



Annual Report 2017/2018 & Notice of Annual General Meeting

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COMMITTEE MEMBERS

PRESIDENT: Graeme Sheldon

VICE PRESIDENT: David Slingsby

COMMODORE: Paul Gulliksen

TREASURER: Michael Law

CLUB CAPTAIN: Geoff Jollow

DIRECTOR: Richard Bridge

DIRECTOR: Mark Robson

DIRECTOR: Andrew Grimwood

DIRECTOR: Chris Radford

GENERAL MANAGER

Richard Croker

AUDITOR

Bishop Collins Chartered Accountants

BANKERS

Bendigo Bank

LIFE MEMBERS

Robyn Denton

Bris Doyle

Phil Gribble

Joy Law

Neil McDonald

John McDougall

Terry Pike

Bob Ranson

John Rigg

Peter Robson

John Sprague

PATRON

Peter Robson

Notice of Annual Meeting

You are hereby notified that the Annual General Meeting of the Club will be held on Sunday 5th August 2018 at 9.00am at the Clubhouse, Masons Parade Gosford.

AGENDA

1. Vale – Minutes silence for members who have passed
2. Confirmation of the minutes of the Annual General Meeting held 6th August 2017
3. Apologies (only written recorded):
4. Annual Report of the committee
 - (1) President's Report
5. Income and Expenditure Accounts and Balance Sheet for 2017-2018
 - (1) Treasurer's Report
6. Report of Auditors
7. Written Questions received
8. Questions from the floor in relation to financials (please hold your questions until this time)
9. Presentation of Trophies
10. Appoint Returning officer and scrutineers
11. Election of General Committee as per Triennial Rule. To elect in the following order,
 - (1) President
 - (2) Treasurer
 - (3) Club Captain
 - (4) 1 Committee Member
12. Motion to destroy Ballot papers
13. Appointment of Auditors
14. Consideration of Ordinary Resolutions
15. Other Business (such as may be transacted at a General Meeting).

By order of the General Committee.

Richard Croker
Chief Executive Officer

FIRST ORDINARY RESOLUTION

That pursuant to the Registered Clubs Act:

(a) The Members hereby approve and agree to expenditure by the Club of a sum not exceeding \$2,500.00 in total for the following expenditure and benefits for Directors:

- (1) The reasonable cost of a meal and beverage for each Director immediately after a Board Meeting, on the day of that meeting, provided that the meeting corresponds with a normal meal time;
- (2) Reasonable expenses incurred by Directors in travelling to and from other duly constituted committee meetings (other than monthly Board Meetings) as approved by the Board from time to time on production of invoices, receipts or other proper documentary evidence of such expenses.
- (3) Reasonable expenses incurred by Directors in relation to such duties including entertainment of special guests to the Club and other promotional activities and expenses therefore are approved by the Board before payment is made on production of receipts, invoices or other proper documentary evidence of such expenditure.

(b) The Members acknowledge that the benefits in paragraph (a) above are not available to members generally but only for those who are Directors of the Club.

SECOND ORDINARY RESOLUTION

That pursuant to the Registered Clubs Act

(a) The Members hereby approve and agree to expenditure by the Club in a sum not exceeding \$5,000.00 in total for the professional development and education of Directors and being:

- (1) The reasonable cost of Directors attending the CLUBS NSW Annual General Meeting.
- (2) The reasonable cost of Directors attending seminars, lectures, trade displays, invitational functions and other similar events as may be determined by the Board from time to time.

NOTES TO MEMBERS

These notes are to be read in conjunction with the proposed Resolutions

1. The first Resolution is to have the Members at this General Meeting approve an amount no greater than \$2,500.00 in total for expenditure by the Club in relation to duties performed by the Club's Directors.
2. The Second Resolution is to have the Members at the General Meeting approve an amount no greater than \$5,000.00 in total for the expenditure by the Club for Directors to attend seminars, lectures, trade displays and other similar events including the Registered Club's Association Annual General Meeting and to visit other Clubs to enable the Club's governing body to be kept abreast of the current trends and developments, which may have a significant bearing on the nature and way in which the Club conducts its business.
3. Each of these Ordinary Resolutions must be passed as a whole and cannot be amended from motions from the floor of the meeting or divided into two or more separate resolutions.
4. To be passed each Ordinary resolution must receive votes in its favour from not less than a simple majority of those members, who being entitled to do so, vote in person at the meeting.
5. The Ordinary Resolutions you are being asked to approve have become necessary as a result of a number of decisions of the licensing court of NSW and also because of the amendment of the Registered Clubs Act in 1994
6. It is a legal obligation of Members to provide adequate training and supervision of its Manager, Directors and staff to ensure compliance with all relevant laws relating to the Club Industry
(Section B, parts 22 and 24(f) of the CLUBS NSW Code of Practice)

A new section 10(6A) has been added to the ACT, which provides for the authorisation of different benefits for different classes of members by a general meeting.

As a result, it has now become common practice for registered clubs to set out all the costs and benefits associated with the directors in a notice to the members so that they can be approved at a general meeting.

PRESIDENT'S REPORT

It's been another very busy year at our Club again, in all respects. There has been strong volunteer activity, support and funds allocation from the Board, and ongoing clubhouse improvements and planning for the future.

These results are mainly due to the commitment of both staff and volunteers. So many volunteers keep the Magics in top shape, initiate building modifications, install new boat storage facilities and maintain the marina. I will not attempt to thank you all individually as you are so many, so I thank you collectively.

In the last few years we were very careful in spending the limited Club funds, to try to maximise future revenue potential from dollars spent. This approach is now showing great results. While we are not finished yet, the Club is seeing record trading and revenues. This has allowed us to continue to improve clubhouse facilities and to spend substantial amounts on sailing. Sailing expenditure this year has included the following:

- Refurbishment of Helso.
- Purchase of Splinter and then fit out as a new race committee boat.
- Ordered and paid the deposit for 3 new RIBs for rescue duty etc. (due to arrive in about a month).
- Strengthening of the marina fingers on A arm (some were covered by insurance but 3 were the Club's cost).
- Purchase of new containers for junior boat storage (at the request of the junior parents). This allows the space inside the shed to be reconfigured for other larger boat storage such as NS14s etc.
- Cleaning up the area next to Peter's office and commencement of refurbishment and modifications for use as a dedicated training room.
- Screening off the front of the Club near the kiosk making more boat storage, ideal for the Sailability boats, and improving the presentation of the front of the Club.
- Overall boat storage space and availability at the Club has been increased significantly.
- Ordering of some new headsails and mains for the Magics.
- Weather covers for the RS Fevas.

As well as the expenditure on sailing, we have also:

- Relocated the path and added to the garden at the front of the Club to keep pedestrian traffic away from the front door.
- Ordered and paid a 25% deposit for the construction of the deck out from the Boatshed Bar, with construction due to start in September.
- Added more sound attenuation and further decorative improvements to the Boatshed Bar.
- Continued positive negotiations with our Landlord and Council to extend our land lease to approximately double the current lease area to secure rigging areas, some parking, extend the beach for OTB boat launching, and with a view to building new and larger change and shower facilities for sailors, as a start.
- Further improvements to the upstairs lounge.

All of the above very significant expenditure of approximately \$150,000.00 (mostly related to sailing) has been possible by a combination of strong revenue growth at the Club, generous sponsorship from our 12 sponsors, and some members extending their loans. It's a great story to tell and a really great outcome. My very sincere thanks to all our sponsors, volunteers, and our dedicated management and staff. I would like to make a mention of a sponsor who has and is always ready to help us with supply of product and never requests any public acknowledgement, and that is Mario Tripolone from Coastwide Concrete who has supplied concrete over the years, every time we ask, such as for the hardstand extensions, pad for the junior boat containers, path at the front of the Club, etc. I urge all members to remember **all our sponsors** and give them your business.

During the year, your Board made a serious reassessment of the plans for an 80-berth extension to our marina. Based on many considerations such as who would use it, questions of would we fill it, its effect on OTB dinghies etc., your Board decided to shelve the plans. The work put into the marina extension has not been discarded but has been put in the bottom drawer. We also note the 3-year-old Koolewong marina is still only around 30% occupied for large berths that were the size planned for the GSC marina extension, and a recent review of our own marina waiting list revealed only a couple of people genuinely wanting a berth as soon as one is available.

The sanding up of the entrance to Brisbane Waters has been a major concern to our Club as well as all those who use the waterway. I am very grateful for the efforts of David Neate and others on his "team" who have been unrelenting in pursuing the NSW government to get some dredging action. As you know, finally the government allocated perhaps enough funds to have a real effect. We all hope so. Well done David!

Our annual Black Tie Ball has been a great success and fund raiser with all profits directed entirely to sailing. We anticipate another great evening this September for our third Ball.

Your Club supports the local community. Throughout the year, GSC has had community involvement such as:

- Sailability
- The Sail Past to kick off the Australia Day celebrations in Gosford
- Learn to Sail with Sport and Recreation
- Central Coast High School Marine Studies Safe Boating and Power Boat courses.
- Sailing programs for disadvantaged youth in conjunction with PCYC Woy Woy
- A sailing program for families with disadvantaged children called the Disadvantaged Siblings Program
- A twilight fund raising evening for a selected local charity
- We support local teams in netball and rugby league
- Meeting facilities for local clubs such as Marine Watch, Lions and Rotary.

All the achievements during the year could only be realised with very dedicated Club management and staff, a cohesive and hardworking Board of Directors, and our volunteers. It is a pleasure to have been the President of such a team. My special thanks to CEO Richard Croker. Thanks mate for all you do for us in the management and progress of our Club (and it's great you enjoy sailing as well!). Thanks to our Commodore Paul and to Peter Walsh for all your efforts to promote and support sailing. And to the rest of the Board my sincere thanks.

Our Gosford Sailing Club is 86 years old this year. We have a really great Club we should all be very proud of.

Graeme Sheldon
President

TREASURER'S REPORT

On the day I was born Dad dropped Mum at Gosford hospital and headed off to sailing at GSC. I don't know how Dad went that day, but I think Mum did a great job. Dad later became President, Mum a Life Member, and my younger brother David has been undertaking architectural work for the Club for some time. So, when Graeme Sheldon rang to say Brent Connor had resigned as Treasurer, and asked me to take over the role, I thought it was about time I stepped up.

In his CEO report, Richard gives a good view of our operating performance. I like to follow the cash to understand what is happening. For this you can look at the Statement of Cash Flows on page 13, but to me it doesn't give a clear understanding for most non-accountants. This is my take on our situation:

Opening Cash - \$221k

We started the year with \$221k in cash - see the Statement of Financial Position on page 11 (commonly known as a Balance Sheet).

Add the Cash Profit - \$391k

The P&L on page 10 says we made \$172k. There were no unusual items in this result which would lead me to think it is unlikely to be repeated.

By adding back depreciation of \$225k, and the loss on disposal of assets of \$40k (caused by previous depreciation being too low), and deducting our CUB rebate \$46k, we get a cash profit of \$391k ($\$172 + \$225k + \$40k - \$46k$).

Adding our cash profit to our opening cash balance gives total cash of \$612k. However, the balance sheet says we ended the year with only \$298k, a difference of \$314k.

Where did the \$314k go?

Deduct Capital Expenditure - \$246k

Note 11 provides the detail, specifically the second half of that note near the bottom of page 22. The number we need is on the 'Additions' line which says we spent \$246k on Leasehold Improvements (\$55k of renovations), Plant and Equipment (\$30k), Club Boats and Motors (\$90k, most of it on the new start boat), and Poker Machines (\$71k).

Deduct Other Items - \$68k

I would need to go into a lot of detail to explain this, but it comes from changes in our trade liabilities, Marina Deposits and Marina Berthing Liabilities, employee entitlements and hire purchase agreements.

The above gives a closing cash balance - \$298k

Looking Forward

I am confident that, with good management, the club can continue to produce a healthy cash profit in years to come. However, taking this for granted would be a mistake. To be competitive, to continue to attract new custom, we must improve our facilities.

During 2018/19 the Board has budgeted to spend \$416k on improvements, with the first stage of the new deck accounting for more than half of this. Cash flow will be tight until Christmas.

A further \$1.7m on renovations, refurbishments and the second stage of the deck is planned for subsequent years, giving a total capital expenditure program of \$2.1m.

Continuing cash profits of approximately \$400k per annum would suggest the program will take 5 years to complete. We have budgeted for 6 years.

Michael Law B.Bus CPA

Treasurer

CHIEF EXECUTIVE OFFICER'S REPORT

It is with great pleasure that I present the Chief Executive Officer's Report for the Gosford Sailing Club's 2017/2018 year.

It has been another successful year for the club with a **9.8% increase in our Operating Profit from \$298,320 to \$327,530**. Our reported net profit however decreased by 29.1% from \$242,023 to \$171,614 due to adjustments made to depreciation.

Below is a snapshot of our financial achievements over the 2017/2018 year:

Bar Sales

Sales have grown 10% or \$115,000. This was on top of the 7% increase seen the previous year. The industry is reflecting next to no growth. These increased sales can be attributed to a number of factors including increased function trade, improved offering, and our new GSC Mobile App which is encouraging loyalty through rewards. Importantly, the club's Gross Profit Percentage KPI for bar sales has been achieved, even with the introduction of the new GSC App which has been providing our loyal members with so many free and discounted drinks.

Gaming

Poker machine net takings decreased by 5.6% or \$37,316. With only 19 machines and less players than a larger venue, our gaming is quite volatile in that it only takes one or two machines paying out a large jackpot, or one or two players no longer playing, to have an impact on our results from year to year. This highlights the importance of having as much diversity in revenue streams as possible to lessen our dependence on gaming revenue.

Functions

The club has seen a sharp increase in function trade following on from the renovations to both The Terrace and The Boatshed areas of the club. As such, room hire has increased 390% or \$25,000 this year, which has also attributed to the increase in bar sales of 10%. With the upcoming completion of our new deck area and plans to replace the existing glass wall between The Dining Room and The Terrace with an operable wall (that can be opened for larger functions or closed for two separate functions), we expect our function trade to continue to grow.

Employee Wages / Benefits

Wages as a percentage of revenue has decreased from 29.4% to 28.8%, which continues to be below the industry benchmark. Employee benefits have also reduced, meaning that staff are taking their leave.

Cash Position

The club's cash has improved by \$78,000 or 36%, whilst its total liabilities decreased by \$140,000. As such our current asset ratio (assets v liabilities) has increased from 18.4% to 25.8%

EBITA

EBITA (earnings before interest, taxes and amortisation) is used as the key industry benchmark for assessing profitability. The club's EBITA has increased from 10.4% to 13.8%. Although in an ideal world this should be between 15% and 20%, this is still significant growth from where the club once was, and we expect this to continue to grow into the future.

Capital Expenditure

Approximately \$800,000 has been invested back into the clubhouse and sailing infrastructure over the past two years. To put this into perspective, considering we are a small club, this equates to us replacing 28% of our total asset base. This means we are renewing and rebuilding which is critical for continued growth. The initial investment into clubhouse improvements has positioned the club to be able to spend approximately \$100,000 this year on improved sailing facilities, including a new Start Boat and boat storage facilities. Cash equals opportunities, and with the budgeted growth, the club has plans for a further 2.1 million dollars' worth of capital expenditure over the next six years. As you can see by these figures, the club has identified a number of projects that need addressing over the coming years and have made the appropriate responsible financial decisions around the timing of these projects so as to ensure members' expectations are being catered for and that we maintain a positive financial position going forward.

Whilst it is fantastic that our financial position continues to improve, equally important for us is that our members are happy with their club. We want our members and their guests to have a great experience at their club every time. We also want to attract and welcome new members to our club. I personally believe we are achieving this judging by the regular positive feedback I receive from our members and the smiles I see on everyone's faces on a daily basis. Our members are proud to call Gosford Sailing Club their club. Another key indicator is that our membership numbers continue to grow, and our overall membership is up 12%. This sort of growth is really bucking the trends of other clubs whose memberships are mostly flat. With total membership growth of 50% over the past four years, and with the hundreds of new apartment dwellings coming online in the area, we expect our membership growth to continue.

It is critical that the club keeps up with all the changes that are happening around it, including the overall changes to "clubland", and other more local factors such as the changing demographics of the area. In saying this, the Board identified the need to expand its operational footprint four years back to address these impending changes. Our new Boatshed development has been sometime in the making, with unavoidable delays in approval processes. I am very excited now knowing that our Boatshed development is set for completion in time for the upcoming summer. As we get nearer to completion, the club will provide more details about the offer that will be available to all members and their guests in this exciting new space right on the water's edge.

The “buzz” that the club has been creating over the past few years has also helped attract new corporate supporters who have contributed significantly towards improving and maintaining our sailing infrastructure. A special thanks to our more recent supporters Bendigo Bank East Gosford, Lisarow & Kincumber Community Bank, Raine & Horne Gosford, Alto Audi Central Coast, and Tony McPhee at Chemworld Pharmacy. Your combined support is truly appreciated. There are also a number of other club members and their respective companies who have shown continued support of our club over many years, and to them I also say a big thank you.

I have been very fortunate to be in the position of Chief Executive Officer here at Gosford Sailing Club over the past four years. To be able to lead such a terrific ‘crew’ who are committed to providing personalised and friendly service to all our members and their guests, and to do it in such a wonderful environment, I feel truly blessed. Equally committed to the club are our professional and results driven Board who provide me tremendous support in my role. I would also like to extend my thanks to Grant and Amber and the team at Spinnakers Brasserie for looking after our members and guests with their quality offering in both food and service.

As always, my final thanks must go to all club members who have enjoyed the club’s facilities over the past twelve months. It is only with your continued support and patronage that the club can continue to grow and enjoy the reputation as being the premier sailing and entertainment destination on the Central Coast.....How Good Is This!

Richard Croker

Chief Executive Officer

COMMODORE’S REPORT

Enthusiasm

In my annual report last year, I spoke about participation and how it can be measured in many ways. So too, from participation, an enthusiasm for sailing grows. This enthusiasm can also be measured in many ways, including: how early one arrives at the club to get ready for sailing, how some will take any opportunity to get out on the water, by finding time to tinker with the boat, or if a crewmate, keeping up-to-date with what is happening in the greater world of sailing. I suppose the best way to gauge your enthusiasm for sailing or recognising that sailing has become a very big part of your life, is when you’ve had a race on the weekend where; nothing went to plan, gear broke, or you’re asking yourself “why am I doing this?”, only to realise by mid-week you’re wishing the weekend was already here, so you could go sailing again.

Over the last season our Club has seen increases in sailing activities around the club, for juniors, youth, women, and families, all outside of the normal weekend club racing. During the week you can see juniors training, some under the watchful eye of coaches, others with groups of like-minded keen sailors. Some of our sailors have taken the Magic out during Twilight races, while other members have enjoyed finishing work early and going for a sail.

This growth in enthusiasm can be measured by the increasing number of members campaigning intra-state, interstate and internationally. Congratulations to those members who have had the opportunity to travel and represent our Club (more information in the fleet representative reports).

Some of the highlights from the 2017/18 season include:

- Junior fleet members represented GSC at State and National levels, in Sabots, Opti’s and NS14s.
- GSC Juniors have been well represented in many competitions;
 - Sabots raced at State titles in Drummoyne and Wangi
 - Sabots also raced in the National titles in Queensland
 - Optis had their fleet Championships in Canberra
 - Optis also raced in their National titles in Queensland

- A special mention must go to Bridget Conrad. This season she has again spent more time away from the club, following her passion, sailing in as many Opti events as possible.

There were some great results for all our crews and a huge thank you must go to all the Juniors' shore crews for organising accommodation, getting them to the events, and making sure they were well prepared.

- Another highlight was the number of other boats and crews that attended some of the major sailing regattas this season. In the 2017-18 season we saw;
 - Our NS14 fleet travelled to Adelaide, where Ross & Stephanie Hansen placed 2nd
 - Ten of our NS14's competed in NSW Youth titles at Sunshine, Lake Macquarie. A great result was achieved by Nathan Gulliksen & Tom Molin, winning their division.
 - Our Juniors also had some great results at the Combined High School regatta, held at Belmont during the Easter break. Notably Hayden Hansen & Will Rivers managed 3rd overall in CHS regatta out of 115 boats, with the boys from St Edwards College coming 3rd in the Schools' Team Pointscore Trophy.
- Our Laser sailors were well represented both here and abroad.
- The Etchells fleet, too had good representation at their major regattas.
- The Fireballs and A-Class fleets also represented us well.
- Locally, we held regattas for 125 dinghies, Endeavours and the J24's.
- Finally, our Yacht Fleet brought back the Broken Bay Interclub Challenge Trophy.

The 2018/19 Season ahead at GSC

Our Sailing Academy sailors will compete this winter against Newcastle Youth Academy in the first interclub regattas, both here and at Newcastle. Hopefully this will lead to regular events between the two clubs.

Our 16ft Skiff fleet is growing, and to assist its growth, the Association has confirmed we will hold two heats of the NSW state titles here at Gosford on the first weekend in December 2018. We expect there to be approximately thirty to forty 16's and ten to twelve 13's skiffs attending.

The month of February will see us running;

- The Inaugural Australian Tonner association National Championships,
- our Legends Regatta, and
- the Etchells NSW State championship

Thank You

Once again, I'd like to thank each individual member of the Sailing Committee for their ongoing commitment and valued input during a year of many changes: Brian Baker, Peter Rivers, Rod Hookway, Steve McPhee and Roy Leslie. You have been of great support to me when implementing changes, and in managing sailing across the many fleets in our Club.

Thanks to Peter Rivers for the management and coordination of the container storage for our Junior sailors.

Thanks to Dave Neate for his tenacity in making sure the pollies did something about the dredging at Half Tide rocks.

A special thanks to Mo Goodship, who again took on additional duties during the year. Thanks to Julie for manning the Boatshed bar every Saturday, and a huge thank you to Richard Croker, Peter Puch and all the bar staff for their hard work throughout the year.

I would like to personally thank Lee and Anne in the Office for all their help throughout the year, not just for myself, but for all the sailors, assisting with membership and race entry, and mostly for being a huge support for Peter, Richard and the Board.

I would also personally like to thank Peter Walsh for the huge amount of time, commitment, and effort he has again put in throughout the season.

Our Volunteers

As always, I would like to recognise the support provided by the many volunteers who continue to provide services, including time and knowledge, to our Club. The support from club members, especially ones who give generously of their time throughout the year, is the lifeblood of our Club. Every hour of support volunteered is priceless.

Please encourage your friends and family to lend a hand, as we need a sustainable pool of helpers to ensure we don't over-burden our existing volunteers.

In Conclusion

Gosford Sailing Club has over 80 years of history as a sailing club. It is with a sense of pride that the club, with its many members both sailing and social, embraces the new challenges of the times and creates a clear vision for the years ahead. The current Board and Committees continue to navigate the Club into a bright and prosperous future - upholding the image of Gosford Sailing Club as being one of the most impressive sailing clubs in Australia.

Paul Gulliksen – Commodore

SAILING AND MARINA MANAGER

Your participation in the Club and our events is what has made the 2017/18 season such a great success. The Club is the people and our common goal is sailing, and this goal was certainly achieved this season across all the fleets as we shared good fun with competitive and fair competition. My congratulations to all our sailors on winning their championships and pointscore events. Overall, this season's fleet sizes remained about the same as last year's.

Our on-water volunteers do a great job in making all our events happen, so a very big heartfelt thank you to the whole team including Peter Robson, Geoff Jollow, Dave Burrows, Robyn Denton, Bris Doyle, Paul Murray, Liz Ross, David McDonald, Peter Leslie, David and Sonia Dougherty.

In the coming seasons I feel we have some challenges to meet so along with the GSC Board, Commodore Paul and the sailing committee we are working together in the hope to address these issues that may have a negative effect on the growth of sailing, which includes pressure on car parking due to development of our waterfront and the Aqua Park. One issue already resolved is our new dinghy storage. The Board purchased 2 containers which were then amazingly fitted out by Peter Rivers, who also concreted this area making this a unique solution to stage 1 of the dinghy storage strategy. A big thanks to Peter and Rivers Construction for their generous contribution.

With the Board's purchase of the new start boat 'Splinter' and 3 new RIBs, we hope this will help attract more much needed volunteers to assist with the on-water event management.

So, this year with the Board's recent financial support, we are certainly in good shape to tackle the coming season and start to address our future challenges.

Sailing Academy

This year was another busy year for our centre and all our great young dedicated instructors. Australian Sailing statistics show that our centre was 1st in NSW for the delivery of our AS Junior Learn to Sail a Dinghy program, and 9th in Australia for this same program.

Supporting the Sailing, Junior Sailing Academy and Silver Fleet this season were Caitlyn and Sophie McIntosh. Their dedication is the main reason for the growth in our junior fleets so my thanks to you both - it is a great pleasure to work with these professional ladies.

The Clubs Magics are now involved with the delivery of 4 programs including Corporate Sailing Day events, Wednesday Twilight Discover Sailing program, the Adult Learn to Sail and Youth Academy program.

The success of the above programs is due to the involvement of our volunteer Magic Skippers. A big thank you to all including David Turner, James Ellis, Brian Zemanek and Rob Hook - Adult program, Andrew McDougall, John Sprague and Roy Leslie - Corporate Events, Brian Baker, Don Wilson and Brian Mitchell – Twilight Discover Sailing. Overseeing all

this and the Magic maintenance programme is Neil McDonald, who provides endless time in making sure all boats are ready for all our events - a big job so thanks Neil.

Marina

The Club has now purchased back another 2 of the original 29 marina berths making a total of 14 berths which is good news as this reduces the overall marina liability to the Club by nearly 50%.

With the recent turnover of berths, we have been able to reopen the marina berth waiting list, so if you are looking for a berth at the Club's marina please call and get on the list.

Conclusion

The success of this season is a combination of the support of our sailors, the committees and parents who back them up, as well as the many volunteers both on and off the water. Thanks to all our bar staff who do a great job catering to our needs all capably led by Piotr Puch - thanks to you all.

My thanks also to Richard Croker and our dedicated administration staff Lee and Anne for your contribution to the success of this season.

Our Commodore Paul Gulliksen, whose commitment and tireless work behind the scenes is never ending and is part of the reason for the success and the good spirit around the Club - a big thank you Paul.

Last but not least, our President Graeme Sheldon. Thank you for all your help along with the support of the rest of the Board throughout the year as it really makes a difference.

Peter Walsh

Sailing and Marina Manager

YACHT REPORT

The 2017/18 sailing season has been an exciting season with very close racing and even closer finishes on corrected time. The annual Broken Bay Interclub Challenge was won by Gosford Sailing Club this year and sees the return of the trophy to the club after 2 years of RMYC wins.

New yacht crew members continue to come through from the very successful keel boat Learn to Sail course the club runs. These crew have taken part in all events, including the inshore and BBIC, and travelled to the Sail Port Stephens Regatta to represent the club.

The inshore fleet divisions were as well represented this year. There were some great close finishes on the water in Div II, with boats sailing three abreast on some legs. There were some very tight corrected time finishes for Div I. One Div I boat, finishing just 35 seconds corrected behind the winner, was awarded fifth. Some boats are starting to carry cameras to capture the action and this, along with the eagle-eyed sailing manager now being out on the water and in the races, everybody's attention is on their game.

The Offshore series was also won by 'Manly Office', but only on the last day of the last race and by less than a minute from 'All Our Girls'.

A highlight for the fleet was winning the annual Broken Bay Interclub Challenge this year and sees the return of the trophy to the club after two years away. Another great development is the Gosford Legends Regatta, held for the first time this year. This regatta is held to commemorate and remember the friends of the club who have now passed, that made such an impact on all fleets of the club over the years. 'Koko' won the Div I of the first Gosford Legends race for the Yacht Fleet. Div II was 'Swagman' and Div III was 'Be Blow'd'.

Boats taking part in the offshore and BBIC events continue to deal with the ever-narrowing and now shallowing channel passage between Halftide Rocks and Broken Bay. This year as the sand moved in further reducing the channel in width and in depth. The only navigable path in or out by the end of the season was well outside the marked channel.

Aerial photos taken show waves breaking in the channel between the channel markers at a low tide this autumn.

Club members have been very active in chasing down the decision makers concerned with the dredging in this area and informing them of the situation and urgency of the problems. Continued encouragement has had some success and they have been assured that emergency funds will be made available and dredging will begin as soon as the weather allows. Also announced was that longer-term plans would be made for the area to keep the channel open and maintained.

Club Yacht of the Year was 'Manly Office'. This is a new boat to our fleet this year and is jointly owned by John Sprague, Wayne Mullock and Denis Owens. Together they achieved the best score across the inshore, sprint and one day offshore events.

The yacht fleet committee again thanks and acknowledges all the skippers and boat owners who took the time to invest in our fleet by taking new crew on board and increasing their experience and welcoming them to the club.

Maurice Goodship - Yacht Fleet Captain 2017-18.

ETCHELLS' REPORT

Another season has passed, with a changing of the guard for both the Club Championship and the Season Point Score.

The fleet contested 29 races and on most Saturdays an average of eight boats faced the starter. The breezes ranged from light to moderate, making the racing most enjoyable and sometimes tricky. The contest was close and intense for most of the season which makes the Etchells class so unique and enjoyable to sail.

The Season Point Score and the Club Championship results were nail biting right up to the final races. The Club Championship saw three boats ('Huh?', 'Ivy' and 'Pointless') finish the series with the same number of points. The eventual winner had to be determined by a tie break.

Our 2017-2018 Club Champion is 'Ivy'. Congratulations to skipper John Denton and crew Roy Leslie, David Poole, Daniel Eddy and Jason Brown. 2nd was 'Huh?' (Michael Law, Bruce (Buck) Tennant, John Humphries Jnr, David Law) and 3rd was 'Pointless' (John McDougall, David Slingsby, Mark Robson, Andrew McDougall).

After sailing very persistently and with determination the Season Point Score was won by 'Curved Air'. Congratulations to George Johnstone, Mark Thomas and Greg Bell. 2nd was 'Pointless' and 3rd 'Huh?'.

'Huh?' was the fastest on 12 occasions throughout the season followed by 'Pointless' with 11 fastest times.

The Sparlash trophy (to Harry's and back) was won by 'Huh?' sailed by Bruce Tennant. A special thanks to Club Captain, Geoff Jollow who was the Principal Race Officer and organiser for all aspects during the day.

We have a great fleet of Etchells sailing at the moment, and with some interest from others to join our fleet, next season promises to be bigger and better.

The club was represented in interclub regattas by two of our fleet: 'The Don' in the State Championship at the Royal Sydney Yacht Squadron; and 'Curved Air' in the Australasian Winter Championship in Mooloolaba.

On behalf of all the Etchells' sailors, I would like to make a special thank you to all the on-course personnel headed by Peter Walsh – Robyn Denton, Geoff Jollow, Peter Robson, David Burrows and Bris Doyle. The season's racing would be impossible without their professionalism, dedication and patience to their task.

Congratulations must also be extended to our Club Board of Directors and the loyal, hard-working club staff. Their co-operation and eager assistance help make our sailing club very special.

Greg Humphries - Etchells Fleet Captain

JUNIOR REPORT

Our **fleet numbers** have been up and down this year, with the usual kids **turning up each week**. You can see the big improvements with those who do turn up each week. The only way to improve is time on the water.

This is a very important message to the kids and parents who are moving up from Silver Fleet. We want their experience to be about **having fun**. If we can develop a love for sailing, then we will develop as sailors. Many kids rush to move up from Silver Fleet to the Juniors. We want to encourage kids to be part of the decision to move up, so they feel confident and ready. It's not the end of the world if they decide to move back to Silver Fleet. It's their decision as the skipper to leave the beach, not their Mum, Dad, Grandma or Grandpa.

The GSC Juniors has been well represented in many competitions. Sabots raced at States in Drummoyne and Wangi and Nationals in Queensland. Opti's had their Nationals in Queensland, Championships in Canberra. And we have all been inspired by Bridget Conrad's overseas competitions.

We had another successful camp and Australia Day sailing past. This was a real hit. Thanks to all the helpers: Kim Radford, Meicha Greenwood, Dennis Gilshenen, Susan Rivers and Chris Radford for staying the night. There are many hours of time in organising to make this happen.

Thank you to Peter Rivers for his hard work to provide our great new Shipping Containers.

Once again, we have rallied together to run the Opti TT. The feedback from the participants was very positive. In fact, a common reaction from visitors is what a great club we have and how all are welcome. So well done everyone.

Thank you to the volunteers who help with the racing, running the BBQ, coming to the committee meeting. It's great to see the new parents putting up their hand to help.

I welcome our new President for 2018 -19, David Neate. David has made a huge contribution to the Juniors as the Handicapper and Silver Fleet Rep. He will be a great President.

Regards,

Mark Greenwood - Junior Vice President 2017-18

LASER REPORT

This season gave us fair weather for our sailing on the beautiful Brisbane Waters.

Our sail on Australia Day was contested by six boats in moderate North East breeze with Paddy's Channel again sorting out the pack against the tide, but as always, it was most enjoyable. Revellers along Woy Woy channel cheered us on as some of us found the mud banks, which slowed us down. Congratulations to Brian Baker for winning on handicap and collecting his medallion at Sydney Town Hall.

We had a very successful season in 2017/18 with very active club racing and good participation in Laser Association events.

At the club level, we had around 13 to 21 boats racing on most Saturdays. We completed 18 pointscore races and 6 Club Championship heats.

Congratulations to Club Champions Adam French (Standard), Kevin Phillips (Radial), Jane Humphris (4.7 Rig) and to the Season Pointscore winner Bruce Chappell. We could not award a Junior Club Champion as no juniors completed the required number of races. Congratulations must also go to Keith Sparrow for being the best sailor in our Ron Thompson Sprint Series for the season, and Bob Partridge for taking out the Charlie Clark trophy for the most handicap wins during the Club Championship series.

Championship runners-up were John Sprague (Standard) and Chris Meech (Radial).

Another major trophy winner was Teresa Mitchell (John Rigg Trophy). Unfortunately, we did not have an offshore regatta this season and we did not run an Au-gust Series due to lack of interest.

Special mention must go to David Campbell, who was awarded the Wally Cook Memorial Trophy for Most Improved Sailor, and Teresa Mitchell and Dianne Wagstaff, who were

awarded the Highlight Consulting Trophies for Women on the Water. Well done David, Teresa and Dianne, keep up the good sailing next season.

In Masters' sailing, David Edmiston placed 6th in the Radial Great Grand Masters in the Nationals in Mooloolaba, Kevin Phillips was 7th and John Sprague was in 8th place. Multiple other GSC sailors represented our club at these nationals.

States titles were held at Double Bay, 18-19 November 2017. Alan Downes competed in the Standard Rig and placed 39th. Radial Rigs David Edmiston, Kevin Phillips and John Sprague place 28th, 29th and 30th respectively in the open fleet.

In the Metro's held at Drummoyne Sailing Club, James McLaren placed 12th in the standard rig and in Radial, Kevin Phillips 23rd and David Edmiston in 21st.

In Laser Master Worlds held in Split Croatia, David Edmiston and Kevin Phillips represented GSC well. Our Board of Directors are thanked for providing us with a revamped Club House this season, with improvements to the Wet Bar and New Start Boat.

Thanks to Peter Walsh, making the difficult decisions throughout the season as our P.R.O., and our dedicated club race officials for their work during this season.

Thanks also to our scorer Kevin Phillips for collating all the results whilst under time pressure. We greatly appreciate the time and effort you put into the Laser Fleet.

A vote of thanks to all our committee members for their tireless input, making sailing and other events possible for all of us.

Yours in Sailing,

Brian Baker - Laser Fleet Delegate

MIXED FLEET REPORT

This Season saw approximately a dozen vessels contesting the series, with MG 14's, Fireballs and a D One.

Overall, breezes were good, with some excellent tussles on the water, to be relived back in the bar at the end of the day.

The Fireball, 'Viper', Grant Ireland & Rod Hookway, took out the Club Championship, Summer Pointscore & Overall Pointscore, while 'Hyper Blaster', Peter Ineson, in the D One, took out the Spring Pointscore, with 'Jeanietoo', Richard McCulloch & Rhianna Wallace, MG14 achieved 3rd. Second in the Summer Pointscore was 'Wave Walkabout', Fireball Mark Jarred & third was 'Hyper Blaster' with Peter Ineson.

On behalf of the Mixed Fleet, I would like to thank the Starters and Course Layers for their ongoing support of the sport we love.

Roll on next season!

Yours in sailing,

Rod Hookway

NS14 FLEET REPORT

18 different boats sailed the season, with five new junior boats joining our fleet. They had surprisingly good results, considering the jump from sabots & F11's. Ten of our NS14's competed in NSW Youth titles at Sunshine which is a pathway regatta. Great results with Nathan Gulliksen winning in 'The Dart'.

Seven boats travelled to Largs Bay SA for the Nationals Dec 29-Jan 3, which was an amazing effort.

Gosford featured well in all NS regattas. 'Risky Too' won the Touring Trophy, Metropolitan Cup & placed 2nd in Nationals. 'Dark Side of the Moon' (Hayden Hansen & Wil Rivers) placed 3rd overall in CHS regatta out of 115 boats, and 1st Club Champ with Lincoln Senior crewing. 'Chitty Chitty' Jess Rivers won Female Skipper at States & Nationals. 'Gone Rogue' Sam Grilk & Logan Howard won season pointscore.

Big improvers of the year were 'Pure Vida' Eva & Abby Anido, and 'Meltdown' Britney Bedding & Jemima Senior also winning. 'Stacks Award' had a great season. Old timer Phil Wallace and new crew Emma Byrne sailed every event, and will be returning, but in 2 boats. David Bedding is also joining the fleet in his new Tequila 99. 'Pocket Rocket' Nele

Schulz sailed on Chitty Chitty as well & learnt a lot. 'Upbeat' Steve & Jayden Cartwright again travelled from ACT and are keen to go again. Old man Peter Rivers sailed his new Tiger with son Wil, competing in every regatta too. NS veterans Shannon Corbett & Stephanie Hansen nearly won the sprints at Gosford in 'Nemesis'.

Mark Murray in his new Tiger 'Chillin' sailed every regatta possible, including MG States & Nationals. Regular visitor from Northbridge was 'Samba Pati' Malcom Graham - great to see.

A great season lies ahead for 2018/19, with some boats converting to MG14s, but also sailing as an NS14. A super development class that really is going places and is very affordable compared to other classes, with a competitive boat around \$2k and up.

Ross Hansen

A CLASS REPORT

The International A-Division Catamaran association have now settled on a "Classic", non- or semi-hydrofoiling division to exist alongside the "Open" or full-hydrofoiling boats from 2017 onwards. This means GSC's catamaran class will host both types of boat from now on. For season 2017-18 it was divided fairly evenly between the boats bearing hydrofoiling "Z" centreboards, and those with either straight or "C" shaped hydrofoil "assisted" boards.

Upwind performance between the two divisions has proven similar, while downwind speeds are considerably different, of course. The wind ranges that would allow both variants to have comparable average boat speeds are very narrow and exist at both extremes of the divisions wind range. The results will need to be calculated on a yardstick which be more apparent as the division's new categories settle.

Regardless, GSC will remain a venue where the more serious, regatta based "open" division skippers might choose to visit in between the larger championships and their own club's events. The local skippers continue to contribute to our relatively small race numbers, which should remain static through season 2018-19.

Steve McPhee
AUS-932 "Flux Capacitor"

GAME FISHING CLUB REPORT

Another year has come and gone and what a season it's been. Firstly, our Blue Water Classic started with strong wind warnings a week out and fish numbers down which I believe contributed to an average roll up this year.

With 32 teams and 120 odd anglers, "Freedom" was the boat to beat. With 2 x tagged Marlin and a few Dollies, they took out the honours with Female Angler Fifi Thorrington taking out Champion Angler and Junior taking out most other gamefish. Under 8 meters went to the boys on "Chasin Tail" with Magnum taking out most sharks tagged.

Special thanks go out to our major sponsors being Great Northern, Garmin, Penn Fishing, Leda Machinery, Pakula Tackle and many others, so please support these guys wherever and whenever possible.

Next up was the Botany Bay Tournament with club boat "Mr Pig" again taking out Champion Junior capture and third place over all. Well done to Oska (junior angler) and team "Mr Pig".

The season started to heat up in early February with a big congrats to Small Fry angler Chloe Bajada on team "FinFisn" capturing a 30.5kg black marlin on 10 kg line class which ended up being an Australian Record.

NSWGFA State titles were held at Port Stephens with over 120 teams and around 450 anglers. It was a tournament to remember with not so favourable weather. Over 400 Marlins, Blacks, Stripes and even a run of Blue Marlin were tagged. Other species such as Wahoo, Mahi Mahi and Spearfish were also caught in big numbers. 14 teams from CCGFC represented our club at this prestigious tournament.

Back on the home front, our club this year has been cruising along smoothly with all our governance elements in place and working well. We achieved a small profit for the year and things are looking great for the 2018 – 19 season.

At the Gosford Sailing Club, the internal finishes in the boat shed are all but completed and with the approval received through Council the over water deck is due to be completed before Christmas. Extra special thanks go out to the team at the Gosford Sailing Club, without your support we wouldn't have a place to call home.

Thank you to the Executive Committee, Bluewater Classic Organising Team and the General Committee for your ongoing support and lastly to our members, without your contributions and efforts, our club wouldn't be where it is today.

Wishing you all the very best for the upcoming fishing season

Tight Lines

Michael Vincent (President)

GOLF SECTION REPORT 2018

Our AGM was held last September, and I would like to thank the Committee for their work this season.

Kim Cardiff as Secretary who took the minutes at each Committee meeting and who has done an excellent job of booking courses for our upcoming season.

Terry Connor as Treasurer for his skill in handling our funds. Terry has firm hands on our purse strings and "always" provides an up to date report at each Committee meeting. Onya, Terry.

Sue Waugh AND Phil Wilson as Co-Captains keeping events fair and fast and reminding some fellow golfers of the "generally accepted" rules of golf, and organising and presenting our trophies to winners. Thanks again.

Wal Loschi as Handicapper. Thanks for keeping the burglars honest. Almost. I don't know how you do it. Neither do most golfing members.....☺

And, Committee members **Rob Parry, Phil Palmer & Garry Fitch**. Many thanks guys. As usual.

Al Hutchinson, our butcher, for supplying meat trays for our raffle. Coastwide Meats – Meat To Please You!

Lee Clarke in the office for assisting the golfers by placing ads on the in-house video system.

Richard Croker, GSC General Manager, for assistance with raffles and keeping lines of communication open. A great man to have on board our club. A huge thanks from the golfers.

Since the Golf Section Prezo night was held in the club dining area on June 30th, before this report was printed, an early thanks goes to **Grant & Amber and the Spinnakers Brasserie** team. A very professional team.

Extra Thanks:

To bread butterers and BBQ cooks, party organisers, nearest the pin stickers, and the "socialisers" who keep supporting our great club. **Keep it up guys. The more the merrier. Especially for the next 12 months!**

Trophy Winners:

SCRATCH WINNERS

A grade - Garry Fitch,

B grade - Brian Robinson,

C grade - Rob Parry

NETT WINNERS

A Grade Nett – TIED. Steve Fairnham & Joe Keplinger

B Grade Nett Michael Norman

C Grade Nett – Pauline Norman

The Bob Ranson Encouragement Award Buddha – Jo Lynch

If you would like to join our small band of keen golfers, call me on 0402 708701 or email dickbridge@bigpond.com for more info. We play about every 2nd Sunday morning on 8 different courses on the Central Coast and Hunter areas, but mostly at Gosford GC. The more, the merrier.

Dick Bridge

Golf Section President.

the boatshed

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