



ROYAL NEW ZEALAND YACHT SQUADRON

MINUTES: ANNUAL GENERAL MEETING 9th AUGUST 2018

1. INTRODUCTION

Commodore, Steve Mair Welcome to the 2018 Annual General Meeting of Royal New Zealand Yacht Squadron and called the meeting to order at 1804hrs, and acknowledge Trustees, Past Commodores, Life Members, and all Members present.

2. APOLOGIES

Past Commodore Jack Alison, Justin Atkinson, Paul Barton, Ian Bourgeois, Life Member Don Brooke Richard Buchanan, Celia Carson, Angie Crafer, Jan Dawson, Trevor Dunn, Graeme Edwards, Richard Edean, Don Galbraith, Sir Colin Giltrap, Lance Gladding, Life Member Neil Harris,	Past Commodore John Heiss, Simon Hull, Kazik Jasica, Life Member Bryan Kensington Ross Markwick, Past Commodore Ross Masters, John Menzies Robert McClelland, Ross Morton, Robin Paine, Trevor Perry, Colin Reid Vincent Reidy, Mark Roberts, Ralph Roberts, Warwick Peacock,	Brian Peterson, Kevin Pollock, Chris Sattler, Irvine Sibbald, John Sinclair, Warwick Sumpter, Past Commodore Peter Taylor, Rob Walker, Brian Ward, Carl Webster, Ron Wensor, Penny Whiting, Richard Williamson, Chris Wood, Richard Woodyear-Smith
---	--	--

Commodore Mair moves that these apologies be accepted
Seconder – Andrew Aitken
All in favour / carried

3. OBITUARIES

We acknowledge and pay our respects to Members who have passed away since the last AGM. It was a privilege for the Club to have had these people as Members, many of whom were Members for a great number of years. Commodore Mair invites everyone to stand for a moment's silence as a mark of respect for these Members.

Mr Graeme Birch 1977	Mr Michael Houlbrooke 2016
Mr John Bridgeman 2003	Mr Garry Hyde 1960
Mr Andrew Brown 1968	Mr R Johnston 1976
Mr David Charlesworth (PC) 1981	Mr Roy Montrowe 1961
Mr Alan Clark 1976	Mrs Ann Neary 1982
Mr John Courtenay 1960	Mr George Schischka 1962
Mr Detlev Dannemann 1994	Mr Michael Sumpter 1966
Mr Noel Fleet 1967	Mr Alan Taylor 1979
Mr Gerald Hall 1955	Mrs Laone Wells 1999
Dr Murray Haslett 1983	Mr Hugh Wright 1984
Mr Tony Hambrook 1999	Mr Dennis Yates 1948

4. MINUTES OF THE ANNUAL GENERAL MEETING HELD 10 AUGUST 2017

The Minutes of the Annual General Meeting held 10th August 2017 have been available.
Would a member like to move that they be approved and adopted as a true and correct record?

Commodore Mair moves that those minutes be accepted as a true and correct record
Seconder – Andrew Aitken
All in favour / carried

5. MATTERS ARISING FROM THE MINUTES

There were none

6. FINANCIAL STATEMENTS FOR THE PERIOD ENDED 30 APRIL 2018 *(slide)*

Annual financial statements for the year ended 30 April 2018 were circulated

Commodore Mair moves that these financial statements be accepted

Secunder – Andrew Aitken

All in favour with one exception / carried

It is recorded that Mr Richard Holmes was the sole member noted as against.

The Club's Treasurer, Phil Hart talked to the annual financial statements, and answered questions from members.

- Revenue margins did not flow to the bottom line to the extent expected due in part to costs such as Agency staff required for big events and recruitment fees
- R&M and deferred maintenance also contributed
- Mindful that members are in effect shareholders as well as customers – the club needs to be affordable and we can't therefore charge market rates
- Admin overheads, or the cost of HR is down 3% compared with 4/5 years ago
- More events = more people
- Number of initiatives launched with sunk set up costs such as Learn to Sail and other operating expenses for compliance (H&S is just one example)
- Training, Sailing & Patrol Boats is a pleasing result
- The club is being run pretty efficiently and as lean as possible. It is the 4th best year in the last 10 years, and turnover has doubled in the last 7 to 8 years.
- Training and the retail shop are highlights in these accounts
- The Foundation is growing circa 200k p/year
- 100k ring fenced and sent to Milford Asset Management for the International Sailing Fund and Club money
- The Kitchen upgrades of 400K came from cash flow and has unquestionably improved service delivery

Commodore thanks Treasurer Phil Hart and Management for preparing the Annual Accounts in an accurate and timely manner. Phil has moved to Whitianga so will not continue as treasurer. Commodore Mair wished him well on behalf of the Committee, Management and Members. A new treasurer will be appointed by the General Committee in due course.

7. COMMODORE'S ANNUAL REPORT

The Commodore's Annual Report circulated with the AGM papers is taken as read. Commodore Steve talked to the report and answered questions from members.

- Rent negotiations with the Council are underway with parking rights included – this is almost completed
- Term of rent is 5 years – currently 2 out of this 5 year term. 66 years to go in 5 year increments.
- Our risk is the long term tenure, and the major focus for General Committee
- Subscriptions calculation increases on an annual basis is fixed at the CPI
- WUMU – Panuku may exercise the public works act to claim back the land and in the interest of members and generations to come RNZYS will be part of the Charitable Trust formed.
- AC highlighted the Club and there has been big demand both from members – event engagement – and the New Zealand nationwide interest.
- A supply chain manager has been engaged to review the processes and functions operationally to ensure we have robust systems in place for the best possible financial outcome.
- It has been identified that functions of about 200 are good for the club. 300+ aren't profitable by the time added costs of agency staff and goods hire are included. Fine tuning and recognising this type of specific which has eventuated from the growing pains experienced has focussed management to ensure better profitability results going forward.
- Disclosure, Accounting information and communication is the key

8. SURVEY OVERVIEW

The 2018 annual member's survey had a revamp this year which has resulted in some great feedback to help us keep pushing things forward during the next year. Striving to be better is something our teams are constantly focused on achieving. The General Committee and management team are also dedicated to better deliveries operationally. Winter is the small window we have each year to plan and implement some of the improvements to make your club even better. There is now a suggestion box, gratefully made by member Bruce Tantrum, located at reception for you to provide ongoing feedback.

We will send out a full summary to members once all the data has been collated. A few highlights that have come out of the survey so far are:

100% are proud to be RNZYS members

50% of those surveyed are active on water

96% recommend others to join

98% say we communicate well with members

92% find the membership good value

What you like about the Club: members, comradery, history, tradition, and the staff

What you want to see: continued focus on the etiquette, member benefits, and facility updates

What you would like more of: coastal, shorthanded and social sailing .. also encourage more crew to become members

What you confirmed: Social aspect on and off the water is important

- YOU SAID: We can improve on the menu pricing although it is felt the standard is generally high.
WE HAVE: introduced the winter menu which has enabled us to do a full costing review
- YOU SAID: there is an appetite for more coastal, shorthanded and social sailing
WE HAVE: given this feedback to the Sailing office to discuss with the Sailing Committee
- The Social aspect is important and generally people like what we are doing in this space with a little bit of something for most interest groups
- Members enjoy being acknowledged and welcomed to the club by friendly staff
- YOU SAID: While change is good/necessary, we need to be mindful not to lose sight of traditions
WE HAVE: Reminded ourselves of the importance traditions are to the Club, and are refining our processes to ensure we continue to respect the history and tradition of the Squadron
- YOU SAID: Communication methods are great but need to be accurate
WE 100% AGREE: and continue to strive to be the best we can

9. SAILING OVERVIEW

- Volvo Ocean Race finish/leg start and in Port races
- Strong fleets in Club racing
- Record numbers in NZ Match Racing (80+ sailors), National Training Weeks (88 sailors), Harken Schools Regatta (68 sailors), Women Keelboat nationals (66)
- Record numbers in Youth Training Programme (50 sailors) and Performance Programme (12 sailors)
- 230 Students courses run in Learn to Sail, added two new courses advanced race training and level 3 coastal skipper.
- Strong international results – 1st and 2nd Harken international, 1st MUSTO international, 1st and 2nd Nespresso international, 2nd Governors Cup, 1st China Cup, 3rd Youth World Match Racing Championships
- Successful first International Foiling Camp
- Improved race management resources and increased team members
- International training arm underway

10. INTERNATIONAL SAILING FUND CONTRIBUTIONS

- \$1,000 Red Bull Youth America's Cup
- \$ 688 Governors Cup 50%
- \$ 200 Governors Cup and Youth Worlds
- \$1,000 6 mtr Worlds Canada
- \$1,000 Rolex Fastnet Race
- \$ 900 Musto Youth
- \$2,400 Youth National, Hardy Cup & Warren Jones
- \$ 990 Hardy Cup
- \$ 500 Centerport Youth International

11. PROJECT OVERVIEW

Projects completed during 17/18

- Major kitchen renovations – upstairs and downstairs
- Security upgrades – new access system and camera's
- Office renovations and new admin space created
- New dining chairs for the Quarterdeck
- Members House Accounts introduced
- Loyalty programme introduced
- Committee Room renovated
- Further Kawaii upgrades
- RNZYS App launched

Projects Planned or Underway for 18/19

- 150 year celebrations
- Deck replacement for Lidgard House, Kawaii
- Plan for further development at Kawaii
- Server upgrade
- Interior painting
- New Ribs
- International training arm expansion
- Sustainability focus
- America's Cup 36
- Further expansion of learn to sail school
- Increased member benefits program

Commodore Steve thanked everyone – he has very much enjoyed the last 2 years as Commodore, and noted the passion displayed by some members at times as challenging in a good way. Congratulations to Ian as the Clubs next Commodore.

I would ask a member to move that the Commodore's Annual Report for the year ended 30 April 2018 as circulated be adopted.

Commodore Mair moves that the Commodores Report be accepted
Seconder – John Kensington
All in favour / carried

12. APPOINTMENT OF AUDITORS

The Commodore moves that RSM Hayes Audit be appointed as Auditors for the ensuing year
Seconder – John Kensington
All in favour / carried

13. ELECTION OF FLAG OFFICERS AND GENERAL COMMITTEE

With one nomination for Commodore it is declared Ian Cook as the Commodore for the ensuing year.

Commodore Cook chairs the meeting from this point forward

With one nomination for Vice Commodore it is declared Aaron Young as Vice Commodore for the ensuing year

With one nomination for Rear Commodore it is declared Andrew Aitken as Rear Commodore for the ensuing year

First task as Commodore is to present Steve Mair with your Past Commodores Burgee

As 10 nominations have been received for the 10 General Committee vacancies, a ballot is be required. It is declared these 10 Members are our new Committee for the ensuing year.

ELECTED COMMITTEE MEMBERS

- Peter Boardman
- Jonty Cullinane
- Sheryl Lanigan
- Mike Leyland
- Mike Malcolm
- Garry Scarborough
- Ben Sceats
- Gillian Williams
- Richard Wingfield
- Sanchia Yonge

Commodore Cook - Thank you all for putting your names forward and congratulations on your roles for the 2018/2019 term. We also thank those Committee Members who have decided not to re-stand – Duthie Lidgard, Tony Skelton, and of course Steve Mair as Commodore - the years of service to the Committee is truly commendable.

14. PIN PRESENTATION

50 YEARS OF SERVICE

- Mr Trevor Geldard *(50.1 YOS)*

40 YEARS OF SERVICE

- Sir Kenneth Stevens *(41.8 YOS)*

15. GENERAL BUSINESS

- Profitability is considered success and the challenge for the incoming committee
- Be wary of the building becoming too much a function centre at the cost of members, and parking rights
- Quarterdeck seems to be unavailable often due to private bookings
- Membership – 50% not sailing people
- Tribute to Hayden Porters stewardship and his staff which we are very blessed to have – a big thankyou
- Heartening to see the 120% increase with Family memberships
- On behalf of the Classic Yacht Association, Michelle Khan thanked RNZYS for their support which is sincerely acknowledged and appreciated.
- Lease negotiations may contemplate climate changes should sea levels rise forcing relocation.
- Future consideration for encouraging public transport would be helpful

COMMODORE COOK DECLARES THE MEETING CLOSED – at 1918hrs

The Dinghy Locker Bar is open for the Commodore to shout the first drink