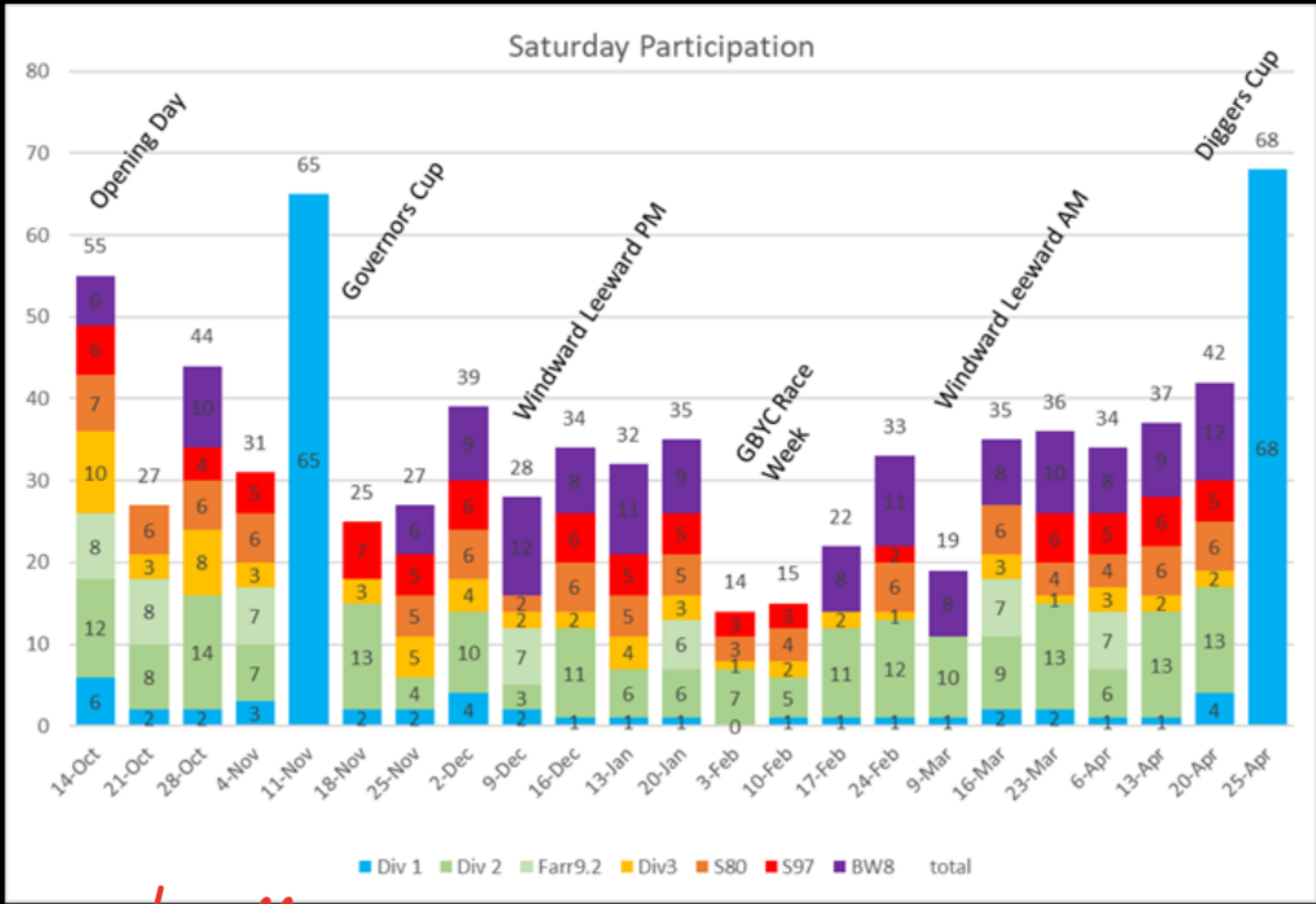
- **Over 250 guests** in attendance.
- Live music from Scarlett's Way and The Sheds.
- Bucking Bull & Roving Fire Performers.
- Free Gelato and American-style BBQ menu.
- Whiskey Bar and boozy Sweet Tea.
- Supervised and fenced off Kids Zone.
- The Nutbush!
- Cowboy hats, boots and heaps of theming.

# Keelboat PARTICIPATION

## ▶▶ WEDNESDAY SUMMER PARTICIPATION

## ▶▶ WEDNESDAY WINTER PARTICIPATION





▶▶ SATURDAY SUMMER SERIES

*Kelboat*

# PARTICIPATION



*off the beach*

# PARTICIPATION

## ▶▶ SUMMER RACING

52 registrations with an average of 25 sailors racing in summer season

## ▶▶ LEARN TO SAIL AND WINDSURF COURSES

199 registrations

## ▶▶ WINTER TRAINING

44 registrations with an average of 20 sailors attending



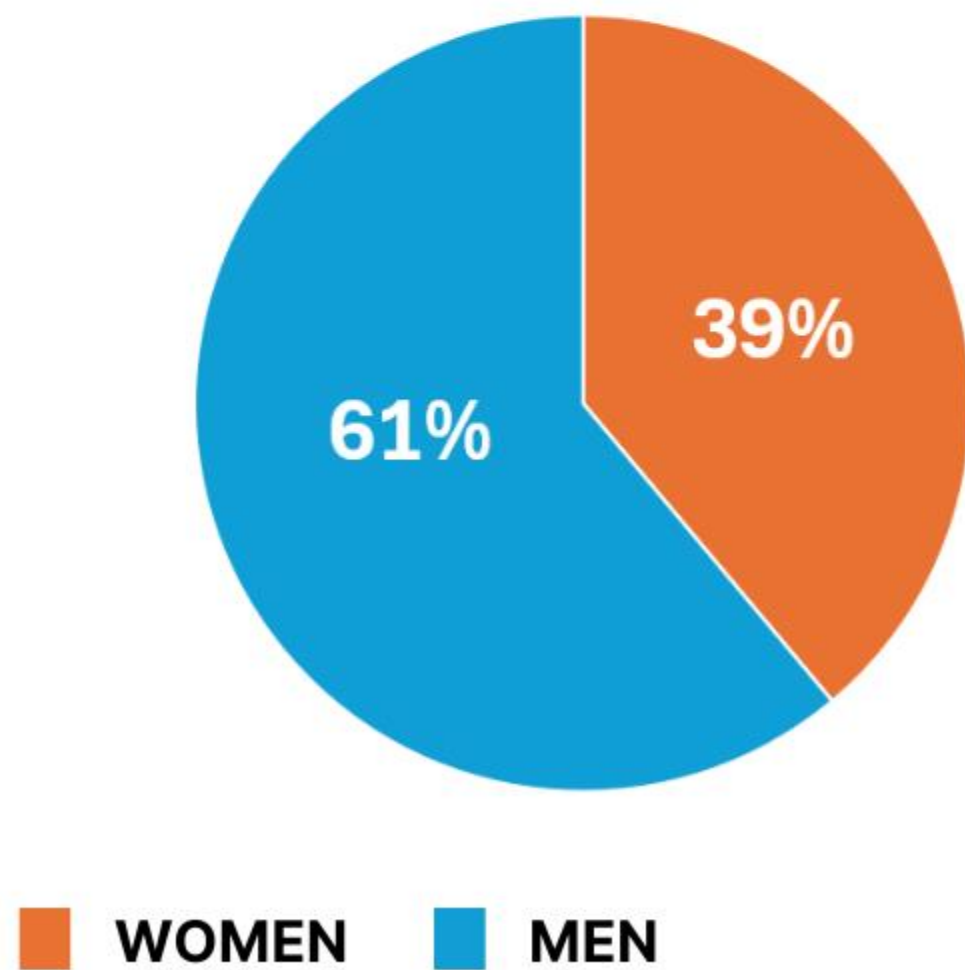


*learn to sail*

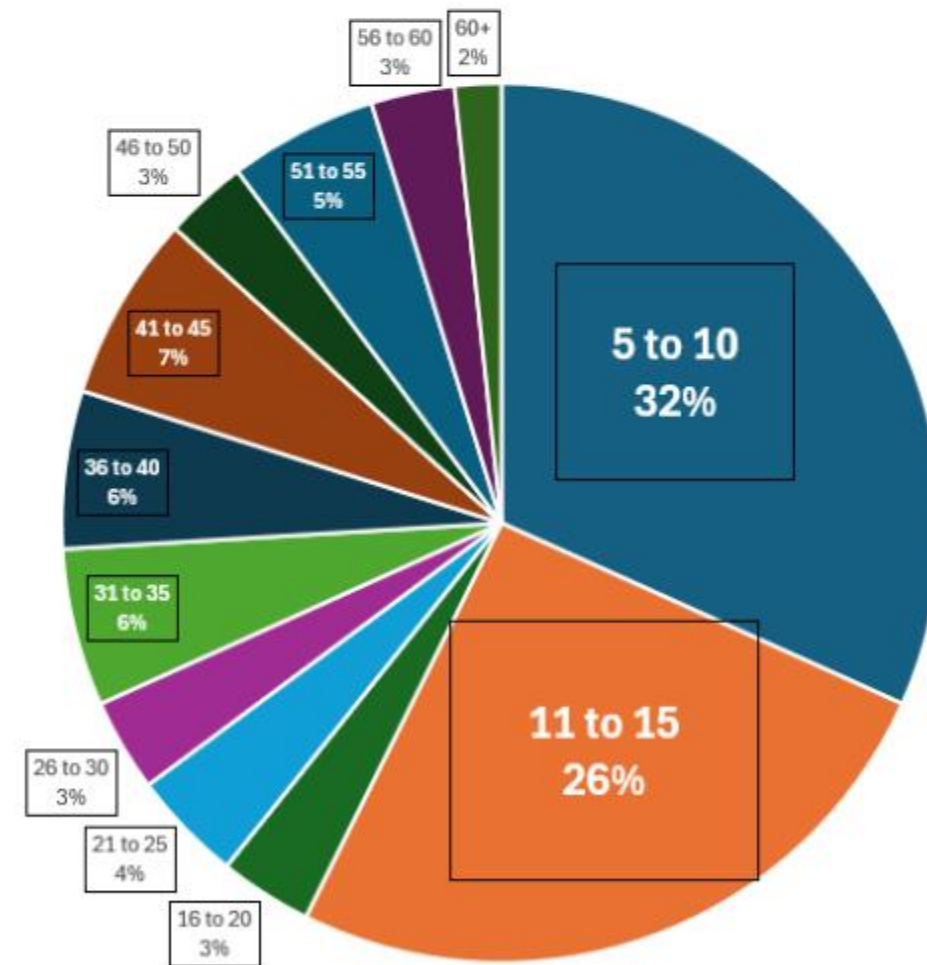
# AGE & GENDER

▶▶ LEARN TO SAIL & ADULT WINDSURFING COURSES

RPYC Learn to Sail Participation Gender Breakdown  
SEP 23 - APR 24



RPYC Learn to Sail Participation Age Breakdown  
SEP 23 - APR 24

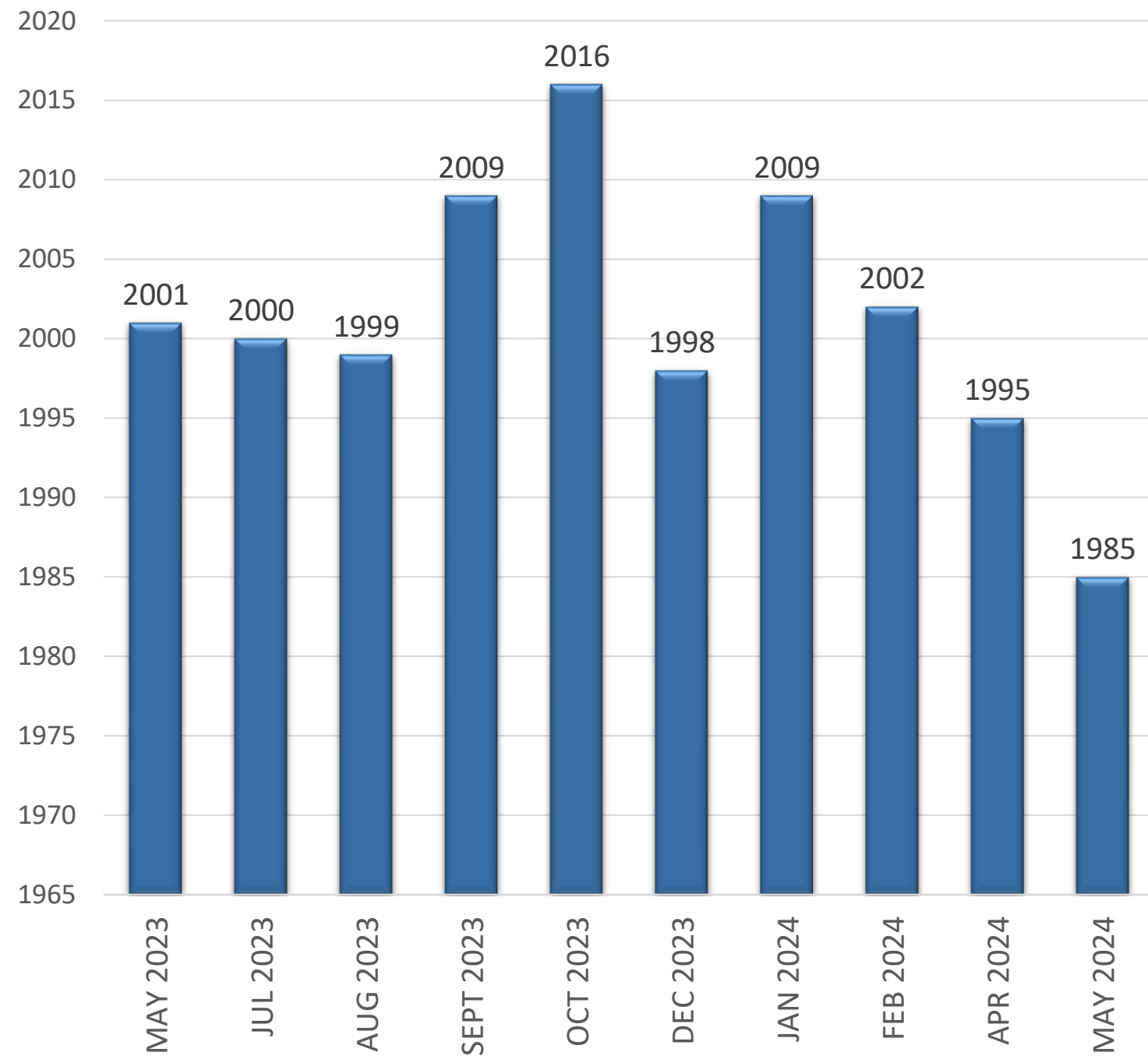


■ 5 to 10 ■ 11 to 15 ■ 16 to 20 ■ 21 to 25 ■ 26 to 30 ■ 31 to 35 ■ 36 to 40 ■ 41 to 45 ■ 46 to 50 ■ 51 to 55 ■ 56 to 60 ■ 60+

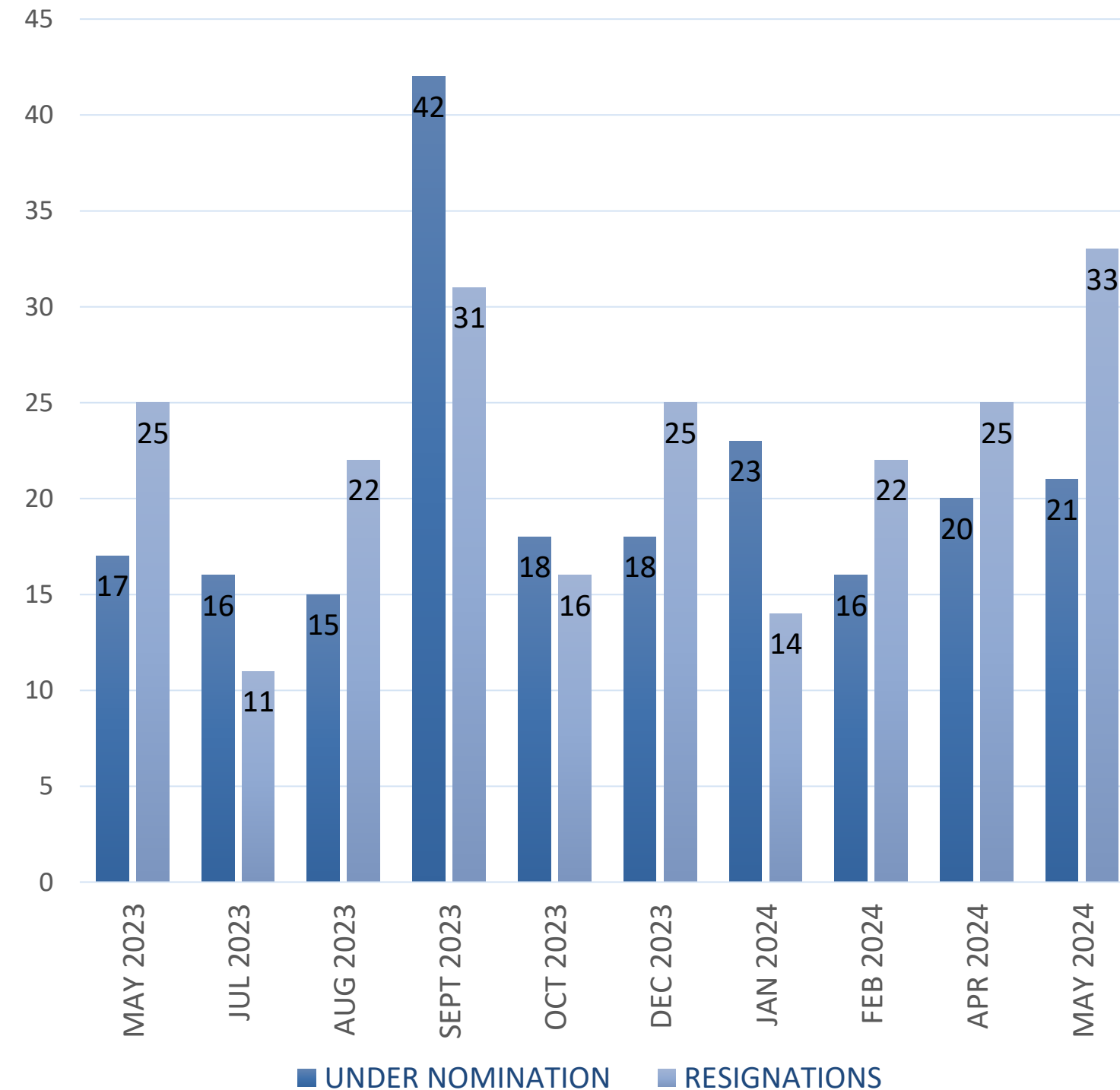
# MEMBERSHIP NUMBERS



Membership No's by Month



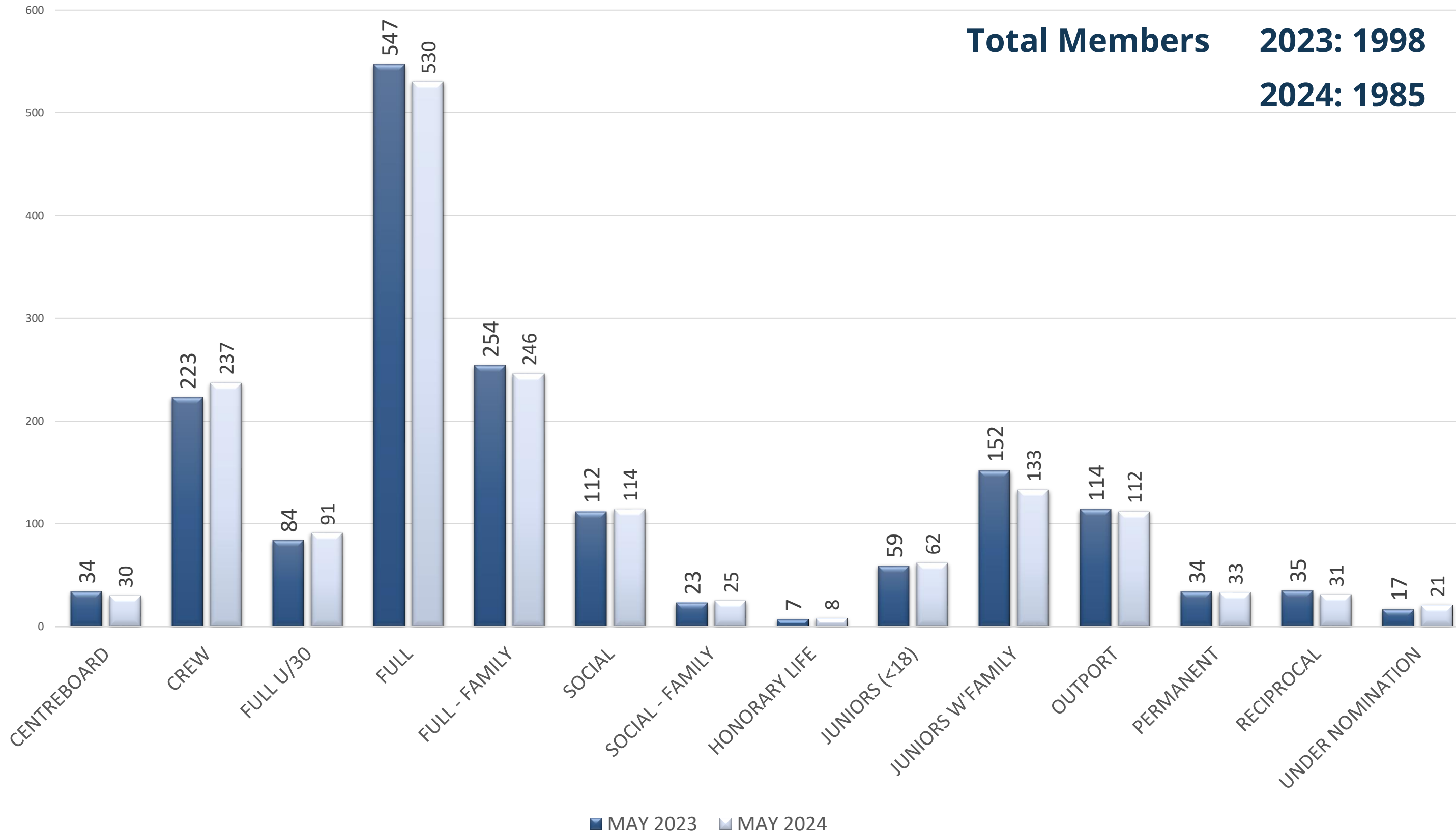
Nominations v's Resignations



# MEMBERSHIP DEMOGRAPHICS

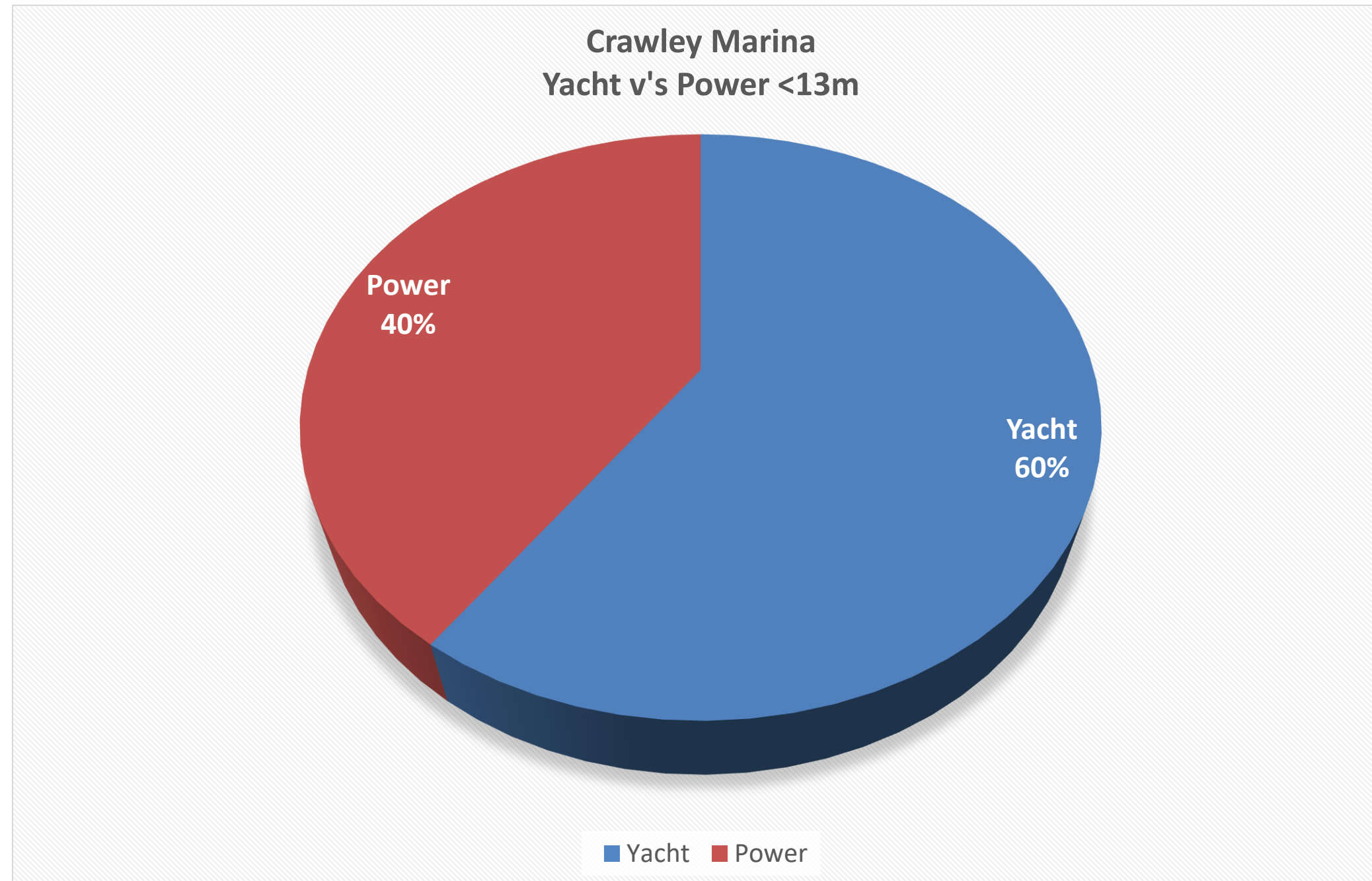


**Total Members**  
**2023: 1998**  
**2024: 1985**



# PEN OCCUPANCY - Crawley

**Total Pens Crawley - 361**  
**2023-24 Current Occupancy - 94%**

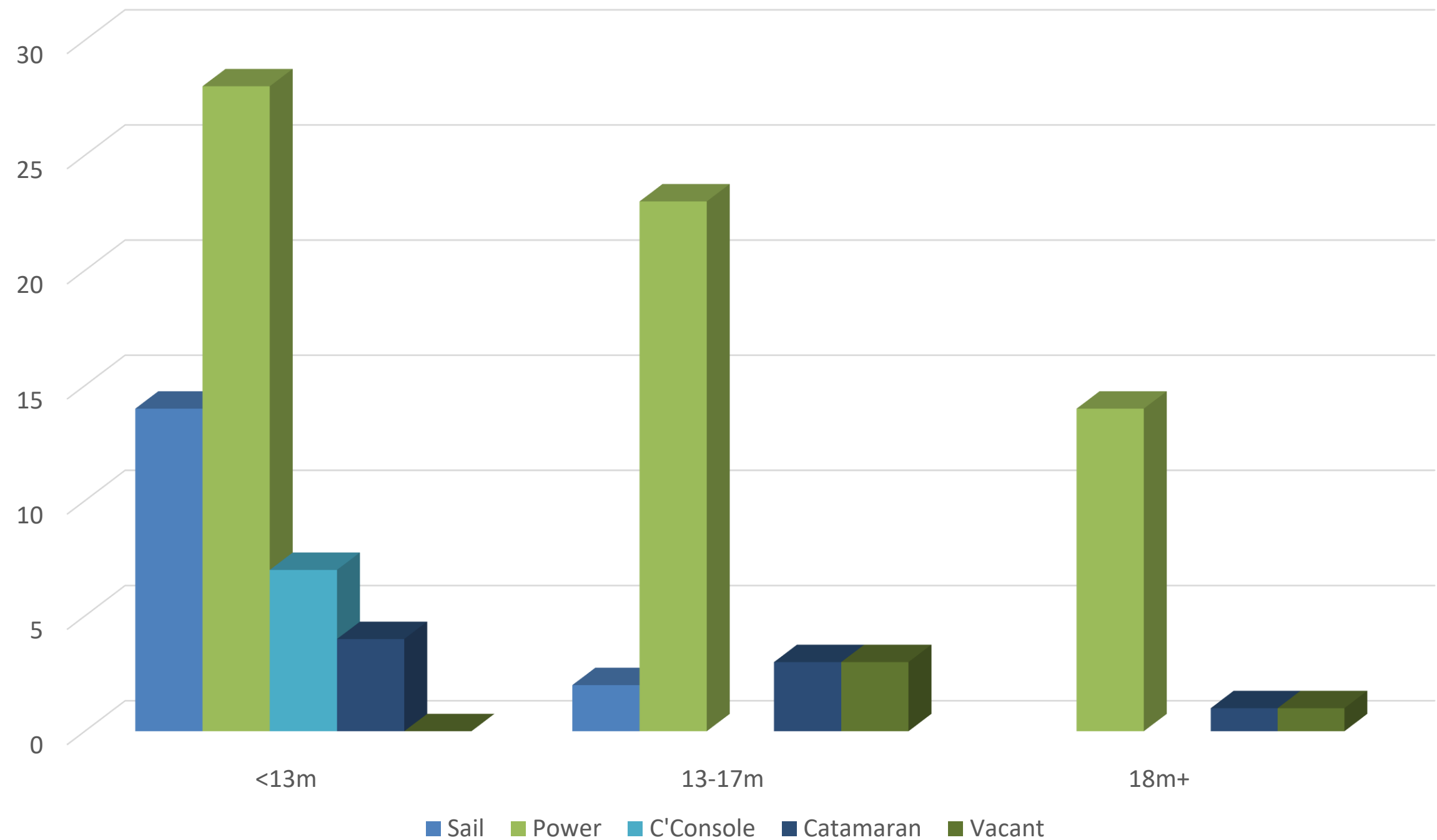




# PEN OCCUPANCY – Fremantle Annexe



**Total Pens Fremantle – 100**  
**2023-24 Current Occupancy – 97%**





# LOOKING AHEAD 2024/25 – 2030/31

# 2024/2025 BUDGET

## MEMBERSHIP AND HOSPITALITY

Membership and Nominations	1,934,400
Hospitality Operations	97,162
Club Functions	(158,060)
	<u>1,873,502</u>

## BOATING AND MARINA ACTIVITIES

Pen and hard standing fees	3,883,104
Boat Lifter operations	203,432
Boating Division operations	(674,030)
Boat Training Division operations	(199,340)
	<u>3,213,166</u>

## OTHER REVENUE AND EXPENSES

Merchandise Sales	7,030
Marketing & Public Relations	(170,233)
Crawley Operations	(273,580)
Challenger Operations	(630,598)
Bank Fees and Interest	(468,240)
	<u>(1,535,621)</u>

## CLUB OPERATIONS EXPENDITURE

Maintenance and Cleaning	(604,904)
Administration Expenses	(243,480)
Administration Salaries	(934,816)
Finance Expenses	(123,240)
Information Technology	(58,200)
	<u>(1,964,640)</u>

Depreciation	(1,308,000)
	278,407

## AASB 16 - LEASES ADJUSTMENT

Depreciation	(270,444)
Lease - Interest	(86,712)
Lease - Amortisation	344,184
	<u>(12,972)</u>

---

**Total Budgeted Profit/(Loss) 2024/25** 265,435



# 2024/2025 CAPITAL EXPENDITURE

## CRAWLEY

### Clubhouse Refurbishment

- Roof sleeve install in box drains (30,000)
- Function Room Refurbishment (25,000)

### Galley

- Brat Pan & Exhaust (20,000)
- Appliances Ovens, Fridge (7,000)
- Dumbwaiter (65,000)

### Jetty Refurbishments

- F Jetty Electrical Upgrade (230,000)
- Jetty Piles A-F (100,000)
- Fingers - A-F (70,000)
- Gatehouse Door Motors (20,000)
- E Jetty Concrete Resurfacing (20,000)
- Boat Wash (10,000)
- Cathodic Protection (30,000)

### Grounds

- Crawley Playground Softfall (10,000)

### Miscellaneous

- 32TB Networked Storage / Backups (16,000)
- Future Provision (30,000)

---

(683,000)

## FREMANTLE

### Clubhouse Refurbishment

- Eaves and Roof Repairs (30,000)

### Jetty Refurbishments

- Jetty Piles & Fingers (150,000)

### Grounds

- Electrical Switchboard (20,500)
- Gates - Sensor Pad (5,000)

### Miscellaneous

- Future Provision (30,000)

---

(235,500)

## BOATING

- Elliott Sails (25,000)

Repayment Elliott Training Boats (101,160)

---

Total Capital Expenditure 2024/25 (1,044,660)



# 10 YEAR CAPITAL PLAN

## Crawley

Office	(113,000)
Accounting System	(200,000)
Function Rooms	(121,000)
Wardroom / ACCL / Catalina Bar	(220,000)
Galley	(161,000)
Hospitality Storage	(58,000)
Gym	(12,000)
Workshop / Grounds	(276,500)
Hardstand	(55,000)
Building	(854,000)
Jetties and Pens	(1,638,000)
	<u>(3,708,500)</u>

## Fremantle

Clubhouse	(164,500)
Jetties and Pens	(1,282,000)
Grounds	(50,000)
	<u>(1,496,500)</u>

## Boating

Office	(38,000)
Club Boats	(1,062,000)
Buildings	(331,000)
Boat Training	(172,000)
	<u>(1,603,000)</u>

**Total 10 year capital plan** (6,808,000)

# DEBT REPAYMENT PLAN

Description	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	2030/31	2031/32
Opening Balance	5,457,917	4,856,757	4,255,597	3,538,737	2,838,737	2,138,737	1,438,737	738,737
Loan - Bank Facility	(500,000)	(500,000)	(700,000)	(700,000)	(700,000)	(700,000)	(700,000)	(738,737)
Loan - Elliott Yachts	(101,160)	(101,160)	(16,860)	-	-	-	-	-
Closing Balance	4,856,757	4,255,597	3,538,737	2,838,737	2,138,737	1,438,737	738,737	-



# Looking Ahead – Key Areas of Focus:

- Safety first culture
- Strategic Plan Review
- Governance, Compliance and Transparency
- Committee KPI's
- Membership marketing and recruitment
- Improved Member comms, engagement, consultation
- More UVP's for Members
- Team Training & Development
- Marina repair and maintenance
- Facilities maintenance focus
- Improved Service and F&B offerings
- Increased Revenue streams e.g. Sponsorship



# COMMENTS AND QUESTIONS

