



Minutes of the Annual General Meeting of Members to be held in the Southern Waters Room on Saturday 22nd July 2023

1. Welcome by the Commodore

The Commodore (Matt McCarthy) noted that there were 76 members entitled to vote present at the commencement time of the meeting (5.00pm). A quorum in accordance with the BYS Rules was therefore present for the meeting.

2. Apologies

The following members provided their apologies:

- Lynne Bailey
- John Calvert-Jones
- William McMahon
- Barbara McMahon
- Richard Gilhome
- Susan Gray
- Norman Williams
- Andrew Rozsa
- Michael Landy
- Ian McCulloch
- Hayden Brown
- Jenni Maclean
- Geoff Smith
- Robyn Leonard
- Simon Harvey
- Wirginia Maxiner
- Andy McIntyre
- Nicole Dixon

Proxies received:

- Robert Ungar in favour of the Chair of the meeting.

3. Members passed

A minute's silence was proposed by the Commodore and observed by the meeting for members noted as having passed since the January HYGM:

- Ian Henderson – member for 9 years
- Judith Wilson – member for 1 year
- Celia Quinn – member for 26 years
- Michael Eger – member for 18 years
- Jack Warner – member for 50 years
- Helen Edgar – member for 25 years
- Helen Johnson – member for 64 years
- Rod Blackburn – member for 32 years

4. Minutes of the previous Half Yearly General Meeting

The Commodore asked that the minutes of Half Yearly Annual General meeting held on Saturday 8th January 2023 be received and confirmed.

Proposed: Matt McCarthy



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Seconded: Gerard Magner
Motion carried: All in favour with no objections

5. Reports:

○ *Commodore's Report: Matt McCarthy*

The Commodore thanked everyone for their attendance and also made mention of the enormous contributions behind the scenes from the BYS staff. For a summary, refer to the attached PowerPoint presentation which was displayed to members. Key points noted:

- It has been a challenging year as Commodore, but a rewarding one. The challenge has come from the ever-increasing complexities of BYS in today's environment; in particular safety obligations, human resources – both staff and membership, strategic framework, legal & financial governance, environmental obligations and expectations and risk management.
- Another challenge I was extremely conscious of was to ensure BYS progresses and becomes its most modern self. At the same time, I wanted to preserve and nurture our rich history and traditions. Importantly here, our strengths are not only our physical assets, and the building but also the camaraderie and friendships of members.
- BYS is in a financially secure position. We have no debt; we have an increasing membership base and a healthy amount of cash in term deposit bank accounts. In saying this, we are under considerable pressure with costs.
- We acknowledge the \$170K loss in F&B and it is disappointing – however it has been very difficult to avoid and plan for due to the rapid changes in industry demand for staff and resulting labour shortages dictated our increased salary expenses.
- I wish to acknowledge the EC and the members of all the subcommittees and their tireless work.
- Thank you so much to my family Kym, Holly, Charley & Cassie; for their support all the way through the years I have been a flag officer and on various committees.
- I offer my congratulations and support to the incoming Commodore, Martin Kudnig.
- And thanks also to all in the room today for your support, guidance and sage advice; we are all part of something incredible.

The meeting expressed its approval of the Commodore's report.

○ *Club Captain's Report: Richard Backwell*

The Club Captain provided an update on sailing at BYS:

- New staff have been onboarded
- After an extended review of our patrol boats, two are leaving the fleet (P9 and P11)
- Staff are working hard planning for Season 23/24
- We have members competing internationally
- Keel boats will have a division split
- Wind Warrior regattas to return.
- We are ordering three new patrol boats (lead time is 6-8 months) and 6 new Pacers for the sail training fleet; six identical boats will allow us to introduce teams racing.
- Upcoming regattas are Petersville, Youth and Women's regattas, then J70 state titles.

The meeting expressed its approval of the Club Captain's report.

○ *Audit and Financial Risk Committee Report: Megan Bolton (Chair A&FR Committee)*

Megan addressed the meeting and provided an overview of the financial position of BYS since the 2022 AGM and key influencing factors, including the global and local economic environment, continuing with caution amid uncertainty and risks, the club's current financial position and preparing for the year ahead. For details, refer to the PowerPoint presentation



which was displayed to members. Key items noted:

- Thank you to Matt, a strong and amazing leader who is leaving the club in a better financial position for our incoming Commodore Martin Kudnig.
- The current economic environment has seen continuing high inflation and BYS in turn is being challenged with high costs and the significantly low unemployment rate.
- Financial results, for the year ended 30 April 2023 (see website for full report) have been signed off by the independent auditors with no issues identified.
 - We have a solid operating surplus of \$325K.
 - Berth, slipping and storage revenue saw rental income increase by 45%, which reflects a full year of income from the 26 additional club-owned berths, a higher occupancy of visitor berths, as well as price increases.
 - Cost management has intensified for F&B, which saw a \$170K loss.
- For 2023/24, we are continuing with caution. Sailing analogies were identified to reinforce the key themes for the year ahead. These include:
 - monitoring the income trends and the costs of running the whole club.
 - managing key risks.
 - the importance of always assessing our capital expenditure options and where we are at.
 - embedding the strategic plan and continually assessing what our strategy is and where we are going.

The meeting expressed its approval of Megan's report.

6. Election of Flag Officers

The Commodore announced that in accordance with BYS Rules 18.1 and 18.2, the Flag Officer positions of Commodore, Vice Commodore and Rear Commodore are declared vacant at the Annual General Meeting.

As at the close of nominations the following nominations had been received:

Position	Nominee	Proposer	Secunder
Commodore	Martin Kudnig	Matt McCarthy	Megan Bolton
Vice Commodore	Georgina Plumridge	Tom O'Donohue	Mike Trumble
Rear Commodore	Ian Delmenico	Alistar Singh	Georgina Plumridge

There being only one nomination for each Flag Officer vacancy, the above nominees were declared elected without further action.

The outgoing Commodore expressed his congratulations to Martin, Georgina and Ian on their elections and Burgees were presented to each of them according to the office held.

Martin Kudnig, as new Commodore, then addressed the meeting:

Thank you - I am very much looking forward to and excited about the next two years.

Over the last four years I have chaired both the C&O and Membership committees, which has helped me greatly in learning about all aspects of the club and allowed me to meet both long-term and new members.

There will no doubt be challenges along the way, but with the team we have in place, we can deal with these both effectively and efficiently. All operations management personnel and members of the EC are "doers" and highly competent in their roles. I am confident that we can continue to grow and



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improve our club, and I say that without taking anything away from Matt and the more than commendable job he has done over the last two years.

I am a very keen sailor - first starting here in the mid-70s on a Mirrow with my father. I currently sail a Sabre and J70 and intend to continue this as much as I possibly can. I also own a power boat for recreation. Professionally, I am a lawyer and firm partner of over 25yrs, specialising in energy resources law (mining, oil & gas) but now work primarily in renewables law.

My aim is for the club to be guided by one of the best sailing club mottos I've ever heard - family, friendship & sailing. All these elements speak to the very culture of this club and are qualities to which I fully subscribe. We are first and foremost a yacht club. It is the main reason for our existence - a comprehensive sailing program with an emphasis on participation.

Of particular focus for me will be the difficulty we have experienced in attracting/retaining volunteers - all sporting clubs have this issue and there is no doubt that fatigue can set in; but together and within the committees, we can continue to explore ways to improve and better incentivise our volunteer base. For families, we need to ensure that we continue to do our best to be the first port of call for young families looking to get into sailing and thus concentrate on always continuing to improve and grow our sail training programs and up our engagement with the local community.

As members of this club, we are all part of the BYS family which very much includes our staff. I encourage everyone to treat all staff and each other with due respect and courtesy in all communications and interactions.

The meeting expressed its approval of the new Commodore's address.

7. Election of Executive

The Commodore (Martin Kudnig) announced that in accordance with BYS Rules 18.1, 18.2 and 18.7, the Executive Committee positions currently held by Neil Copp, Peter Langford and Ian Delmenico are declared vacant at the Annual General Meeting.

As at the close of nominations the following nominations had been received:

Position	Nominee	Proposer	Second
Executive Committee	Neil Copp	Dawn Havis	Jason Mangan
Executive Committee	Peter Langford	Matt McCarthy	Alistar Singh
Executive Committee	Mark Hayden	Martin Kudnig	Georgina Plumridge

There being only three nominations for the three vacancies, the above nominees were declared elected without further action.

The Commodore congratulated Neil, Peter and Mark on their election.

8. BYS Foundation

The Commodore then informed the meeting that in accordance with Clause 10.1(c) of the Blairgowrie Yacht Squadron Foundation Trust Deed, the Trustees (other than the Commodore) are required to retire at the Annual General Meeting. The current Trustees are Adrian Mulcahy, Callum Burns, Brian Smith and Justin Arter. All Trustees, being eligible, have agreed to re-appointment. Accordingly, the following resolution was proposed:

'That Adrian Mulcahy, Callum Burns, Brian Smith and Justin Arter are re-appointed as Trustees of the



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Blairgowrie Yacht Squadron Foundation.

Proposed: Martin Kudnig
Seconded: Georgina Plumridge
Motion carried: All in favour on a show of hands

9. Other Business

- The Club Captain then made the announcement of the Junior Club Captains for the 2023-24 season - Abi Young and Fred O'Brien.

Congratulations and well done were expressed to both with the members showing their approval.

- The Vice Commodore then made a short address announcing the winner of the Ian Pender Award – Club Person of the Year, which for this year is Andrew 'Doc' Little. The Vice Commodore expressed her thanks on behalf of all members for Doc's tireless contributions to the Club.

The members expressed their approval of Doc Little's award.

- Mike Trumble then addressed the meeting in relation to a proposed resolution to grant life membership of the Club to Barry Fitzpatrick.

The following resolution was proposed:

'That the appointment by the Executive Committee of Barry Fitzpatrick as a Life Member of the Club is confirmed

Proposed: Mike Trumble
Seconded: Matt McCarthy.
Motion carried: All in favour on a show of hands

Barry was presented with a certificate and thanked the members for his award. The members expressed their approval.

10. The Commodore invited questions from the floor:

	Name	Question & Answer
Question	John Coppock	Three of the four flag officers aren't on the EC. The public faces of the Club don't have any voting rights. Is it time for a review of the structure?
Answer	Martin Kudnig	We are very aware of this and with the benefit of hindsight, believe this is something we should review going forward.
Question	Denis Liubinas	Raised a question concerning the Club's financials and transparency when the EC says said that there is no significant item to report. Note the F&B loss, membership fees increase, consultancy fees and a 45% berth fee increase – this affects mostly keelboat owners. Each boat carries an average of 4-5 members and it is costly. This can equate to thousands of dollars and owners are wearing the burden of this. Financial considerations can impede new owners/members from joining the Club. Perhaps there could be a rebate for active keelboat sailors based on level of activity?



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Answer	Martin Kudnig	The increase in berth rental fees has been to get us up to a market level and the idea of incentivising does have a point and we will continue to look at these issues. Noted for future.
Question	Mischa Leonard	Compared with other clubs, as a keelboat owner, member costs are the same but the value propositions are very different. Sandringham has the same fee but better facilities. I request that the EC think about and look at ways to get more people on more boats together as a club. As a service, what do we offer our members?
Answer	Martin Kudnig Alistar Singh Denis Liubinas Martin Kudnig	<p>It is hard work and we understand. The direct comparison with Sandringham is difficult as they are in different areas. Actual costing is determined by demand but we have challenges going forward. Cost of living increases mean we suspect we will have issues getting F&B to where we want it, as well as ensuring the replenishment of membership numbers.</p> <p>Wished to clarify to the meeting that in his opinion the question showed confusion between the cost of berthing and the cost of membership. Berth fees are set by the market while membership fees are based on other factors and our fees are less than others.</p> <p>Again expressed concern that keelboat sailors couldn't afford to join the Club or pay the costs associated with sailing a keelboat at the Club. Can they be incentivized by giving a rebate or discount on berth rental?</p> <p>Thanked the members for their questions and comments.</p>
Question	Wayne Mercer Denis Liubinas Greg Lewis	<p>The foreshore committee are pushing every boat off the foreshore, except for tenders for keelboats, between Whitecliffs and Sorrento. We can't expand our OTB storage any further. I suggest this is the Foreshore Committee overstepping the mark. We need to get a say on that committee. I suggest a registration system with name and phone number listed so that OTB overflow can be stored on the beach.</p> <p>The Foreshore Committee have also said that BYS supported the new carpark upgrade, which is not correct.</p> <p>Could we introduce permit/ID tags for club members?</p> <p>The rental we get is very reasonable so we need to tread carefully. The area is essentially under Crown land management, and we are the beneficiaries of generous rental arrangements.</p>
Answer	Martin Kudnig	We acknowledge that we are under a lot of pressure re lawn boat storage and have run out of space. This issue has not been on the EC agenda but we can certainly ensure it is included and addressed.



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There being no further questions, the Commodore thanked members for their attendance and closed the meeting at 6.40pm