

OPUA CRUISING CLUB - Committee Meeting 13 February 2018 - Old FNH Offices 6.30pm

Present:- Derek, Cameron, Nick, Sheila, Brett, Jilly, Chris, Gregg.

Apologies:- Andy, Kerry.

Minutes of previous meeting:-

- Plaques for Trophy above bar being dealt with.
- LED Lights for kitchen - three sets have been installed.

Matters Arising:-

- Jilly has contacted Chris Ball regarding Fly Buys Points.

Correspondence:-

IN:-

Email DB Breweries – beer and cider increase from 19.2.18 of 2.7% - info forwarded to Nick & Brett.

Email from Gary Hack with date of Whangaroa Race date – Saturday 24 March 2018 – info forwarded to Gregg and Kerry.

Email from Kerry Payne – she is not able to look after facebook or MailChimp any more. She will still look after Tell Tales.

Email forwarded by Nick from Robbs Hielkema – 36° would like to sponsor club Rib. They would pay \$1,500.00 and will pay to get some signwriting done. For this they would like to be able to use Rib to take clients out to boats on swing moorings. - Approved by all present.

Email from Julie Kidman – Great Escape organizing a fun week-end for women 13 – 15 April. Club being used for meeting/video night on the 13th

OUT:-

Jilly emailed Chris Ball regarding the Fly Buys Card.

Commodore's Report:-

Commodores Report – February 2018

Feedback from BOISW regarding the basing of the event at OCC is that participants found this year's arrangement a big improvement over that used previously. Whilst at the time of writing the BOISW Committee had not completed their review of the event, a preference to repeat the format for 2019 has been indicated.

The review of the All Points with ICA/FNH has not yet happened although it is now provisionally planned for 6th March. Thus prior to our next Committee Meeting we should have a clear understanding of what is planned for future Rallies and what the opportunities for OCC around the event might look like.

Below is a summary of the already circulated financial result for recent Rallies.

ICA Rally	2015 - 6 days	2016 - 10	2017 - 10 days
TOTAL INCOME	7,055	15,349	18,614
Wages	1,378	2,218	2,661
Sponsorship		1,739	954
Catering	470	1,809	2,753
Cost of Sales	3,430	6,817	7,279
Publicity/Consumables/Licence	631	478	504
TOTAL EXPENSES	5,909	13,061	14,151
NET PROFIT (LOSS)	1,146	2,288	4,463

Following the discussion at last month's meeting concerning Bar Cost of Sales, a purchase price analysis over recent years has been undertaken using November purchases for a year on year comparison. Whilst there are price fluctuations, overall prices have remained quite stable with overall cost of sales rising 1% over the last 2 years. However, what this analysis did reveal is that over a longer term, our overall Gross Profit on Bar Sales has declined approximately 4.5% from the historical margin target. This together with the notification by DB of a 2.7% increase in Keg Beer prices will require some price adjustments in the near future if gross margins are to be restored.

With fund raising for the Dock Refurbishment/Replacement progressing slowly, NRC have been asked to advise what engineering assessment should be obtained in order for them to recertify the existing facility when this comes due. Although this is some time in the future, it is not something that we can afford to leave until the next inspection is due. They have also been asked to confirm whether a change to the already approved future configuration of the Dock can be treated as a variation provided it remains within the approved 'footprint'.

With rumour about the future intentions of The Swordfish Club operating in Opuia circulating, I have had a discussion with Bruce Smith – Swordfish Club President – concerning what they wish to achieve. Currently there has not been a proposal submitted to their Membership and options are still being investigated. We have agreed that an informal discussion between our Clubs, which are already Affiliated, could be beneficial to both.

Moved – Derek

2nd - Jilly

Vice Commodore's Report:-

Sailing

- F&P sorted,
- Epiglass type interclub sorted
- Whangaroa March 24, conflict with 2 handed, two handed to Reschedule for earlier in the month.
- Working on E-9's
- Need to put out Blast Email regarding Dingy dock and friendly reminder that use is not for storage.
 - 48-72hr allowed on occasion whist away for weekend
 - Not to be used as storage and in the way all week then only occasional use during the odd weekend...
 - Some Dinghy's been there for 3weeks +
 - Dinghy's will be moved is NO ACTION taken.

Moved – Cameron

2nd - Derek

Treasurer's Report:-

December	2018	2017	2016	Notes
Income				
Membership	\$852	\$1,343	\$1,726	
Advertising	\$0	\$0	\$1,075	
Activities	\$7,039	\$1,233	\$725	Venue hire BOI race week
Bar	\$20,662	\$23,535	\$22,416	Possibly a little affected by bad weather
Kitchen	\$4,453	\$4,044	\$4,181	
Other Income	\$1,209	\$184	\$139	Another good month for clothing sales
Dock fundraising				
Total Income	\$34,214	\$30,339	\$30,263	
Cost of Sales	\$6,199	\$7,434	\$11,932	
Gross Profit	\$28,016	\$22,906	\$18,331	
Expenses				
Wages	\$6,969	\$7,471	\$5,341	
Office Expenses	\$1,417	\$1,303	\$331	
Occupancy	\$3,224	\$3,122	\$4,729	
R&M	\$14	\$304	\$0	
Other Expenses	\$109	\$515	\$881	
Total Expenses	\$11,733	\$12,715	\$11,282	
Cash Book Operating Profit/Loss	\$16,283	\$10,190	\$7,049	

COMMENTARY

The arrangement with bay of islands sailing week seems to have worked well from an economic perspective with operating costs being on par with previous years ,

YEAR TO DATE	2018-7	2016	2015	Notes
Membership	\$21,795	\$25,660	\$30,048	Not a great trend
Bar	\$108,628	\$124,041	\$123,122	
Kitchen	\$24,691	\$20,488	\$20,638	
Other	\$49,265	\$30,274	\$33,628	
Total Income	\$204,379	\$200,463	\$207,435	
Cost of sales	\$86,131	\$83,766	\$66,293	
Gross Profit	\$118,249	\$116,697	\$141,142	
Operating expenses	\$111,469.88	\$112,478.00	\$127,572.00	

Cash book operating profit /loss

\$6,778.63 \$4,219.00 \$13,571.00

It's great to see the kitchen doing well, with a low membership figure and not great local patronage is imperative that we do look at additional income streams ,

**Moved – Nick
2nd – Gregg**

**Accounts passed – Chris
2nd - Brett**

Membership Report:-

Club Membership Forms need the yearly date added.

Racing report:-

See Vice Commodore's Report above.

Bar & Kitchen:-

Brett to check if we can get volunteers to cover bar over the winter.

Publicity Report:-

February Telltales was published in time for the beginning of the month.

More content is always needed to fill the pages and engage our readers and therefore satisfy our advertisers that their adverts are being seen.

It would be useful if all committee members could contribute something each month, events coming up, Opua news or race results, maybe or a race report if not then some kind of article or clue as to who to speak to about something which may be happening.

Advertisers are not responding to the offer of a full page corresponding to their calendar month. I have only attempted to contact them by email so far.

A Mailchimp has been sent out to remind people of events coming up.

Due to feedback last year I was endeavoring to limit the emails to one a week at the most hence me asking members of the committee for any news and or events to be added to the latest email.

I understand that communication was an issue but I believe that means rather than inundating people with lots of notifications using one email with all the info in it less often.

Possible event -

This from the Facebook group 'Women who sail New Zealand-

Hi everyone, some of you may have followed Lisa Blair who has just recently been the first female to sail around Antarctica solo! Anyway she is heading to New Zealand in March and is planning a tour around the yacht clubs speaking about her voyage and also fundraising for her next adventures. I'm helping her put together a two week itinerary. If you'd like to host her at your club as a social evening (or breakfast or lunch or whatever) then comment below and we can go through to Lisa with some options.

Would our club be interested in liaising with BOI Kerikeri to arrange a venue for the local area? I understand she has been charging \$20pp in AU – Julie Kidman might know more.

I will not be standing for the publicity role again at the AGM.

Website Report:-

As per last report, the site content is up-to-date and system software updates are continuous and being applied as appropriate.

I've added content as I've been given it, but the Cruising Programme is still light.

I've added the Women on the Water initiative, hopefully that will lead to an increase in the number of boats participating in the Ladies Race Series.

I've not include the stats for the site for January and February-to-date since they are heavy on detail but not providing much useful information. January visits were slightly up and good to see people downloading the menus and race instructions.

However I do enclose a synopsis of the domain statistics (table) that represent domain directory traffic/space, basically the **total** usage, which means were sitting at 50% of our allocated space.. See highlight in RED

Notes:

Website usage is up slightly from last month due to race results and other documentation, and e-mail is creeping up again, I suspect mail is sitting in info@opuacruisingclub.co.nz and trash folders have not been emptied. Cluttering up the site with non-essential email takes resources from our limited pool and slows the system down. Can email users please ensure mail is downloaded locally and deleted from the server. Teltales is still the biggest download followed by sailing instructions and the Club Menus

Total Disk Usage (MB)

Email Disk Usage

Database Disk Usage

/wp-content/uploads/2018/01/telltales-0218-web.pdf	155	4	102.71 MB
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/wp-content/uploads/2017/12/Dinner-Menu-002.pdf	97	0	31.26 MB	329.98 KB
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Overall usage is up slightly and February is to-date (1/2 Month).

Month	Unique visitors	Number of visits	Pages	Hits	Bandwidth
Jan 2018	1,451	2,391	156,888	184,596	4.26 GB
Feb 2018	593	934	38,345	46,699	914.24 MB

Going Forward

It will be worth the Club evaluating it’s hosting partner come renewal time – June, which really means we should be looking at options in the next couple of months to ensure a smooth transition. We’ve been on the current plan for a while and there are some much better options available (more space, less monthly cost) in the market place, including – oddly – from our current supplier. Staying with the same supplier at better rates would be the simplest option as it would obviate the need for a site migration, tricky at the best of times.

It is unlikely that I’ll be continuing in this role come the end of the year, and will put some feelers out for a replacement, Skill set is not that high unless the Club wants to revamp the site. In which case I’d advise retaining some professional support.

House Report:-

New date for Working Bee to be 3 March 2018 – Mail Chimp will need to go out.

Social Report:-

Ladies Afternoon Tea and Movie Sunday 18 Feb 2018.

General Business:-

The Learning Place no longer supplies Club Signing in Books. Need to see if we can get them somewhere else. In the mean time we will go back to the forms we had previously.

Meeting Closed:- 7.30pm

Date of Next Meeting:- 13 March 2018