

SSCBC
ANNUAL GENERAL MEETING
COMMODORE'S REPORT
26 JULY 2020

As all the activities of the past year are well covered in the Annual Report and the subsequent reports today I want to focus on some of the “ bigger picture” goals we have kicked in the last few years and the challenges and opportunities facing your Club.

Of particular note is our management team.

Apart from our new CEO, we have also made other senior staffing appointments (I will not list them all). Our executive group, listed in your Annual Report, is a highly professional , well coordinated group , each with their own specialties and contributions to make.

All of staff now have employment contracts that comply with current employment practice. Including our casual staff, it has been quite an effort to ensure that we comply in all respects. This has given us the professional resources to implement new accounting systems, new member management systems, new maintenance programs. Henry will talk further about our advances in systems aimed at delivering better services to our members.

Other major “goals kicked” and active work in progress are:

Since taking our F&B in-house I really feel that that Club has taken ownership of this service to members. We now have excellent F&B staff delivering an excellent service to our members, albeit interrupted by Corona. Our challenge going forward is to have greater use of our top quality F&B offerings by members and guests , particularly in the winter and shoulder periods , and to build a solid calendar of functions.

As a Committee we have worked very hard to ensure our members get maximum access to the services offered by your Club, particularly during the high season. We have introduced limits on the number of guests and how often a guest can be invited to the dining room, to go sailing and to Club events. Importantly our new member management system and improved security arrangements will be able to track visitors to the club to ensure that priority is given to members and guest introductions remain within reasonable parameters.

We think this approach is the right way to go, rather than imposing limitations on the growth in membership. On this point, note that membership growth has been broadly flat in the last few years. This year to date only some 20 new members have been admitted.

I am particularly excited by the focus your Committee is placing on increasing the participation in Couta boat racing and all the events surrounding our Couta boat fleet and sailors. Headed by Howard Critchley our aim is to assist in overcoming the financial and crewing hurdles to owning a Couta boat. We are also launching a whole program of sail training and racing focused on the Club owned historic Couta boat , Ripple. In addition, we are planning a whole raft of social activities around yet another active and revitalized sailing season. Please watch out for the Couta boat program when it is released over the next few months.

I am particularly proud of the increased engagement of families, women, kids and youths in the club activities. From the amazing success that David White is having with Junior sailing and training, to the Next Gen Couta boat racing and to the number of sailing and social events for women. Let me also note that there will now be three women on the Committee with Georgie Silverwood assuming the Vice Commodore's role.

Similarly, your Committee is very keen to let the kids and young adults have their say in the Club. The interviews with our two Junior Club Captains in the recent Tidings magazine was no accident. In a similar vein we are also looking at developing a Next Gen sub Committee to provide a focal point for our junior and youth sailors. Hopefully , in time, we will also have younger members on our General Committee.

Volunteers. You all know the incredible job our volunteers do on a weekly basis to support our sailing program. You will have seen or heard about the amazing volunteer effort to support our regattas this last year. Deb Kwasnicki has led the charge with volunteers and she will be confirmed as an incoming Committee member later in this meeting. Her role , working with Henry , will be to develop a properly administered volunteer effort across a whole range of activities in the Club and to include proper training , rostering, training and succession planning. This is going to be really good and will provide many outlets for our many members who are keen to "get involved".

The Clubhouse Redevelopment. Again, I am really pleased that the current planned redevelopment properly overcomes current functional difficulties with the clubhouse, benefits by the practical and professional input from our new

CEO and sets us up well for the future. Rollo Wright will be giving us an update later in the meeting. However, let me reiterate and reassure members that, while our target commencement date is early 2022, we will only undertake any redevelopment when it is financially sensible to do so.

I cannot ignore the fact that we have incurred a loss this year. I will let Shaun give more details on the factors that influenced the financial result when he reports shortly. Broadly the loss reflects investing for the future, some once off items and some accounting treatment changes. At the end of March, the financial impacts of the Corona virus had not really started to happen. More on Corona later.

Rather than dwelling on the loss my concerns focus on the analysis of our “Underlying performance” provided by Shaun in his report. When you strip-out Admission Fee income (income which benefits the Club over years rather than in one year) our underlying operations have been at or near breakeven. Our challenge going forward is to control costs and to grow our revenues, without impacting services to members.

Looked at another way we need to make sure we now capitalize on the significant investments we have made in people, systems and services to members. We are now much better placed than we were two years ago to offer improved services to members in a more cost efficient way.

I need to give you an update on how your Club is coping during the Corona virus crisis.

The Club, its salaried employees and some casual employees qualified for JobKeeper allowances. Qualification for the second and third stages will ultimately depend on the criteria and the level of activity possible at the Club. Consequently, through JobKeeper and using up accrued leave entitlements we have been able to provide continued employment for our salaried employees and key casuals without detrimental effect to our operating performance and cash position.

We have been able provide many services to members, limited of course by the many and changing restrictions. Sail training, Virtual sailing , podcasts, take away food offerings and boat inspections, to mention a few of those services. We were on a path of progressively re-opening our F&B offering until this latest lockdown.

Hopefully, come late August, we will be able to revert to our normal Friday to Sunday winter trading. And then look forward to a normal summer season. I remain optimistic.

The financial outlook for the year is uncertain. However current trends indicate we should deliver a modest surplus. Year to date our subscription collection is tracking in line with the prior year and budget.

While we remain in good shape, as members will appreciate there is much uncertainty.

Finally, my thanks to management, our volunteers, our sponsors and the Committee for all your efforts and support during these challenging times.

Graham Cunningham

Commodore.