

Town Hall Meeting/ Information Night

Wednesday 20 March 2024



The Premier Club on the Coast 

Topics of Conversation

1. Financials
2. Management Committee
3. New Member Promotion
4. Staff Organisational Chart
5. 2024 / 2025 HYC Strategic Plan
6. Club Improvements
7. What's Going On Around The Club!
8. Question Time



1. Financials

BUDGET 2023/24 V FORECAST 2023/24

	Budget 1/5/23 - 30/4/24	Forecast 30/4/24	Variance
Cash Surplus			
Club administration	123,440	220,227	96,787
Food & beverage	433,508	351,744	(81,764)
Boat lifters	9,997	113,828	103,831
Consolidated	566,945	685,799	118,854
Less Loan Repayments			
Clubhouse	(152,750)	(152,750)	0
Jetty	(120,000)	0	120,000
Boat lifters	(114,900)	(114,900)	0
Total Loan Repayments	(387,650)	(267,650)	120,000
Consolidated Cash Surplus Ex Capex	179,295	418,149	238,854
Less Capital Expenditure			
Software	(121,440)	(159,174)	(37,734)
Club	(207,128)	(46,284)	160,844
Boat Lifters	(144,042)	(52,733)	91,309
Total Capital Expenditure	(472,610)	(258,191)	214,419
Consolidated Cash Surplus / (Deficit)	(293,315)	159,958	453,273

2. Management Committee

Management Committee Appointments made 8 January 2024:

- Dave Manning
- Luke Endacott
- Hugh De Vries
- Paul Kempthorne

- Commodore, Kerry Lewis
- Vice Commodore, Graham Townsend
- Honorary Treasurer, Luke Gibson
- Ian Patterson



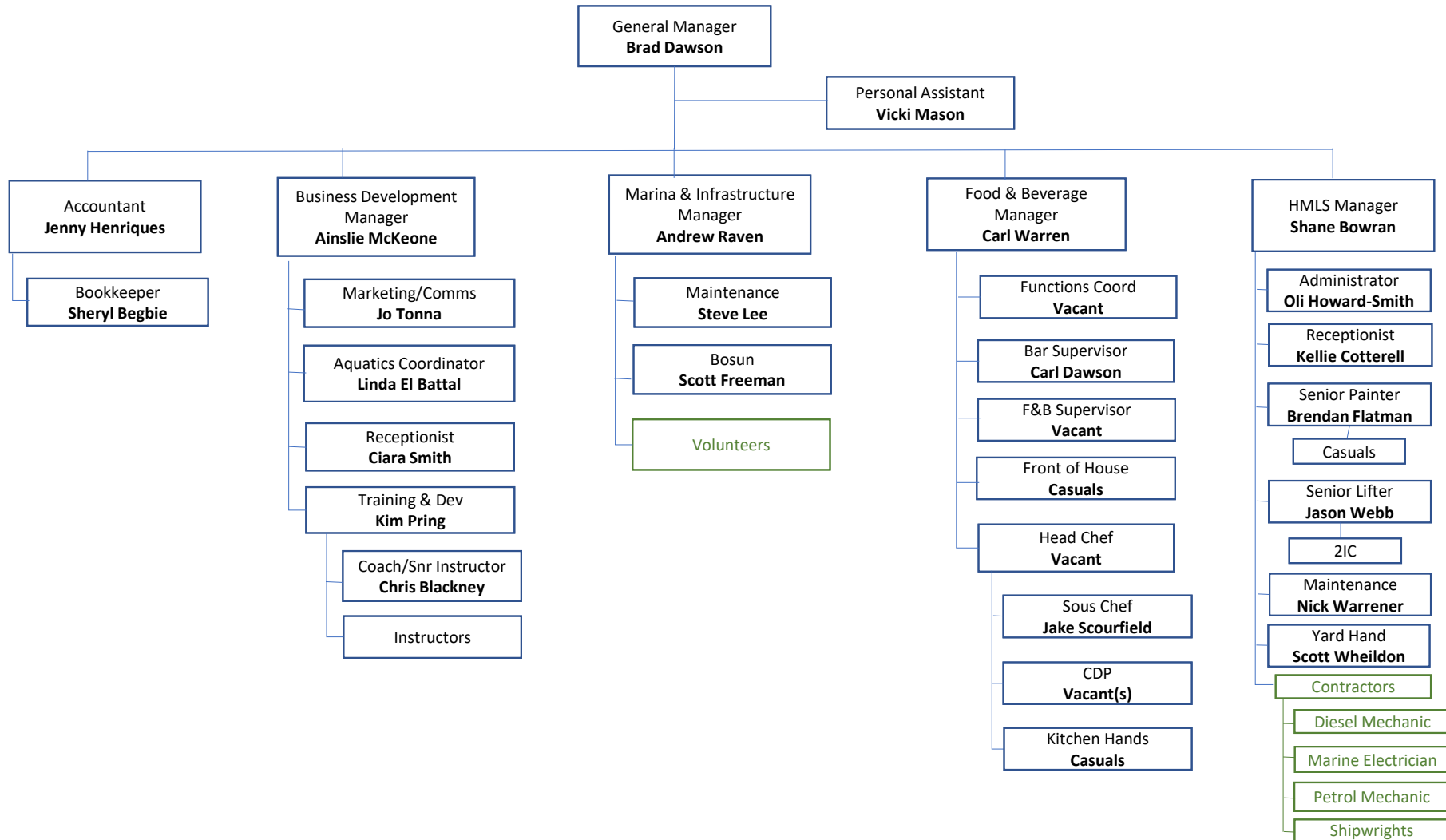
3. New Member Promotion

Membership Category	New Members	Member Upgrades/ Changes
Ordinary	25	6
Clubhouse Single	3	
Clubhouse Partnered	15	
Reciprocal	6	
Senior	3	
Student		1
Junior	2	
Country	1	
Absentee		2
Crew	1	
TOTAL	56	9

Total Amount of Enquiries Made	102
Applications in Progress	6

Local Schools Introduction - Attendance	160
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4. Staff Organisational Structure



5. 2024/2025 HYC Strategic Plan



Hillarys Yacht Club

2024/2025 HYC Strategic Plan Our Vision: The Premier Club on the Coast

Approved: 11 March 2024

	Membership	Stakeholders	Assets	Community	Finance and Compliance
Key Outcomes	Stabilise and Grow Membership	Members, Staff and Volunteers who are respectful, proud and committed to the values of the Club	Maintain, upgrade and expand our facilities to create a fresh, new and exciting atmosphere for the benefit of new and existing Members	Increase community visibility and engagement	Create a transparent, sustainable and responsible operating structure
Key Strategies	<p>M1. Focus on the 30-45 y/o Demographic:</p> <ul style="list-style-type: none"> a) Participation of the whole family b) Incentivise Per to Peer Memberships (Bring a friend) <p>M2. Introduce a Feedback Process:</p> <ul style="list-style-type: none"> a) What do Members want b) What can Members provide c) Undertake a 3 month "Peer Review" with new Members d) Encourage and reward positive feedback and suggestions <p>M3. Build a strategy to incentivise existing Members to participate in:</p> <ul style="list-style-type: none"> a) Social events b) On water activities c) Food and Beverage services <p>M4. Introduction/Scenario/Visitor/Hosted Memberships:</p> <ul style="list-style-type: none"> a) Support Peer Clubs such as Angling, Car Clubs, Pool Comps etc b) Allow potential Members to experience the Club's facilities <p>M5. Promote existing assets and activities by:</p> <ul style="list-style-type: none"> a) Expanding marketing campaigns b) Targeting specific groups c) Strong focus on Social Media <p>M6. Club Branding:</p> <ul style="list-style-type: none"> a) Improve merchandise availability (inc Burgee usage) b) Revise and update Style Guide and logos c) Strong focus on Social Media d) Create an image and/or brand <p>M7. Create Reasons to belong to the Club</p>	<p>S1. Build a strong Membership where we ALL:</p> <ul style="list-style-type: none"> a) Respect existing Members b) Welcome new Members c) Be an Ambassador for the Club <p>S2. Introduce a 'New Member Experience' Program for new Members:</p> <ul style="list-style-type: none"> a) Hat and Shirt b) Club history and structure c) Available activities and opportunities <p>S3. Develop a working environment to attract and retain quality staff:</p> <ul style="list-style-type: none"> a) Review and improve remuneration packages b) Set achievable and realistic KPI's for key staff c) Forge closer relationships with key staff and Club Management Committee <p>S4. Expand the induction Process to include:</p> <ul style="list-style-type: none"> a) Welcome Cocktail Night b) Mentorship and Club Buddy assignment program <p>S5. Extend the list of key stakeholders in the region:</p> <ul style="list-style-type: none"> a) Profile Members b) Profile Peer Groups c) Profile local Business, Schools and Sponsors <p>S6. Succession Planning</p> <ul style="list-style-type: none"> a) Planning for Management Committee b) Planning for staff 	<p>A1. Create an Asset Register including:</p> <ul style="list-style-type: none"> a) Maintenance schedule b) Condition evaluation c) Depreciation d) Forecast life and replacement cost e) Maintenance cost forecast and accruals <p>A2. Implement an Asset Performance Management Strategy:</p> <ul style="list-style-type: none"> a) People b) Process c) Technology <p>A3. Develop a fully budgeted Master Plan:</p> <ul style="list-style-type: none"> a) Building b) Pens c) Grounds <p>A4. Develop a Risk assessment and Emergency response plan</p> <p>A5. Develop business review/financial viability for HMLS</p>	<p>C1. Engage and maintain relationships with key agencies</p> <p>C2. Improve relationships with peer groups and Clubs:</p> <ul style="list-style-type: none"> a) Offer Support b) Provide facility availability c) Share resources d) Create reciprocal Memberships <p>C3. Develop an Environmental Management Plan</p>	<p>F1. Identify additional revenue streams:</p> <ul style="list-style-type: none"> a) Sponsorship b) Grants and Subsidies c) Venues <ul style="list-style-type: none"> i) Members Lounge ii) Harbour Room iii) Marina Room iv) Pinky's v) Reflections vi) Meeting Room d) Assets <ul style="list-style-type: none"> i) Pens ii) Alibi e) HMLS <ul style="list-style-type: none"> i)Services ii)Products <p>F2. Introduce an Operating, Capital and Works Policy:</p> <ul style="list-style-type: none"> a) Maintain a budget b) Allocate reserves c) Develop a funding strategy <p>F3. Implement and refine Club management software:</p> <ul style="list-style-type: none"> a) NorthStar b) Merchandise Management and Sales c) Asset Management Software/Tech <p>F4. Celebrate our Successes:</p> <ul style="list-style-type: none"> a) Milestone celebration parties b) Publishing of key milestones



Hillarys Yacht Club

6. Club Improvements

1. Pinky's Shade Sails - Completed
2. Marina Room - Completed
3. Merchandise Wall, Reception – Completed
4. Q Jetty Finger Repair – Q39
5. Jetty Finger Trials R and N Jetty
6. Reticulation **Volunteers Needed** – Saturday 23 March 2024

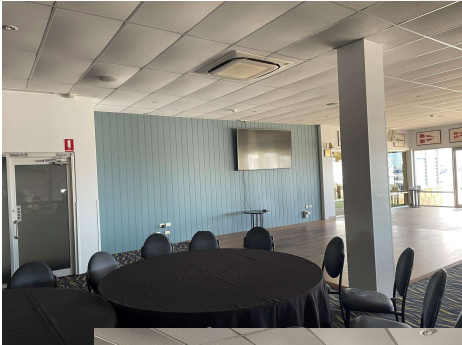


Volunteers Shade Sails



Hillarys Yacht Club

Volunteers Marina Room



Hillarys Yacht Club

Volunteers Merchandise Wall



**Club Merchandise**
PRICE LIST

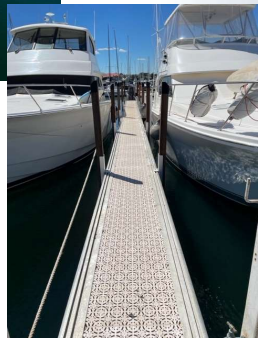
	Short Sleeve Polo \$38 AVAILABLE COLOURS NAVY/WHITE OR WHITE/NAVY
	Long Sleeve Polo \$45 AVAILABLE COLOURS NAVY/WHITE OR WHITE/NAVY
	Polar Fleece Vest \$45 AVAILABLE COLOURS NAVY
	Polar Fleece Jacket \$55 AVAILABLE COLOURS NAVY
	Cotton Cap \$18 AVAILABLE COLOURS NAVY OR WHITE
	Wide Brim Hat \$25 AVAILABLE COLOURS NAVY OR WHITE
	Lanyard \$6 NAVY/WHITE BURGE
	Stubby Holder \$8 AVAILABLE COLOURS NAVY OR WHITE



Hillarys Yacht Club

Finger Works / Replacement

R Jetty



Finger Works / Replacement

N Jetty



Volunteers Reticulation Upgrade

**VOLUNTEERS
NEEDED**
Saturday 23 March 2024 from 7.30am



Hillarys Yacht Club

6. Club Improvements

Reticulation Upgrade – Saturday 23 March
VOLUNTEERS REQUIRED

- 7.30am arrival and briefing
- 8.00am works start
- Equipment required: shovel, rake and gloves
- 1.00pm finish
- Call for Volunteers



7. What's Going On Around The Club

1. Jag the Joker at a record level
2. Wednesday Night – Bring Your Mates!
3. AFL Thursday
4. Reticulation Upgrade
5. Sports Bar Concept in Marina Room / Reflections - Investigation Underway
6. Pinky's Wet Bar Upgrade - Investigation Underway
7. Marina Master Plan
8. DoT/HYC Lease Extension and HMLS Rent Relief
9. HMLS Equipment Upgrade
10. HMLS Boatyard Boat Stands - Investigation Underway
11. HMLS Tenancy Review
12. HYC/DoT Front Verge
13. HYC/DoT Street Signage
14. HYC Solar Panels - Investigation Underway
15. Reception Area Upgrade - Investigation Underway
16. Succession Planning – Flag, Management Committee and Staff
17. Acid Clean – All Hard Surfaces
18. AV System – Phase 2
19. Additional Slot Walls – Members Lounge and Wet Bar
20. New Merchandise Range



New Slot Walls – Members Lounge & Wet Bar



New Merchandise Range

- Cap
- Broad Brim Hat
- Polo Shirt
- Rugby Top
- Windcheater
- Spray Jacket
- Blouse
- Dress Shirt
- Fishing Shirt
- Stubbie Holder
- Key Ring - Floating
- Lanyards
- Gym/Personal Towel - Micro Fibre
- Coffee Sipper Cup
- Drink Bottle
- Burgee
- Sticker Sheet - A4/A5



Question Time

