



Annual Report 2018/2019 & 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

CHIEF EXECUTIVE OFFICER

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 4th August 2019 at 9.00am at the Clubhouse, Masons Parade, Gosford.

AGENDA

1. Vale – One minute's silence for members who have passed
2. Confirmation of the minutes of the Annual General Meeting held 5th August 2018
3. Apologies (only written recorded)
4. Annual Report of the Committee
 - (1) President's Report
5. Income and Expenditure Accounts and Balance Sheet for 2018-2019
 - (1) Treasurer's Report
6. Report of the 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) Treasurer
 - (2) Committee Member 1 (Richard Bridge)
 - (3) Committee Member 2 (Andrew Grimwood)
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, providing that they 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

Every year brings new challenges for our Club, and the last 12 months has been no exception.

Over time as new generations come along and technology advances, our lifestyles change and new generations often have a different focus and expectations. In our Club we have seen the effects of these changes in the last few years in particular.

Activity and patronage of our poker machines has reduced significantly year on year for the last few years, going against the trend of increased memberships and significantly increased beverage sales. Averaged data shows spending and profits on our poker machines has almost halved since 2016, while spending on beverages has increased by 26%. The General Manager's report notes that just in the last year, revenue from our poker machines has decreased by a massive \$143,739 and almost \$200,000 since 2017. In the last 4 years, pokie revenue per member per month (average revenue each month divided by number of members) has almost halved from \$9.94 per member per month in 2016 to \$5.27 per member per month in 2019. Conversely, the opposite is true for bar/cafe sales, with \$16.83 per member per month in 2016 increasing to \$21.25 per member per month in 2019. This trend is not unique to our Club. Clubs NSW (the Club industry body) recognises this trend across the club industry in NSW and particularly for smaller clubs like ours. As younger generations become more significant as members and customers in clubs, and they use their smart phones and tablets that they have grown up with, they are less likely to play the traditional poker machines.

These trends highlight the changes in patronage, customer expectations and needs in clubs, and the need for clubs like ours to change with the time and provide offerings other than traditional drinks, bistro and poker machines. In this regard our new Boatshed Bar, Café and deck is a key part of the changes in offerings to our members and customers. To date this initiative has been an outstanding success. Since opening the deck just before last Christmas, we have seen our social membership increase by around 20% and overall bar sales (including café sales) increase by a massive 50% compared to the same period last year (January to June). The food offerings and entertainment in the Boatshed have been very successful, and certainly help make the bar and deck a desirable place to enjoy friendship, food and drinks, as well as for functions. I congratulate Richard Croker, Stuart (our Boatshed Bar manager) and staff for their outstanding efforts in making this a success from the start.

While some sailing members may think the role of the Board is to promote and develop sailing as the number one priority, I have a somewhat different view, which is shared by the Board in general. The Board view our number one priority is the financial prosperity of our Club, which translates to a future for our Club. Financial prosperity then allows us to consider what we can do for sailing, for supplying better facilities such as start and rescue boats, expanding our lease area to secure rigging areas and better change rooms etc. The Board shoulders a very significant responsibility to ensure a strong and successful future for our Club and for the sport of sailing in our Club.

It's been another big year and there will be challenges ahead. We have more plans to provide better facilities for our sailors, social members and guests. I sincerely thank all our Board members, who without exception have made a great effort and a significant contribution to our Club throughout the year. I fully support the re-election of all the Board members up for election again at the AGM. I would like to see the cohesive Board we have continue for the year ahead.

On behalf of the Board I also sincerely thank all our staff from the management of Richard and Peter to our dedicated office staff and all those who serve us over the bars, and all our wonderful and supportive sponsors. Thank you all. Lastly, my thanks to you, our members for your patience as we have gone through many changes, and for your support and patronage.

Graeme Sheldon

President

TREASURER'S REPORT

Our operating performance has been well summarised by Richard in his General Manager's Report. I will focus on what has happened to our cash reserves. For the accountants amongst you, please read the Statement of Cash Flows on page 13, and for the non-accountants please read on for my take on 2018/19.

Opening Cash - \$298k

We started the year with \$298k in cash - see cash & cash equivalents on the Statement of Financial Position on page 11 (commonly known as a Balance Sheet).

Add the Cash Profit - \$130k

The P&L on page 10 details a loss of \$74k. By adding back depreciation of \$241k and the loss on disposal of assets of \$10k, and deducting our CUB rebate of \$47k, we get a cash profit for 2018/19 of \$130k (-\$74k+ \$241k + \$10k - \$47k).

Compared to the \$391k cash profit I reported for 2017/18, our cash operating profit year on year deteriorated by \$261k. The largest decline, as detailed by Richard, was the \$144k deterioration in gaming clearances, which placed our budgeted tight cashflow under great pressure.

Adding our cash profit to our opening cash balance gives total cash of \$428k. However, the balance sheet says we ended the year with only \$123k, a difference of \$305k. Where did the \$305k go?

Deduct Capital Expenditure - \$425k

We spent a lot of money on improving the Club. 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 \$327k on Leasehold Improvements (mostly the deck), Plant and Equipment of \$22k, and Club Boats and Motors of \$76k.

Add the sale of 3 poker machine licences - \$75k

During the year the Board voted to sell 3 poker machine licences for \$75k. This can be seen in the Statement of cash flows on page 13. This may be a contentious issue for some members because, once sold, it is unlikely we will be able to buy them back. I voted in favour of this because: -

- the reduction in poker machine numbers was not expected to decrease takings – our machines are rarely all occupied simultaneously;
- players tend to be of older generations and, as these generations pass, takings from machines may decrease; and
- increased trade from the new deck should, over time, decrease our reliance on poker machines.

Add Other Items - \$45k

Without going into a lot of detail, this comes from changes in trade liabilities, Marina Deposits and Marina Berthing Liabilities, employee entitlements and hire purchase agreements.

The above gives a closing cash balance - \$123k

Looking Forward

With reduced cash reserves we will struggle our way through winter. Apart from a \$50k allowance for minor items, we have applied the brakes to capital expenditure, seeking to increase our cash reserves before pressing on with our capital program. I would like to see: -

- a minimum of \$200k in cash for operations to allow for a more comfortable ride through winter and allow for the vagaries of trade;
- build a \$70k fund for marina security deposit payouts – they seem to arrive at the worst possible time. This will allow us to place new leases on monthly rentals to maximise income and provide a steady, reliable cashflow from the marina;
- undertake monthly repayments on Director loans - for disclosure, I receive a \$650 per month repayment on my loan to the Club; and
- build our cash reserves to ensure we are not reliant on the coming year's trade to pay for planned capital expenditure.

As Richard noted in his General Manager's report, we still have a number of big ticket items for improvements to the club, these items totalling approximately \$1.7m. For 2019/20 we have budgeted a cash profit of \$228k. If this is achieved and continues, it would suggest an 8 year timeframe to complete our planned capital works once our cash reserves are considered sufficient to recommence the program.

For 2019/20, we are budgeting to finish with a cash balance of \$301k – opening cash of \$123k, plus cash profit of \$228k, less capital expenditure of \$50k.

Michael Law B. Bus CPA - **Treasurer**

CHIEF EXECUTIVE OFFICER'S REPORT

It is with pleasure that I present the Chief Executive Officer's Report for the Gosford Sailing Club's 2018/2019 year.

It has been a both a very productive yet challenging year for the club which has resulted in an **Operating Profit of \$167,012**. The reported deficit after depreciation was \$74,442.

The trading result for the year was disappointing. However, there are encouraging signs for the future with the increase in sales generated from The Boatshed, the increasing membership base, and the changing demographic that is happening in and around Gosford.

The deficit the club experienced was due to a number of factors, namely the sharp decline in net gaming revenue of \$143,739 or 28.5%, the increase in employee expenses of \$173,861 or 22.5% (due to the opening of The Boatshed in December 2018 and increase in pay rates), an increase in sailing expenses of \$30,365 or 32%, an additional + \$40,000 increase on other costs including insurance, electricity, cleaning, repairs and maintenance, and finally an increase of \$16,584 of depreciation.

Below is a snapshot of the 2018/2019 year:

Bar Sales

Upstairs bar sales have declined by \$44,084 or 4%; however, the overall bar sales have increased by \$212,338 or 16%. This was on top of the 10% increase seen the previous year. The industry is still reflecting next to no growth in this area, and in some cases declines of over 10%. These increased sales can be attributed to The Boatshed Bar & Café which came online just prior to Christmas. The gross profit percentage for the bar was 57%, down 1% on the previous year.

Gaming

Poker machine net takings decreased by 30% or \$143,739, which was on top of a 5.6% or \$37,316 decrease the previous year. These decreases have had a significant impact on the club's finances over the past 12 months, which has been even more significant considering the timing of the downturn; i.e. whilst we were committed to completing our deck build. Our gaming is quite volatile in that it only takes one or two players no longer playing here 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. The increased sales that The Boatshed will generate going forward will assist greatly in filling the void of decreased gaming revenue. In saying this however, the costs involved in generating increased bar sales are far greater than the costs involved with gaming revenue; including wages, entertainment, costs of goods, etc.

Functions

Functions play a big part in the club's total revenue, with both the room hire fees and additional bar trade to go with it. With the addition of the new deck area, we have seen a spike in group bookings, and we expect to see significant growth in this area in the coming year as more and more people become aware of this facility.

Capital Expenditure

Approximately \$1.22 million has been invested back into the clubhouse and sailing infrastructure over the past three years. To put this into perspective, considering we are a small club, this equates to us replacing 38% of our total asset base. This means we are renewing and rebuilding which is critical for continued growth.

Most of this year's capital expenditure spend went towards the construction of our new deck and associated works, totalling \$326,718. Everyone who has used this new facility would agree that this addition to the club is great, and that the club will benefit from it for many years to come.

In addition to this, there was \$76,076 spent on club boats and motors, further enhancing our on-water capabilities.

Finally, a new training/briefing room was constructed on the ground floor at a cost of approximately \$20,000. This space has been enjoyed by the Junior Fleet mainly and used for other training activities.

There are still a number of "big ticket items" that make up the club's ongoing capital expenditure plan, including building a connecting stair case from the main lounge down onto the new deck, fitting out the kiosk area on the ground floor to better service The Boatshed, renovating our bathroom and changeroom facilities, installing an operable wall between The Dining Room & The Terrace (to increase our function capabilities), replacing glazing on the northern side of the main lounge and southern side of The Dining Room, and replacing the clubhouse roof.

Due to our current cash position, the club will delay some of these planned works while we build our cash reserves.

Membership

With the completion of our new deck, we experienced an influx of new members. A number of these new members were in fact previous members of the club who re-joined specifically because they wanted to experience The Boatshed. Our membership numbers increased by 8% to over 7,000 members. For a small club with plenty of competition around it, these numbers are a testament to the improvements that have been made to the clubhouse and our offer.

Sailing

Whilst our Sailing Manager Peter Walsh will make mention of all things sailing in his report, I'd like to take this opportunity to thank Peter for his ongoing commitment to promoting and growing the sport of sailing for our club. He shows great passion and enthusiasm for all things sailing and is always putting the needs of the sailing members first.

On a personal note, my two children completed the Level 1 and Level Two Learn to Sail programs last season and absolutely loved it. They are both excited to enter the Silver Fleet next season and continue their sailing development. I can highly recommend sailing as a sport to any parent as I have seen firsthand how this can shape their personal development.

Promotions & Events

I often refer to our club as the most happening club on the Coast as we offer so much in the way of entertainment for our members and guests. Our end of month disco and band nights continue to be a big success for the club. Additionally, our monthly Stand Up Comedy nights fill up The Terrace every show. A special thanks to our resident trivia master and member of the Board, Dick Bridge for his entertaining Thursday night trivia called DixTriva, as well as conducting our Wednesday and Friday night raffles.

With The Boatshed now online, this has opened the door to a whole lot of entertainment opportunities. There's nothing better than sitting on a deck listening to some laid back live music whilst sipping on a cold one!

Our Annual Black Tie Ball event is the club's major fundraising event for the year. This year will be the fourth year running and will be staged on Saturday 24th August. This event has raised in excess of \$70,000 that has gone towards the purchase of new race management boats. I would like to encourage all members to support this event, which has become one of the "must do" social events on the Central Coast!

The Boatshed Bar & Café

For those members who have experienced The Boatshed Bar & Cafe, they would all agree that this new space has added a whole new dimension to the club. The club pushed hard to have this build all complete and operable prior to Christmas. The timing of The Boatshed coming online also lined up with the hottest recorded summer on record. This did impact on sales and the club is taking measures to help address this issue; however, at the end of the day it is an open deck! As we haven't been in the position to fit out the ground floor kitchen just yet, our initial food offer has been somewhat limited. In saying that however, The Boatshed Manager Stuart and his team have done a fantastic job in putting together a varied menu, with everything from fresh local seafood through to tasty curries. To manage the swell in patronage experienced on weekends, as well as to add variety to our dining offer, we have had rotating pop up food offers with cuisines from around the world including wood fired pizzas, Caribbean style street food, and Asian cuisine to name a few. The Boatshed will continue to grow and develop over the next 12 months and will be an asset to the club to enjoy and generate revenue for many years to come.

Sponsors / Supporters

Small clubs such as ours rely on many factors to be successful. Our club sponsors and supporters play a big role in helping us provide the sailing facilities that we enjoy. Although a numbers of our generous club sponsors / supporters come from within our membership, we are fortunate to be in a position whereby we can attract other corporate sponsors to partner with us, due to both who we are and what we represent, as well as our growing membership numbers and visitors to the club.

I would like to thank the following club sponsors / supporters:

Robson Civil Projects SG Fleet - Rivers Constructions - Rapid Clean Central Coast
Alto Audi Central Coast - Garmin - Whale Spars - Coastwide Meats - Oatley Fine Wines
Carlton & United Breweries - Flight Centre Central Coast - Raine & Horne Gosford / East Gosford
Chemworld Pharmacy - Bendigo Bank East Gosford, Lisarow & Kincumber Community Bank.

Being the CEO of Gosford Sailing Club for the past five years has brought with it great personal and professional satisfaction. To be part of a results driven team who have overseen the club's recent transformation is truly a privilege.

Additionally, I must acknowledge my hard working and dedicated "crew" who are the face of the club, and who go out of their way to go above and beyond to ensure each and every member and guest have a great experience. Short of acknowledging all staff, I would particularly like to thank my administration support team of Lee, Anne, and Fiona. Additionally, both Assistant Manager Peter and Bar Supervisor Viv (who notched up 20 years' service this year!) have also been very supportive of me in my role and are both very passionate about what they do.

Equally committed to the club are our professional and results driven Board who provide me with tremendous support in my role.

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 premiere sailing and entertainment destination on the Central Coast.....How Good Is This!

Richard Croker - **Chief Executive Officer**

COMMODORE'S REPORT

Another successful year for the Gosford Sailing Club's extensive sailing program has been completed, with fleets racing predominately in light to medium conditions, and the occasional "they didn't predict the southerly to be that strong".

I would like to thank the members of the Sailing Committee for their commitment and valued input; Sailing Manager Peter Walsh, and members Penny Dilworth, David Neate, Mo Goodship, Brian Baker, Rod Hookway, Greg Humphries and Steve McPhee. The experience and dedication brought to the Committee by these members makes this Committee a pleasure to chair. This Committee continues to examine and review the current program to provide more diverse and interesting races to our sailing series'.

With the presentation of such a broad racing calendar, we rely heavily on volunteers to assist in the smooth running of all facets of racing, from committee involvement through to on-water race management. I thank all these members for the time and effort they have put in throughout the season.

This year has seen great participation at all levels, with many members having campaigned internationally, interstate and intra state as well. There have been good fleet sizes across all club fleets. Congratulations to those members who have made the effort to travel so far in representing our Club.

This season again saw an increase in new sailors in roles as skipper or crew; there were a number of new Lasers, Sabots, PJ's and Opti's, as well as some new yachts. The Junior Section has grown again and it is pleasing to see so many parents contributing to make the Junior fleet such a success. Our junior sailing school again guaranteed the success of Junior sailing, with a large number of participants moving into the Silver Fleet. This season will see our Sailing Academy campaigning in major regattas throughout the state. The Academy squad continues to grow in numbers, as we have been able offer several members of the squad the opportunity to attend training at CYCA during the winter. This training has already seen members attend events overseas and have success at interclub regattas throughout the winter season.

During the season, the Club hosted over 70 sailing vessels on the water at any one time. We held two very successful State titles for the NSW Etchells and OPTI's fleets, as well as two heats of the 16ft Skiff NSW state titles. The feedback we received for running the events was very complementary and we can all be proud of the effort that was put in by everyone.

Thank you to all the staff who have worked in The Boatshed bar on Saturdays for their excellent service, and also a huge thank you to Richard, Peter Puch, and the rest of the bar staff for all their hard work throughout the year. I would also like to take the time to thank our wonderful admin staff for their efficiency, friendliness and professionalism.

In closing, the 2018/2019 sailing season has proven to be successful across all fleets, with active participation increasing and the junior squads drawing new members from the Sailing School. In fast paced times, it is good to see a growth in membership, consolidation of the Junior and Senior racing programs, and the volunteer spirit that is at the forefront, bringing Club Members closer together to provide the atmosphere we are renowned for. I look forward to an exciting 2019/20 season and hope you will all join me in participating in as many Club activities as you can.

Paul Gulliksen - **Commodore**

SAILING AND MARINA MANAGER REPORT

The 2018/19 sailing season saw many successful regattas being run, and growth in the fleets across the Club.

The Club saw many new sailors come through the Magic program and these people are starting to flow into the crews of boat owners in the Twilights, Winter, Spring and Summer series. The Magics were at capacity every Twilight race, so a well deserved thanks to the skippers who took the time to impart their knowledge and teach an upcoming group of sailors who have joined the ranks of the Gosford Sailing Club.

The regattas hosted during the season were of top quality, including the J24's, Opti State Title, 16ft Skiffs, Sailboards, and the highlight being the Etchells State Title with a host of experienced and well-known sailors including Colin Beachel, Richie Allanson and Rob Brown to name a few. The Club did an excellent job hosting all regattas and I would like to thank all the volunteers who were instrumental in having the events run so smoothly.

Local regattas held were the Cobweb Regatta to get us back into the sailing season after having the winter off for many, the Legends Regatta where we honoured the past legends of the Gosford Sailing Club, the Gosford Gallop where we hosted our friends from Hawkesbury and RMYC, and Australia Day Regatta, where everyone dresses their boats for a sail past. All were sailed in the spirit of the club and each day was enjoyed immensely.

Some of our sailors entered into the Sail at Port Stephens week and represented the club very well. In a large fleet of yachts, our sailors were placed in the top twenty, and the aim of the club is to assist in all sailors improving their skill base and pass that knowledge on to our newer sailing members. The Etchells will be engaging an on-water coach this year to improve their sailing skills.

SAILING ACADEMY

The Sailing Academy is introducing new sailors to the rigours of sailing on a weekly basis and the fleet has grown to 4 Magics. This is one of the pathways to introducing sailors to keelboat racing, match racing, and skills coaching.

The Gosford Sailing Club is 1 of only 15 AS Training Centres around Australia and are able to offer the National Accredited Keel Boat Scheme.

The various school holiday sailing camps saw approximately 60 children go through and achieve their Level 1 Sailing Certificate. Gosford Sailing Club provided 10 Instructors for these camps over three days and held on two consecutive weeks. The Club now has 80 active Junior members.

The pathway for sailing for Juniors is now from the Silver fleet into the Intermediate fleet, and then into the Junior fleet. The Club is looking forward to re-opening the Youth Sailing Academy in September. I would like to thank all the coaches and volunteers who do tireless work and fundraising for the Junior fleet.

MARINA

The Marina continues to be financially viable with an increased number of berths being owned by the Gosford Sailing Club.

The Gosford Sailing Club continues to be successful in building it's sailing membership and I would like to thank the tireless efforts of all those who support the sailing programs. The volunteers who lay the courses, do the race results, run the safety boats, and all the other activities that assist in getting boats onto and off the water are invaluable. Thank you for your time, and the Club looks forward to an even more successful sailing season for 2019/2020.

Peter Walsh - **Sailing and Marina Manager**

YACHT REPORT

We were fortunate with the weather for the past season so none of our inshore race days were lost to bad weather. I believe an offshore day may have been abandoned due to lack of wind however.

There has also only been one major mishap this season also – the unfortunate dismasting of Rascal. I would like to commend their fellow competitors for the sportsmanship and seamanship shown in aiding Rascal in their time of distress.

The inshore fleets have been increased by some new boats and some returning boats which was great to see and also great to see how they improved as the season went on. This was particularly so for Division 1 where the racing was very competitive with 8 regular starters. Unfortunately, the Division 2 fleet has dwindled somewhat with some having switched to Division 3 which has grown

somewhat. Twilight races remain highly popular with 20-30 boats competing regularly.

The offshore fleet however has only 3 keen regulars competing so we would really like to see more yachts have a go at some offshore racing next season.

In representative competitions GSC yachts have done remarkably well, winning back the much coveted BBIC trophy from RMYC. Congratulations to Manly Office which was the best overall boat in the BBIC fleet. We also had 8 yachts representing GSC at Sail Port Stephens this year spread amongst various fleets. A great time and great sailing was had by all but we didn't manage to bring back any of the prizes.

On the other hand haven't the ladies done us proud with Claire Heenan and Justine Ella and a bunch of Newcastle Cruising Yacht Club ladies winning the IRC division of the Australian Women's Keelboat Championships on Port Phillip Bay in May.

This season we have tried a couple of innovations. One was a couple of spinnaker twilights. These were well received as there was no pressure to fly or not fly a spinnaker and those that chose to had a lot of fun with them. We are planning to include a couple of spinnaker twilights again next season.

We also reintroduced a stand alone sprint series which was also very competitive.

We have tried very hard not to schedule Saturday races such as the BBIC with another race the next day and have also tried hard to stick to every second Sunday for an inshore race. However the program is usually very packed. We have also avoided long weekends as these are often given over to family commitments.

For the coming season we are proposing a 1 off trial of a night race. This will be inshore and will require only Cat 7 with lights. It will probably be held in March from about 7.30-9.30 on a Saturday night. Our Sailing manager promises us that the bouys will be lit.

We will also try and restart the SOFA series – Sail on Friday Night series. This would be a couple of Fridays in November, December and again in February/March so we hope we have enough boats entered to make this worthwhile.

We are also hosting the Australian ¼ and ½ ton Championships in early February. You may not realise it but a lot of our older Div 2 and 3 boats could qualify for this event and we encourage you to consider it.

I would like to add how pleasing it is to see more and more ladies out in regular crews on the water. It is so nice personally to no longer be considered an oddity as a woman on a yacht in a race, but just another crewperson. There is now a SheSails initiative run by Australian Sailing to promote women's sailing. GSC is planning to run with this initiative this season and run a women's only sail training course, run by women for women as there has been considerable demand for this.

There would be no racing without our race management volunteers who we must support in any way we can. To assist them we will be having a race day roster done. This is to assist our race management volunteers to prepare the start boat, load it up with bouys, fuel and any other equipment they need and assist with unloading and cleaning the boat after the race as well. This is likely to work out at 1 day per season per boat and all skippers will receive the roster prior to the start of the season.

Lastly we must also remember that there would be no racing without the Yacht Section Committee plus our Commodore and Sailing Manager. I would like to thank my committee members for all their hours of volunteer work this season. These are Mo Goodship, David Neate, Bruce Thomas, Mike Alsop, David Dougherty, Bob Swan, Paul Gulliksen and Peter Walsh.

Penny Dilworth - **Yacht Captain.**

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 around 29 races and, on most Saturdays had an average of eight boats that 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. Boats Registered: H2O RAT, AFRICAN QUEEN, SUN TZU, GREENBACK, THE DON, IVY, VELSHEDA, FROTH, POINTLESS, HUH?

The Season Point Score and the Club Championship results were very close right up to the final races.

The 2018-19 Club Champion is huh? Congratulations to skipper Michael Law and crew, Bruce (Buck) Tennant, John Humphries Jnr, David Law, Peter Bellingham. 2nd place was POINTLESS with

Mark Robson, David Slingsby, Brent Connor, Andrew McDougall. 3rd place was Froth with Clare Heenan, Andrew Heenan, Justine Ella, John Morton and Greg Bell.

After sailing very persistently and with determination the Season Point Score was won by Ivy. Congratulations to John Denton, David Poole, Daniel Eddy, Roy Leslie and Jason Browne. 2nd place was The Don with HUH? in 3rd place.

Ivy and HUH? shared the fastest times with 7 each. Ivy was recorded the fastest times on a count back. 3rd with 5 fastest times was Pointless.

The Sparlash trophy (to Harry's and back) was won by African Queen (Etchells) sailed by Jan Muysken and Robson (Magic) sailed by Rob Hook.

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 hosted the Etchells State Championship back in February, with Sun Tzu 7th being the best placed local boat, sailed by Rob Brown, Simon Smith and Peter Bellingham. Congratulations must go to Peter Walsh, Don Wilson, David Slingsby and all the volunteers who helped make the Regatta a resounding success. The Club has had nothing but positive feed back regarding the way the event was managed.

The club was represented at the Etchells World Championships conducted by the RQYS in January by the following boats: The Don (Don Wilson, Brian Hawthorn), Curved Air (George Johnstone, John Humphries, Mark Thomson) and African Queen (Jan Muysken, Simon Smith). Other members of our fleet sailed in this event on Etchells from other clubs. They were Clare Heenan, Andrew Heenan and Brian Pike. The African Queen and Curved Air contested the pre worlds. Curved Air also raced in the Spring Regatta at RQYS and the Mooloolabah Winter Australian Championships, with George Johnstone, Mark Thomson and Bruce (Buck) Tennant. The Don with Don Wilson, Brian Hawthorn and Graeme Murray, raced in the Australian Championships also at RQYS.

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. 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

This year has been fantastic for our junior section!

Our membership is now a staggering 55 children enrolled as junior sailors with 45 regularly partaking in weekly sailing activities. This is really showing how accessible GSC have made sailing to children with the learn to sail and silver fleet programs. Our clubs aim is to make sailing accessible to all, we in juniors are now seeing an increasing number of children who are the first-time sailors in their families which is brilliant for our sport and shows we are living our clubs values.

As a first-time sailor things can be daunting for both child and parents so this year we've really focused on making children and parents feel welcome and informed.

With the increasing numbers we needed to restructure the fleet, Sophie Macintosh in our sailing office has worked with us to come up with a new structure which has been successful. This year we've restructured the fleets so we have silver, intermediate and open fleets based on the children's ability and although open is currently our smallest fleet over the next few years this will change as the children get more experienced.

Of course, growth does come with its own issues! Getting 45 children set up for sailing, briefed, trained, on the water and then packed away each week is a major logistical exercise, not to be undertaken by the fainthearted! Thankfully we have an army of volunteers who each Saturday give up their time to make sailing work, these are the unsung heroes of Gosford Juniors.

Having so many people prepared to help has meant we've been able to create new positions to support the children. Anna Rott has been instrumental to building this community. I'm convinced this year would not have been as successful without Anna tirelessly organising us each week.

Each week we have a dedicated BBQ crew who sell sausages to raise money for the junior fund. This year we've maintained a healthy balance in the fund, but we've also actively used the fund.

Our spend this year includes:

- Paying for subsidised Friday training.
- Subsidising the Australia day fun day.
- Purchasing a whiteboard, laptop, fridge and our great megaphones!
- We've covered entrance fees for sailors who travel interstate.
- Paid presentation tickets for senior juniors.
- Covered talent fees for sailors.
- New trophies for presentation day.

The fund means we can get things done without begging for money. To everyone who has done a shift on the BBQ thank you!

I cannot thank the club enough for the financial investment they have made to our section this year, at a time when money is tight. With the arrival of three new ribs, two of which are allocated to juniors we now have access to 5 support boats, more than ever before. With help from Bendigo Bank we've built a new training room and with help from Garmin and our junior development fund we source waterproof cameras and computer equipment. This is giving us the ability to run better training sessions and briefings.

Another significant achievement this year was GSC hosting the Opti states, this was not only a very successful event it also brought the club together with over 70 club members volunteering at the event. Juniors also raised a significant amount of money during the event. The committee decided part of the funds raised should be spent to benefit all sailing members, we have therefore agreed to gift \$3,000 to the club to build a new docking system for club boats. This is our thank you to the sailing membership of GSC who have been so supporting over the years.

So, looking forward to next year we will continue in our goal to get as many children out on the water, continue to teach them the life skill which is sailing and continue to build the fantastic community which is Gosford Juniors!

David Neate - **Junior President**

LASER REPORT

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

Our sail on Australia Day was contested by 4 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 slowed us down. Congratulation to Brian Baker for winning on handicap and collecting his medallion at Sydney Town Hall.

We had a very successful season in 2018/19 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 winners Bob Partridge. We awarded a Junior Club Championship to Myah Greenwood, well done Myah. Congratulation must also go to Adam French 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 winner 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 Myah Greenwood who was awarded the Wally Cook Memorial Trophy for Most Improved Sailor and Myah Greenwood and Dianne Wagstaff who were awarded the Highlight Consulting Trophies for Women on the Water. Well done ladies, keep the good sailing next season.

In State Masters sailing, South Lakes Sailing Club 2-3 March 2019, Adam French Placed 3rd, David Edmiston placed 12th and John Sprague placed 15th with a total of 8 boats representing GSC at this event.

Open States titles were held at Canberra Sailing Club, Kevin Phillips Placed 7th, Mark Baker placed 16th in the radials and David Edmiston placed 8th in the standards. Well done to all.

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

In Laser Master worlds held in Dun Laoghaire, Ireland, David Edmiston (placed 8th) and Kevin Phillips (placed 16th) in the Great Grand Masters Division representing GSC well.

Our Board of Directors are thanked for providing us with a revamped Club House this season with improvements to the Wet Bar/deck and New Start Boat.

Thanks to Commodore Paul Gulliksen for your patience and dedication to our sport.

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.**

NS14/MG12 FLEET

20 different NS14 & MG14 boats sailed this year at Gosford. Many interstate events meant numbers at Gosford appeared less than normal, but we were busy travelling the country.

- NS14/MG TT Manning Point had 10 Gosford boats compete.
- NS14 States at Easter in Mannering Park had 10 Gosford boats out of 43 entries.
- NS14 Christmas Nationals at Illawarra Yacht Club had The Dart, Nemesis, Bandit and Risky Too.
- MG Nationals at Stockton Sailing Club had Bandit, Rush and Chillin.
- MG States in Cronulla had Rush, Chillin and Bandit all placing well.
- CHS Belmont had several Gosford boats race with great results. Chitty Chitty with J Rivers & A Hansen were best placed and Nth Degree, Bandit, Chillin and Rush did well in a 120 boat fleet.
- NSW Youths Sunshine had 7 Gosford boats. Over 400 sailors! 1st was Risky Too with H Hansen & L Senior.

Overall season results

Junior Female sailor - Jemima Senior.

Male sailor of the year - Wil Rivers.

1st Club Champ - Risky Too R. Hansen & S. Hansen.

1st Point Score - Risky Too R. Hansen & E. Gulliksen.

Next seasons Nationals are in Canberra and States are in Port Stephens at Easter 2020.

Regards

Ross Hansen

GAME FISHING CLUB REPORT

Another year has come and gone, starting with the early run of Blue Fin back in July. A few club boats managed a couple of good fish, with Nathan and crew on Finfish weight 1 @ 70kg and another at around 50kg, and Nick and crew on Chasin Tail managed a 70kg and a 50 kg. Next up the Bluewater classic which had to be postponed this year due to strong winds and crappy water. The new dates in March proved to be much nicer with less than 10kn and half a meter of sea and with numbers down again from last year, most boats encountered or caught fish. Male angler Mark Fry (club member) on board ONE MORE captured a nice Blue Marlin 197kg on 24 kg line and took out champion angler capture (new club record). Victoria Vincent took out champion female tag and release with Josh Hallam taking out junior capture and tag and release.

The Club welcomes and thanks major sponsor Garmin for their commitment, contribution and ongoing support. Thanks also to all of our other supporters. Earlier in the year the NSW state titles were also cancelled due to bad weather, which I'm sure was a very difficult decision by the organisers.

Back on the home front, our Club this year has been cruising along smoothly with the completion of The Boatshed and over water deck which has been a fantastic outcome for both the Sailors and the Game Fishing Club. Steady membership numbers and a solid financial situation finds us in good stead.

Our Club also has supported others with a \$500 contribution to Westpac Helicopter Rescue thanks to Jason Browne, and \$500 towards the entry fee for junior Angler Oska Davis who has been nominated to compete over in NZ in the Junior Kingfish Tournament (good luck Oska).

As you are all aware I'm stepping down this year as President. It's been a great honour to lead the Club for the past two years, and I'm sure my replacement will follow the channel that has been painstakingly carved out for me over the past 10 years. A special thank you to the Executive Committee, Bluewater Classic Organising Team and the General Committee for your ongoing support. And lastly thank you 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 2019

Our AGM was held last July 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.

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, Terry Smith, Col Harris. Many thanks guys.

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.

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 - Wal Loschi

B grade - Brian Robinson

C grade - Rob Parry

NETT WINNERS

A Grade Nett - Phil Wilson

B Grade - Mick Smith

C Grade Nett - Col Woods

The Bob Ranson Encouragement Award Buddha - Graeme Wright

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 - **President**

