

5 July 2018



Yachting Victoria Inc
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3 Aquatic Drive
Albert Park
Tel 03 90887201

Dear Clubs,

Re: Introduction of new national fee structure for clubs

I am writing to update you on recent developments at Australian Sailing following the half yearly meeting with representatives from each State and Territory to examine the strategic, financial and operational issues impacting Sailing.

We are now two years into the One Sailing initiative, which has allowed a more consistent approach to service delivery, resource allocation and decision making across the country. This has been done while maintaining local Club Services Officers and operations staff along with placing more focus on growth in participation. There is still some way to go however, there are many examples where cooperation and common interests are producing positive outcomes.

The Presidents' meeting provided the opportunity to discuss our concerns over safety and specifically the recent incidents where three lives have been lost this summer. It serves as a strong reminder for all of us to be vigilant and ensure that safety is not compromised or short cuts taken.

The meeting also engaged in a strategic dialogue to set the goals and focus for the next two to three years. The 'Strategy for Growth – 2020 and beyond' document is being finalised and when available will provide a good foundation for Clubs to execute individual plans to grow participation and enjoyment.

The group also reviewed the financial position of Australian Sailing. It was recognised that following last year's deficit of over \$500,000 there was a need to cut costs and return to surplus. The 20% reduction in National Office staff was noted however, it was recognised that this would eventually impact negatively on service delivery.

As I have said at the Half Yearly meeting held on 19th March, affiliation fees across all the States and territories (which make up 30% of Australian Sailing's revenue) have been examined as part of a 12 month review.

The objective of this review was to devise a new fee structure that harmonised the various state systems and ensure like sized Clubs across the country were making an equitable

contribution when compared to peer Clubs. As you know, I have sat on the Working Party carrying out this review.

The States agreed to adopt the new fee structure, which is broadly based on the Victorian banding model. Details of the methodology are attached (attachment 1).

Part of the implementation is a general 5% increase to affiliation fees for the 2018/19 financial year to address the abovementioned deficit. This increase will inject an additional \$125,000 that will be used to fund several projects that include a full roll out of the new online membership platform, replacing capital assets across the country, expected increase in Personal Accident Premiums and importantly an increase in safety initiatives and training programs.

The increase has been built into the banding levels of the new national structure, however for a large number of Victorian clubs this adjustment may present little change. For some Clubs it will mean an increase (or decrease) in fees to align them with their peers. This structure will be reviewed again in three years' time and it is envisaged that unless there are exceptional circumstances, annual fee increases from 2019 will be in line with CPI.

As a result of the review process now being complete, a Special General Meeting is being called by the YVIC Board and will be held on Thursday 5th July, 2018. The meeting will have two items of business:

1. To seek approval of the affiliation fees for 2018/ 19 (schedule attached).
2. Amend the YVIC Rules to reflect the new banding structure. Formal notification of the meeting and details of the proposed amendment are also attached.

Every attempt has been made to ensure this is a transparent and fair process. Clubs will continue to have the right to request a review of their fees. In the best interests of the future of the sport I hope you are supportive of the new changes.

Regards,

Cherry

Cherry Birch
President
Yachting VIC

Attachment 1- Special General Meeting Agenda

Attachment 2- Notice of Special Resolution

Attachment 3- Proxy voting form

Attachment 4- National Banded Fee Methodology

Attachment 5- Club Fee Banding schedule for 2018/ 19