

Vice Commodore's Report 19/20

Dear members,

The role of the executive Committee is to procure outcomes for the club and the members that are in the best interests to both. To that end, I feel that the executive of the club has exceeded in its obligations. This year the following has been achieved:

- New website
- Bar and clubroom renovations Completed
- Mornington Peninsula Shire Council relationship strengthened
- New club Cleaner appointed
- New sign in Register designed and implemented
- Catering Tender terms of reference written and committee appointed
- Coast Guard relationship strengthened
- Marketing of club programs

The engagement by members to offer help when asked or sought, has been extraordinary. Such has been the engagement, I fear I will miss thanking someone and for that I apologise in advance. I would hope that members feel that much of what I am going to report on has already been covered in the weekly e-news, a vital tool, that is the bedrock of any club and a tool that keeps members engaged, informed and connected. Sincere thanks to Ewan Campbell initially and later Di Jackson for getting it out there regularly and to all those that contribute to ensuring there is something interesting to read.

The new website, I'm sure most will agree, is a much better looking site, than what we previously had. Thanks to Jenny Thompson and our webmaster Jonathan Ross, we have a site that is updated regularly, and continually re-worked as the club evolves. Jonathan Ross produced the site for us at a greatly reduced rate and continues to work on the site at a rate that is a fraction of what could otherwise be expected.

The renovations have largely been completed and for that, we have a lot of people to thank. Firstly, this project has taken an incredible amount of effort and input and two people that have driven this project from the start are Brian and Lisa Marklew. Everything you see has their heart and soul indelibly marked. Brian's expertise in project management and Lisa's design skills have led to a stunning result. Both have donated their time, an extraordinary gift to the club. Brian's trades have been engaged throughout the project and Lisa has delved into her bag of tricks and connections to ensure the club looks visually spectacular. On behalf of the club Brian and Lisa, we thank you. Linda Clarkson from Bin Smart generously donated many thousands of dollars of bins to help remove rubbish and builders waste, of which the committee was totally unaware until being informed of this by Brian Marklew, many thanks for this Linda. Barry Tanner put up his insurance and Builder's license to ensure the build could proceed. John Weymess looked after the engineering side of the project whilst Scott Pizzey spent hours on the drawings to be submitted for the permit. Our thanks to Stuart Scott for donating the polishing of the dance floor, Carpetworld for their donation and contribution of the carpet and also the Coast Guard who paid for the Tower, entry foyer and their office to be carpeted. I feel that the result of this renovation will drive memberships, hirings of the facility when permitted and will help in delivering a better financial result for the club via the catering tender.

As our landlord, our relationship with the Shire is extremely important. Whilst the Shire work at a slow rate and their programs, which might affect us are not always communicated efficiently or effectively to us, we are always working on ways to engage the Shire in the projects we wish to undertake and to find ways we can slot their programs in to our desired outcomes as a club. Such an opportunity occurred when we were told that the building was due new carpet. It was a logical step to then work new carpet into the clubroom renovations. Unfortunately the same can't be said in relation to the painting program the Shire has for the building. This could have been programmed in with our renovation had we known about it. It was felt that we needed to paint inside ourselves at a cost of 15K and negotiate with the shire later for the sake of expediency. This is one reason for the budget blow out. Other costs contributing to the budget blow out were the TV and Fireplace, the re-tiling of the entry foyer, the food ordering counter and our contribution towards the carpet. As at the end of June we have spent approximately 166k.

Thanks to Fiona Lowe who is our new club cleaner, replacing Ian Woods. As a member of the club, we know that Fiona will take pride in cleaning the club and we know we'll always get great value for money when a member is engaged and has a vested interest in the club.

We have a new Visitor sign in system, which, whilst manual, was felt by the Executive Committee to be a more relaxed system and more cost effective to run, whilst still satisfying our liquor license obligations. It is the responsibility of all members and our caterer to ensure guests are signed in. We have set Guest visits to three per financial year. We would hope that after that time, guests would be encouraged to become members, if they wish to continue to avail themselves of our facilities in future.

The Catering terms of reference have been set for the Catering tender process, which is due to be released in November of this year. Snooks Catering were offered a further one year extension of their contract to allow time to complete the renovation of the club. The rent for this period due to COVID was not increased. The Executive suspended rent for Snooks catering for 4 months and rent is now due on a flexible payment arrangement for the coming financial year commencing July 1st. It should be noted that whilst rent was suspended by the club, Snooks Catering did in fact make a payment of rent to the club as a gesture of good will. Given the Commercial in Confidence nature of the Tender process, there won't be an opportunity to report on much to the members, however I would like to say that the process will be a proper and thorough one headed by Duncan McColl as Chair with Michael Arcaro, John Matheson and Gordon Thomas on Committee. I feel extremely confident that the talent on this committee will ensure the best outcome for the club. The new contract is due to commence on the 1st of July 2021.

Our relationship with the Coast Guard is particularly strong and to that end I'd like to thank Tony Christmas and the Commander Mark Brookes for their willingness to work with the club in procuring better outcomes for the building we occupy. Our next priority is to sort out the Tower and a sub lease for the Coast Guard, which we hope they will take the lead on and present to us a lease document which can see both the SBSC and CGF6 move forward together in this space. The SBSC continues to manage the overheads of the building and fully supports the Coast Guards occupancy in the building at no cost. It is important that we continue to do so as it is the right thing to do. By financially supporting the Coast Guard, we have better leverage with the Shire when seeking support on certain projects. The Coast Guard it must be mentioned, pays for our internet services provided by Telstra.

This year the club has spent a lot of money on marketing. To that end, all of the imagery seen on flyers and other various forms of promotional material has been supplied by Chris Parkes. Chris has been an enormous advocate for the club and his willingness to put his hand up for all moments at the club that require capturing, Chris is there with his trusty camera and then finds a way to use this imagery to promote the club. His flyers have been handed out to about 5000 locals bestowing the virtues of a "Club with a view to....." and have been the conduit for engaging with the local community. John and Anne Matheson have been huge advocates for the club and the new Thursday night social member nights were really beginning to gain traction before COVID hit. It has always been difficult to get the message out there that you don't need to sail to be a member, but thanks to John, Anne and Chris, Thursday nights will soon become Wednesday and Thursday nights as more and more locals are introduced to the club, encouraging them to join as a member. Why is it so important to get social members? These members are the ones who we hope will volunteer to help in the tower, to volunteer on rescue boats, become involved in social committees, become crew on Keel Boats and so on. As a club, we have so much to offer and becoming a social member is the gateway membership to greater engagement. It is important to have more member nights at the club as the club membership grows, this will in turn give greater value to the catering rights at this club. A massive thanks to Chris, John and Anne.

Thank you to Katrina Mackie for continuing to manage the boat yard this season. We don't have a huge amount of space to work with and Katrina is ever vigilant when members don't do the right thing. Ultimately we want to reward members who use their craft regularly, rather than the yard being used as cheap storage. Thanks to Katrina, I'm confident we strike that balance.

I'd like to thank David and Dierdre Snooks for their continued support of the SBSC. They have had to operate under trying circumstances this year and have somehow managed to find a way to remain relevant. Their decision to open the kiosk and sell takeaway meals was a fantastic testament to their adaptability. They quickly gained a cult following and were opening up the club to new potential members, selling the club at every opportunity. The decision to renovate the club, has meant that Snooks catering have had to invest significantly to adapt to their new surrounds. It has to be acknowledged that the money they have had to spend on new technologies and other equipment has been made with the uncertainty of their future tenure here at the club.

I want to acknowledge a member of committee who puts in an enormous amount of time and effort without any fanfare. Jen Thompson, has been a quiet achiever in the background and does

all this without any recognition. Her role is huge. Jen is forever coming up with intelligent, articulate solutions to many of the administrative problems we have as a club. Anyone who takes on the Membership role in the future can thank Jen for making the role a lot easier than when she took over the position. I'm a great admirer of Jen and our committee is a more balanced and thoughtful place due to the standards she brings to the table. Her work on the website and membership process has been invaluable. I am excited that Jen is continuing on committee. I would also like to recognise Graeme Ainslie as our outgoing Treasurer. Graeme has done an incredible job as our Treasurer. Our accounts have always been up to date, there is never a delay in paying bills, his reporting is thorough and his opinion valued by all on Committee. He will be very hard to replace, but again like Jen, whoever takes the role of Treasurer on, will have Graeme to thank for making the process easier. To the rest of the committee, we've had a great year and I value the contribution made by you all. I think we can all stand before the membership and proudly declare that we have exceeded the the expectations of what has been delivered to the betterment of the members and the Safety Beach Sailing Club.

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