

# **Manly 16ft Skiff Sailing Club Ltd**



**81st Annual Report  
and Financial Statements  
2003 - 2004**



Front cover and inside front cover  
 2003/04 Club Champion "FLUID BUILDING SERVICES"  
 skippered by Clint Bowen and crewed by Steve Bowen and Anthony King  
 (outside cover picture by Rod Vaughan of Labyrinth Photography  
 inside cover picture by Frank Grundman)

## MANLY 16FT SKIFF SAILING CLUB LTD

A.B.N. 43 001 066 253

### NOTICE

The 81<sup>st</sup> Annual General Meeting of the Manly 16ft Skiff Sailing Club Ltd will be held at 8.00pm on Monday 20<sup>th</sup> September 2004, in the Clubhouse, East Esplanade, Manly.

### AGENDA

1. Confirmation of the minutes of the 80<sup>th</sup> Annual General Meeting held on 22<sup>nd</sup> September 2003.
2. Apologies
3. To receive and consider the reports of the Board.
4. To receive and consider the Statement of Financial Position, Statement of Financial Performance and report of the Auditor.
5. To elect the Board of Directors for the ensuing year.
6. To appoint an Auditor.
7. To deal with any business of which due notice has been given.
8. To deal with any other business that the meeting may approve of which due notice has not been given.

### NOMINATIONS FOR BOARD OF DIRECTORS

Nominations for the Board of Directors must be in the hands of the General Manager not less than 14 days prior to the date set for the Annual General Meeting.

### AUDITORS

Freeman & Chirillo

### PRESENT LIFE MEMBERS

Richard Hanlon, Henry Graham, Michael McMahon, John Talty, Ian Hutchinson, Peter St John, Thomas Graham, Ian Richardson, Hugh Cooke, Jim Stapleton.

### PAST LIFE MEMBERS

Jack Graham, G. Burton, J. Forsyth, George Johnston, Perc Johnston, Harry Lemon, Arnold Marshall, Arthur L. Schultz, Lachlan Simms, Tom Fawkner OBE, Rueb Dubois, Keith Kershaw, Robert May, Wilfred Hole, Austin Dwyer, Ray Norminton, Alan Denoon, David R. Treharne, Eric Andrew, Jim Triglone, Douglas Kiely OAM, George Fitzgerald, George S. Johnston, Clarrie Seller, Walter Standing, Ken Clarke, W. Russell Slade AM.

### PAST LIFE PATRON

Jim Rando

### REGISTER OF MEMBERS AS AT 30/4/04

LIFE	10
ACTIVE	239
JUNIOR	102
ASSOCIATE	3,468
	<u>3,819</u>

## OFFICERS AND DIRECTORS - SEASON 2003/04

### DIRECTORS

PRESIDENT  
Rolf Cohen

VICE PRESIDENT  
Matthew Triglone

TREASURER  
Mark Schultz

COMMODORE  
Hugh Cooke

Craig Nicholls, John Thomson, Adam Barraclough, Anthony King

### ATTENDANCE AT BOARD MEETINGS

(11 Meetings)

Rolf Cohen 10  
Mark Schultz 8  
Hugh Cooke 9  
Craig Nicholls 9

Matthew Triglone 10  
John Thomson 10  
Adam Barraclough 10  
Anthony King 11

### PERMANENT STAFF

GENERAL MANAGER / Sailing Administrator  
Michael McMahon

OPERATIONS MANAGER  
Stephen Hartley

PERMANENT BAR STAFF  
Steven Ballard, Peter Numa, Dan Raccani



Byron White (skipper) and Chloe White (crew) ("FULL THROTTLE")  
2003/04 Australian Manly Junior Champions, NSW State Champions and Manly Club Champions

## SAILING OFFICIALS – SEASON 2003/04

### 16ft Skiffs

COMMODORE  
Hugh Cooke

VICE COMMODORE  
Craig Nicholls

RACE SECRETARY  
Stephen Bowen

CLUB CAPTAIN  
John Munson

VICE CLUB CAPTAIN  
David Moss

COMPETITION SECRETARY  
Evan Beeby

STARTER AND JUDGE  
Christopher Hill

ASST STARTER AND JUDGE  
Michael McMahon

### HANDICAPPERS

Hugh Cooke, Michael McMahon, Christopher Hill

### BOAT & SAIL MEASURERS

Robert Atkins, Clint Bowen

NSW 16ft SKIFF ASSOCIATION DELEGATES  
Michael McMahon

PUBLICITY OFFICER  
Craig Nicholls

RESCUE CRAFT OPERATORS  
John Thomson, David Moss

JUNIOR DIVISION DELEGATE  
Colin Mackenzie

### Flying 11s and Manly Juniors

PRESIDENT  
Phillip Andrew

VICE PRESIDENT  
Susan Moor

RACE SECRETARY  
Elisa Atkins

### RACE COMMITTEE

Peter Moor, Phil Heffernan, Ed Darmanin, Robert Atkins, Graham Dorrn, Martin White.

STARTERS (F11)  
Peter Moor  
Susan Moor  
Anne Mackenzie

STARTERS (MJ)  
Eliza Atkins  
Martin White  
Sally Darmanin

### HANDICAPPERS

Peter Moor, Sally Darmanin, Colin Mackenzie

### BOAT & SAIL MEASURERS

Graham Dorrn, Ed Darmanin, Paul Field

NSW F11 ASSOCIATION DELEGATE  
Colin Mackenzie

NSW MJ ASSOCIATION DELEGATE  
Ed Darmanin

## DIRECTORS' REPORT

(A.B.N. 43 001 066 253)

The Directors present their report on the Manly 16ft Skiff Sailing Club Ltd for the year ended 30th April 2004.

### 1. DIRECTORS' NAMES :

At the date of this report, the names of the Directors in office are:

Rolf Edward Cohen	John Elliot Thomson
Mark William Schultz	Craig Edward Nicholls
Hugh Faringdon Cooke	Adam Michael Barraclough
Matthew James Triglone	Anthony Travers King

All directors have been in office since the Annual General Meeting in September 2003.

### 2. PRINCIPAL ACTIVITIES :

The Company continued to operate as a sailing and social club throughout the financial year.

### 3. RESULTS :

The net profit of the Company for the financial year amounted to \$140,949.

### 4. REVIEW OF OPERATIONS :

Net operating revenue increased by 16% (nil% in 2003), an improvement on the result for 2003. Bar trade showed an increase of 7.7% (1% 2003). This was due, in part, to an increase in prices to maintain our gross profit margin. The remainder resulted from an increase in trade, particularly on Saturdays. Poker machine revenue decreased by just over 3.4% (decrease 10% 2003) and continued a trend from the previous financial year. Whilst there was an increase in membership fees, revenue from room hire fees for functions, interest on investments and catering lease revenue, other areas such as Keno commission showed a reduction.

Overall expenditure decreased by 2% this year (increase 3% 2003). Whilst an analysis of the expenses shows some items decreased, many reflected increases. There were a variety of reasons which contributed to these fluctuations. The Club contributed \$172,793 (\$216,251 in 2003) directly to sailing activities and a further \$1,788 (\$929 in 2003) to local community activities.

### 5. SIGNIFICANT CHANGES :

There was one significant event that occurred several days before the end of the financial year. The Club's catering contractor went into liquidation. The Board of Directors investigated the viability of the Club running the Bistro and Function operations and decided that, done the right way, the Club could do it profitably. The Club subsequently took the operation over on 27<sup>th</sup> April 2004.

### 6. MATTERS SUBSEQUENT TO THE END OF FINANCIAL YEAR :

At the date of this report there are no further matters or circumstances which have arisen since 30th April 2004 that have significantly affected or may significantly affect:

- i) the operations of the Club
- ii) the results of those operations; or
- iii) the state of affairs of the Club

in the financial year commencing 1st May 2004.

### 7. LIKELY DEVELOPMENTS :

There is every indication that our operating profit should improve in the next financial year. The Board is confident of making a profit through the catering operations and the resulting spin off to the bar. Recent negotiation with the Waterways Authority means that the long running lease impasse should be concluded. Membership numbers should continue to increase providing at least an increase in subscriptions. The continued decrease in poker machine revenue is considered to be the result of the impact of government policy in that area. The Board has considered options to deal with the "concrete cancer" problem in the concrete deck under part of the Club and have decided to repair for the present and embark on a five plan to rebuild the Club. A Business Plan has been developed to achieve this objective.

### 8. INFORMATION IN RESPECT OF DIRECTORS :

Director	Qualifications and Experience	Special Responsibilities
R.E. Cohen	Director since 1996 Manager Age: 31	President
M.W. Schultz	Director since 1994 Production Manager Age: 45	Treasurer
H.F. Cooke	Naval Architect Certificate Director since 1991 Retired Age: 65	Commodore
M.J. Triglone	Director since 1992 General Manager Age: 45	Vice- President
C.E. Nicholls	Director since 1994 Managing Director Age: 41	Director
J.E. Thomson	Director since 2000 Technical Manager Age: 45	Director
A.M. Barraclough	Director since 2003 Consultant Age: 31	Director
A.T. King	Director since 2003 Food Broker Age: 31	Director

### 9. BENEFITS TO DIRECTORS :

No Director has received or has become entitled to receive (since the previous report) any benefits from a contract between the Company and himself, his firm or a company in which he has a substantial financial interest.

#### 10. DIRECTORS LIABILITY INSURANCE

In October 2003, the Company paid a premium of \$4,714 to renew an insurance policy commenced in 1993 to cover all directors of the Company named in paragraph 1 of this report, all sailing officials and the General Manager against all costs and expenses involved in defending legal actions and any resulting payments arising from a liability to persons incurred in their position as director, sailing official or General Manager (as appropriate), unless the conduct involves a wilful breach of duty or an improper use of inside information or position to gain advantage. The policy does not specify the premium for each individual director, official or the General Manager.

Signed on behalf of the Board this 6<sup>th</sup> day of August 2004.

**R.E. Cohen**  
Director

**M.W. Schultz**  
Director

#### DIRECTORS' DECLARATION

The directors of the MANLY 16FT SKIFF SAILING CLUB LTD declare that:

1. The financial statements and notes are in accordance with the Corporations Act 2001:
  - (a) comply with Accounting Standards and the Corporations Regulations 2001; and
  - (b) give a true and fair view of the financial position as at 30 April 2004 and of the performance for the year ended on that date of the company.
2. In the Directors' opinion there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors and is signed for and on behalf of the Directors by:

**R.E. Cohen**  
Director

**M.W. Schultz**  
Director

Signed on 6<sup>th</sup> day of August 2004.

#### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF MANLY 16FT SKIFF SAILING CLUB LTD

(A.B.N. 43 001 066 253)

#### Scope

We have audited the financial report of Manly 16ft Skiff Sailing Club Ltd for the year ended 30th April 2004. The company's Directors are responsible for the financial report. We have conducted an independent audit of this financial report in order to express an opinion on it to the members of the Club.

Our audit has been conducted in accordance with Australian Auditing Standards to provide a reasonable assurance as to whether the financial report is free of material misstatement. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the financial report, and the evaluation of accounting policies and significant accounting estimates. These procedures have been undertaken to form an opinion as to whether, in all material respects, the financial report is presented fairly in accordance with Accounting Standards and other mandatory professional reporting requirements in Australia and statutory requirements so as to present a view which is consistent with our understanding of the company's financial position and performance as represented by the results of its operations and cash flows.

The audit opinion expressed in this report has been formed on the above basis.

#### Audit Opinion

In our opinion, the financial report of Manly 16ft Skiff Sailing Club Ltd is in accordance with:

- (a) the Corporations Act 2001, including:
  - i) giving a true and fair view of the company's financial position as at 30 April 2004 and of its performance for the year ended on that date; and
  - ii) Complying with Accounting Standards in Australia and the Corporations Regulations 2001; and
- (b) other mandatory professional reporting requirements in Australia.

Dated at Brookvale this 9<sup>th</sup> day of August 2004.

**P.F. Freeman** - Partner  
Freeman & Chirillo  
Chartered Accountants

**MANLY 16FT SKIFF SAILING CLUB LTD**  
**STATEMENT OF FINANCIAL PERFORMANCE**  
**FOR YEAR ENDED 30th APRIL 2004**

(A.B.N. 43 001 066 253)

	Note s	2004 \$	2003 \$
NET PROFIT/(LOSS) FROM TRADING			
- Bar	12	286,855	283,275
- Poker Machines	13	400,820	419,144
- Catering facility	14	(23,669)	(14,642)
- Bistro	15	(874)	0
- Club Keno	16	(550)	1,113
		<b>662,582</b>	688,890
Interest on invested funds		26,170	19,255
Member application fees		62,500	33,091
Members' subscriptions		141,500	132,599
Sundry income		41,989	40,469
		<b>934,741</b>	914,304
LESS Administrative expenses	17	610,067	638,546
Loss on sale of fixed assets		9,144	3,748
		<b>315,530</b>	272,010
<b>Net operating profit (loss) from ordinary activities</b>		<b>315,530</b>	272,010
LESS Appropriations			
- Sailing activities	18	172,793	216,251
- Donations, subsidies and other grants		1,788	929
		<b>140,949</b>	54,830
<i>Plus</i> Retained Profits at the beginning of the year		1,313,983	1,259,153
<b>RETAINED PROFITS AS AT 30/4/04</b>		<b>1,454,932</b>	1,313,983

**MANLY 16FT SKIFF SAILING CLUB LTD**  
**STATEMENT OF FINANCIAL POSITION**  
**AS AT 30th APRIL 2004**

(A.B.N. 43 001 066 253)

	Note	2004 \$	2003 \$
<b>CURRENT ASSETS</b>			
Cash		153,439	139,043
Receivables	4	134,614	69,422
Investments	5	693,000	494,310
Inventories	6	52,074	53,901
Other	7	34,892	33,428
<b>TOTAL CURRENT ASSETS</b>		<b>1,068,019</b>	790,104
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	3	903,760	960,231
<b>TOTAL NON-CURRENT ASSETS</b>		<b>903,760</b>	960,231
<b>TOTAL ASSETS</b>		<b>1,971,779</b>	1,750,335
<b>CURRENT LIABILITIES</b>			
Creditors and borrowings	8	95,541	85,700
Provisions	9	44,216	44,739
Other	10	336,550	269,393
<b>TOTAL CURRENT LIABILITIES</b>		<b>476,307</b>	399,832
<b>NON-CURRENT LIABILITIES</b>			
Provisions	11	40,540	36,520
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>40,540</b>	36,520
<b>TOTAL LIABILITIES</b>		<b>516,847</b>	436,352
<b>NET ASSETS</b>		<b>1,454,932</b>	1,313,983
<b>MEMBERS FUNDS</b>			
Retained profits		1,454,932	1,313,983
<b>TOTAL MEMBERS FUNDS</b>		<b>1,454,932</b>	1,313,983
COMMITMENT FOR EXPENDITURE	19		

The accompanying notes form part of these statements

**NOTES TO THE FINANCIAL STATEMENTS FOR  
THE YEAR ENDED 30th APRIL 2004**

**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES**

The financial report is a general purpose financial report that has been prepared in accordance with Accounting Standards, Urgent Issues Group Consensus Views and other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.

The financial report has been prepared on an accruals basis and is based on historical costs and does not take into account changing money values or, except where stated, current valuations of non-current assets. Cost is based on the fair values of the consideration given in exchange for assets.

The following is a summary of the material accounting policies adopted by the economic entity in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

- a) The financial statements have been prepared under the historical cost convention on a going concern basis.
- b) Depreciation on fixed assets apart from club buildings and poker machines has been calculated on the diminishing value method of depreciation at a rate of 20%.
- c) Poker machines have been depreciated using the diminishing value method at a rate of 35.4%.
- d) The motor vehicle has been depreciated using the diminishing value method at a rate of 33.3% and 16ft skiff hull mould has been depreciated using the straight line method at a rate of 20%.
- e) The main club building is situated on leasehold land and was written off over the 20 year period of the lease (1980 – Feb. 2000). New leases for the main club building and the boat shed have yet to be finalised. Waterways have forwarded a draft lease for 20 years on the main building, however, the Club has disputed the excessive amount of the rent increase sought. Manly Council have approved, in principle, a lease for 20 years on the boat shed. Whilst the value of the main building is now written down to \$1, it is proposed to write the value of the new boat shed off over the period of the draft 20 year lease.
- f) The following expenses shown in notes 12, 13, 14, 15, 16 and 17 to these financial statements have been apportioned based on estimates considered applicable to the particular activity designated by the note – *gas and electricity, telephones, cleaning, salaries and wages, superannuation and workers compensation.*
- g) The liability to employees for long service leave is recorded in the accounts in respect of those employees who have completed at least two years service and is based on the rate of pay applicable at the end of the financial year.
- h) The liability for holiday pay covers all accrued leave as at the end of the financial year and is based on pay rates applicable at that time (including 17\_% leave loading, where applicable).

- i) No provision has been made for sick leave. Traditionally, only small amounts of sick leave have been taken by staff over the years. As such, entitlements used are to be charged to expenditure in the relevant accounting period in which the leave is taken.
- j) No provision has been made for income tax as the Club currently holds an exemption from the payment of such tax under section 50-45 of the Income Tax Assessment Act 1997.
- k) All inventories are valued at cost.
- l) Assets have been recorded at their historical cost of acquisition unless otherwise stated.
- m) Accounts payable liabilities are recognised for amounts to be paid in the future for goods or services received, whether or not billed to the Club. Trade accounts are normally settled within 30 days.
- n) Goods and Services Tax (GST) – revenues, expenses, assets and liabilities are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO). In these circumstances the GST is recognised as part of the cost of the acquisition of the asset or as part of an item of expense. The net amount of GST recoverable from, or payable to, the ATO is included as part of a current asset or liability in the statement of financial position.
- o) 1,000 copies of the Club's history book were produced during the 1997/98 accounting period. As at 30/4/01, 730 copies remained on hand. It is becoming increasingly likely that most of these will not be sold and, as such, it was agreed to write off their value over 4 years. A further 150 copies have, therefore, been written off this year and the expense (\$5,250) charged to "sundry expenditure". The remaining books on hand (142) have been valued at \$35 (\$4,978) and shown as a "prepayment".

	2004	2003
	\$	\$
<b>2. OPERATING PROFIT FOR THE YEAR</b>		
Has been determined after:-		
(i) Charging as expenses:		
- Cost of sales	543,449	472,877
- Depreciation – leased club buildings	33,893	33,843
- Depreciation – plant and equipment	32,952	33,445
- Depreciation – rescue craft	14,365	14,581
- Depreciation – motor vehicle	4,518	6,783
- Depreciation – poker machines	52,250	57,325
- Depreciation – carpet	3,775	4,719
- Depreciation - 16ft skiff mould	0	244
- Depreciation – 13ft skiff	1,942	1,857
- Depreciation – Manly Juniors	435	0
- Auditors fees – Freeman & Chirillo	6,000	5,500
- Stocktakers fees - Inn-Ventory (Aust) Pty Ltd	3,700	3,850
- Material losses on disposal of non-current assets	9,144	3,748
- Provision for Long Service Leave	3,687	1,128
- Provision for Annual Leave	523	(19,075)
- Bad debts	5,102	75

	2004	2003
	\$	\$
(ii) Crediting as revenue:		
- Sales revenue	1,287,846	1,190,392
- Cigarette machine revenue	5,890	6,349
- Fees for use of 16ft skiff mould	704	0
- Hire of Club rooms for functions	34,546	29,680
- Lease of Club owned sailing boats (MJ's)	800	0
- Lease of kitchen by caterer	27,113	25,129
- Interest received	26,170	19,255
- Memberships subscriptions & application fees	204,000	165,690
- Commission on keno	4,437	6,053
- Other revenue	48	4,159

### 3. PROPERTY, PLANT AND EQUIPMENT

#### (a) Value (at cost) and Depreciation Schedule

Club building	1,012,375	1,012,375
less provision for depreciation	<u>1,012,374</u>	<u>1,012,374</u>
	1	1
Club building (Boat Shed)	665,801	664,551
less provision for depreciation	<u>122,934</u>	<u>89,041</u>
	<u>542,867</u>	<u>575,510</u>
Plant, furniture and fittings	407,017	369,804
less provision for depreciation	<u>233,772</u>	<u>222,122</u>
	<u>173,245</u>	<u>147,682</u>
Rescue craft	110,384	110,384
less provision for depreciation	<u>67,988</u>	<u>53,623</u>
	<u>42,396</u>	<u>56,761</u>
Poker machines	426,531	403,538
less provision for depreciation	<u>317,668</u>	<u>265,418</u>
	<u>108,863</u>	<u>138,120</u>
Motor Vehicle	45,763	45,763
less provision for depreciation	<u>36,714</u>	<u>32,196</u>
	<u>9,049</u>	<u>13,567</u>
16ft skiff mould	16,839	16,839
less provision for depreciation	<u>16,838</u>	<u>16,838</u>
	1	1
Carpet	26,549	26,549
less provision for depreciation	<u>11,447</u>	<u>7,672</u>
	<u>15,102</u>	<u>18,877</u>
13ft skiffs	11,570	11,570
less provision for depreciation	<u>3,799</u>	<u>1,857</u>
	<u>7,771</u>	<u>9,713</u>
Manly Juniors	4,900	0
less provision for depreciation	<u>435</u>	<u>0</u>
	<u>4,465</u>	<u>0</u>

#### (b) Movements in Carrying Amounts

Movement in the carrying amounts for each class of asset between the beginning and the end of the current financial year

<i>Economic Entity:</i>	<i>Buildings</i>	<i>Plant &amp; Equipment</i>	<i>Poker machines</i>	<i>Motor Vehicle</i>	<i>Other Assets</i>	<b>Total \$</b>
Balance at the beginning of year	575,511	147,682	138,120	13,567	85,351	<b>960,231</b>
Additions	1,250	67,659	22,993	0	4,900	<b>96,802</b>
Disposals	0	9,144	0	0	0	<b>9,144</b>
Depreciation	33,893	32,952	52,250	4,518	20,517	<b>144,130</b>
Carrying amount at the end of year	575,511	173,245	108,863	9,049	69,735	<b>903,760</b>

	2004	2003
	\$	\$
4. <b>CURRENT RECEIVABLES</b>		
Sailing advances	122,443	50,685
Sundry debtors	<u>12,171</u>	<u>18,737</u>
	<u>134,614</u>	<u>69,422</u>
5. <b>INVESTMENTS</b>		
A.N.Z. Banking Group Ltd	693,000	494,310
6. <b>INVENTORIES</b>		
Stock on hand – bar	45,271	52,350
Stock on hand - club shirts and caps	2,440	1,551
Stock on hand - bistro	<u>4,363</u>	<u>0</u>
	<u>52,074</u>	<u>53,901</u>
7. <b>OTHER CURRENT ASSETS</b>		
Prepayments	34,892	33,428
8. <b>CURRENT CREDITORS AND BORROWINGS</b>		
Trade creditors	83,074	49,334
Other creditors	<u>12,467</u>	<u>36,366</u>
	<u>95,541</u>	<u>85,700</u>
9. <b>CURRENT PROVISIONS</b>		
Provision for holiday pay	44,216	44,739
10. <b>OTHER CURRENT LIABILITIES</b>		
Accruals	171,928	158,908
Goods and Services Tax	9,640	9,958
Subscriptions in advance	<u>154,982</u>	<u>100,527</u>
	<u>336,550</u>	<u>269,393</u>
11. <b>NON-CURRENT PROVISIONS</b>		
Provision for long service leave	40,540	36,520



	2004	2003
	\$	\$
<b>12. BAR TRADING STATEMENT</b>		
Income		
Bar Sales	1,282,644	1,190,392
LESS: Cost of Sales		
Opening stock	53,901	38,047
Purchases	535,429	488,731
	<u>589,330</u>	<u>526,778</u>
LESS: Closing stock	47,710	53,901
Cost of Sales	541,620	472,877
Gross Profit	741,024	717,515
LESS: Other expenses		
Cleaning	9,635	8,464
Depreciation	9,288	8,019
Electricity	6,511	5,880
General requisites	19,163	16,723
Repairs & maintenance	12,786	10,822
Salaries & wages	354,797	346,170
Superannuation	27,787	26,776
Workers compensation insurance	14,202	11,386
	<u>454,169</u>	<u>434,240</u>
PROFIT/(LOSS) BAR TRADING	<u>286,855</u>	<u>283,275</u>
<b>13. POKER MACHINE TRADING STATEMENT</b>		
Income - Poker machine receipts	522,216	540,533
LESS: Expenses		
Central Monitoring fee	7,201	6,349
Depreciation	52,250	53,738
Electricity	1,628	1,470
Poker machine revenue tax	26,064	28,586
Repairs & maintenance	11,580	9,285
Salaries & wages	20,274	19,781
Superannuation	1,588	1,530
Workers compensation insurance	811	650
	<u>121,396</u>	<u>121,389</u>
PROFIT/(LOSS) POKER MACHINES	<u>400,820</u>	<u>419,144</u>
<b>14. CATERING FACILITY</b>		
Income - Commission	27,113	25,129
LESS: Other expenses		
Cleaning	10,902	9,832
Depreciation	7,440	5,622
Gas & electricity	15,802	12,823
General requisites	5,213	4,712
Repairs & maintenance	10,409	6,056
Telephone	1,016	726
	<u>50,782</u>	<u>39,771</u>
PROFIT/(LOSS) CATERING FACILITY	<u>(23,669)</u>	<u>(14,642)</u>

	2004	2003
	\$	\$
<b>15. BISTRO TRADING STATEMENT</b>		
Income - Food Sales	5,202	0
LESS: Cost of Sales		
Opening stock	0	0
Purchases	6,192	0
	<u>6,192</u>	<u>0</u>
LESS: Closing stock	4,363	0
Cost of Sales	1,829	0
Gross Profit	3,373	0
LESS: Other expenses		
Cleaning	1,600	0
Depreciation	0	0
Gas & Electricity	30	0
General requisites	50	0
Repairs & maintenance	500	0
Salaries & wages	1,945	0
Superannuation	72	0
Workers Compensation	50	0
	<u>4,247</u>	<u>0</u>
PROFIT/(LOSS) BISTRO TRADING	<u>(874)</u>	<u>0</u>
<b>16. KENO TRADING STATEMENT</b>		
Income - Commission	4,437	6,053
LESS: Other expenses		
Stationery & general maintenance	2,154	2,194
Salaries & wages	2,534	2,473
Superannuation	198	191
Workers compensation insurance	101	82
	<u>4,987</u>	<u>4,940</u>
PROFIT/(LOSS) KENO TRADING	<u>(550)</u>	<u>1,113</u>
<b>17. SCHEDULE OF GENERAL &amp; ADMINISTRATIVE EXPENSES</b>		
Advertising	1,047	0
Audit and accounting	9,600	9,420
Bank charges and EFTPOS fees	6,851	4,932
Bar deficiency	5,508	(1,021)
Cleaning and cartage	53,478	47,390
Depreciation	58,410	64,648
Entertainment, social functions	47,946	47,516
Gas and electricity	4,768	4,570
Insurance	60,576	49,940
Motor vehicle expenses	6,638	7,230
Printing and stationery	16,022	17,465
Postage	6,046	4,757
Promotions and Members Loyalty Scheme	27,735	23,350
Rent and rates	39,553	40,904
Repairs and maintenance - buildings	36,310	98,247
"    "    "    - plant, furniture & fittings	12,173	14,693

	2004	2003
	\$	\$
Security service	2,953	2,626
Sundry expenses	45,920	43,338
Telephones	11,689	8,348
Salaries and wages	129,248	126,105
Superannuation	10,050	9,754
Workers compensation insurance	5,124	4,147
Fringe Benefits	8,735	9,059
Provision for long service leave	3,687	1,128
	<u>610,067</u>	<u>638,546</u>

#### 18. SCHEDULE OF SAILING EXPENSES

Depreciation on rescue craft	14,365	14,581
Depreciation on 16ft skiff mould	0	245
Depreciation on 13ft skiff	1,942	1,857
Depreciation on Manly Juniors	435	0
General sailing expenses	18,333	18,576
Rescue craft expenses	10,021	12,948
Towage and Launch Hire	3,900	4,050
Trophies and prizemoney	100,969	116,135
Travellers fund	5,168	31,868
Junior division	17,660	15,991
	<u>172,793</u>	<u>216,251</u>

#### 19. COMMITMENTS FOR EXPENDITURE

There are currently no material expenditure commitments that are not included in the Statement of Financial Position.

#### 20. RELATED PARTIES DISCLOSURES

The Directors of the Manly 16ft Skiff Sailing Club Ltd during the financial year were:-

Rolf Edward Cohen	Matthew James Triglone
Mark William Schultz	Craig Edward Nicholls
John Elliot Thomson	Adam Michael Barraclough
Hugh Faringdon Cooke	Anthony Travers King

#### 21. CONTINGENT LIABILITIES

The twenty year lease for the main Club building finished on 29 February 2000. A draft lease was received from Waterways offering a further twenty year lease in 2000 with a proposal for a rental of \$35,000 per annum. This was disputed by the Club. In 2003, Waterways revised that figure to \$100,000. This figure is based on a commercial valuation by their consultant rather than the old land value method. A further submission was made to Waterways disputing the fairness of such an increase. Recently Waterways engaged a valuer to resolve the impasse. Negotiations have concluded with a proposal that rental be based on Net Trading Income. Based on 2003 financial year figures this would mean a rental of approximately \$30,400 per annum. The proposal has yet to be accepted by Waterways management. In the mean time an amount of \$53,900 has been accrued under "Rent & Rates" in the Statement of Financial Performance for the period 1 March 2000 to 30 April 2004. This amount

includes a provision for estimated rent of \$98,700 less amounts paid (being the pre-2000 rent) of \$44,800.

A lease has also yet to be finalised with Manly Council on the new Boat Storage area. Council has approved, in principle, a twenty year lease, however, the proposed lease payment has yet to be negotiated. The Council appear to be waiting the outcome of our negotiations with Waterways on the main Club building before finalising the rental on the boat storage. In the mean time an amount of \$20,000 has been accrued under "Rent & Rates" in the Statement of Financial Performance for the 3 years May 2000 to April 2004.

#### 22. FINANCIAL REPORTING BY SEGMENTS

The Club operates predominantly in one industry. The principal activity of the Club is that of a licensed sporting club under section 14 of the N.S.W. Registered Clubs Act. The Club operates predominantly in one geographical area, being Manly, N.S.W., Australia.

#### 22. LIMITATION OF MEMBERS LIABILITY

The Club is a company limited by guarantee and the Constitution provides that the liability of members in the event of winding up will not exceed \$5 per member.

#### 23. FINANCIAL INSTRUMENTS

##### (a) Interest rate risk

The economic entity's exposure to interest rate risk is the risk that a financial instrument's value will fluctuate as a result of changes in market interest rates and the effective weighted average interest rates on those financial assets and financial liabilities is as follows:-

2004	Note	Floating Interest Rate	Non-Interest Bearing	TOTAL
<i>Financial Assets</i>				
Cash		-	153,438	153,438
Receivables	4	-	134,614	134,614
Investments	5	693,000	-	693,000
		<u>693,000</u>	<u>288,052</u>	<u>981,052</u>
<i>Weighted average interest rate 4.6%</i>				
<i>Financial liabilities</i>				
Trade and other creditors	8	-	95,541	95,541
		<u>693,000</u>	<u>383,593</u>	<u>1,076,593</u>
<i>Net financial assets</i>				
2003				
<i>Financial Assets</i>				
Cash		-	139,043	139,043
Receivables	4	-	69,422	69,422
Investments	5	494,310	-	494,310
		<u>494,310</u>	<u>208,465</u>	<u>702,775</u>
<i>Weighted average interest rate 4.25%</i>				

*Financial liabilities*

Trade and other creditors	8	-	85,700	85,700
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*Net financial assets*

		494,310	294,165	788,475
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**(b) Credit Risk**

The maximum exposure to credit risk, excluding the value of any collateral or other security, at balance date to recognised financial assets is the carrying amount, net of any provisions for doubtful debts, as disclosed in the Statement of Financial Position and notes to the financial statements.

The economic entity does not have any material credit risk exposure to any single debtor or group of debtors under financial instruments entered into by the economic entity.

**(c) Net Fair Values**

The net fair value of cash and other monetary financial assets and liabilities approximates their carrying value.



**"AQUAJoy"**

2003/04 Club Point Score winner

skipped by Graeme Ferguson and crewed by Jeff Moore and Mark Smith

(photo by Frank Grundman)

**STATEMENT OF CASH FLOWS FOR  
FINANCIAL YEAR ENDED 30th APRIL 2004**

(A.B.N. 43 001 066 253)

	2004 INFLOWS (OUTFLOWS)	2003 INFLOWS (OUTFLOWS)
<b>Cash flows from operating activities</b>		
Receipts from customers and others	2,662,461	2,456,477
Payments to suppliers and employees	(2,378,029)	(2,251,222)
Interest received	26,170	19,255
Net cash provided by operating activities	<u>310,602</u>	<u>224,510</u>
<b>Cash flows from investing activities</b>		
Payments for plant, furniture and equipment	(91,366)	(74,529)
Payments for leasehold improvements	(1,250)	0
Payments for new rescue craft	0	(27,673)
Proceeds from sale of one rescue craft	0	4,545
Payment for Manly Juniors	(4,900)	0
Payment for 13ft skiff	0	(7,971)
Net cash used in investing activities	<u>(97,516)</u>	<u>(105,628)</u>
<i>Net increase (decrease) in cash held</i>	<b>213,086</b>	118,882
<i>Cash at beginning of the year</i>	<u>633,353</u>	<u>514,471</u>
<b>Cash at end of the year</b>	<u>846,439</u>	<u>633,353</u>

**NOTES TO THE STATEMENT OF CASH FLOWS**

**Reconciliation of Cash**

For the purposes of the Statement of Cash Flows, cash includes cash on hand and in banks and investments in money markets, net of outstanding bank overdrafts. Cash at the end of the financial year as shown in the Statement of Cash Flows is reconciled to the related items in the Statement of Financial Position as follows:-

Cash at bank	104,829	102,783
Cash on hand	48,610	36,260
Short term deposits	693,000	494,310
	<u>846,439</u>	<u>633,353</u>

*Reconciliation of net cash provided by  
Operating activities to operating profit*

Operating profit (loss)	140,949	54,830
Depreciation and amortisation	144,130	148,710
Net (profit) loss on sale of non-current assets	9,144	3,748
Provision for long service and annual leave	4,210	(17,947)
<i>Changes in assets and liabilities</i>		
Decrease (increase) in inventories	1,827	(15,854)
Decrease (increase) in prepayments	(1,464)	(1,910)
Decrease (increase) in sailing advances	(71,758)	1,170
Decrease (increase) in sundry debtors	6,566	(8,068)
(Decrease) increase in sundry creditors and accruals	22,861	60,849
(Decrease) increase in goods and services tax	(318)	1,032
(Decrease) increase in subscriptions in advance	54,455	(2,050)

<b>Net cash provided by trading activities</b>	<u>310,602</u>	<u>224,510</u>
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## TREASURER'S REPORT

The net trading profit for the financial year to 30th April 2004 was \$140,949.

This result is the best ever achieved by the Club and is a satisfying result in an industry where many clubs are now facing declining trade and profits.

There was an increase in our net operating revenue of 16%. Bar sales increased by \$92,252 (\$14,252 in 2003) whilst poker machine revenue decreased by \$18,317 (decrease \$62,090 in 2003). Further restrictions implemented by the State government over recent years are considered the main factor in the continuing decline of poker machine revenue. Membership application fees increased by \$29,409 (\$10,191 in 2003) as a result of the Board's decision to allow membership numbers to increase close to the maximum allowed under our Licence.

Overall trading expenditure decreased by 2% this year despite the fact that many cost items increased. Significant savings were achieved in the area of repairs and maintenance on the building and certain sailing costs. The following are comments on the more significant items (increases and decreases):-

- **Cleaning** (+\$9,928) - part relates to a small increase in payment to the contract cleaner. The largest part of the increase, however, is due to increased waste removal charges caused by the increase in trade and also the fact that the maintenance of grassed area in front of the Club is now contracted out after being done on a voluntary basis by Len Lilley for many years. Len has suffered poor health over the last year or so and has not been in a position to continue the great job that he used to do.
- **Insurance** (+\$14,658) - reflects a continuing general trend with all insurance premiums, in particular, public liability.
- **Promotions / Advertising** (+\$5,432) - the Board trialled a number of new member promotions and outside advertisements this year in an effort to increase trade for both the bar and bistro.
- **Repairs and Maintenance (building)** (-\$61,937) - last year's expenditure included an extraordinary amount of \$77,500 to replace half the piles under the timber deck. As far as possible, expenditure in this area will be minimised over the next few years as the Board has embarked on a plan to rebuild the Club by 2009.
- **Sundry Expenditure** (+\$2,582) - sundry expenses includes a few major items including the provision of the shuttle bus service (\$15,489), write off of two bad debts (\$4,900), write off of old items of plant and equipment (\$9,144), write off of 150 history books (\$5,250) and valuation and legal advice concerning Waterways lease (\$4,905).
- **Travellers Fund** (-\$26,701) - with the Australian 16ft Skiff Championship being held in Sydney during the season subsidies were not required for our boats to travel to assist in defraying costs.
- **Prizemoney and Trophies** (-\$15,166) - despite a small increase in our fleet size there was one less race and several windy days where only a small

number of the fleet started and finished which resulted in a smaller amount of prizemoney being paid out.

In summary, our financial position continues to consolidate and, whilst we are still facing some challenges over the next few years with declining poker machine revenue and increasing insurance and lease costs, we are expecting an increase in trade and membership to help offset these.

In regard to our lease, the Waterways Authority recently contracted a valuation expert to try and resolve the impasse they seem to be facing with a number of clubs and their lease arrangements. After several months of negotiations, we reached an in principle agreement for our lease and are currently waiting for Waterways management to agree to the proposal. The lease for the boatshed through Manly Council is currently stalled as the Council appear to be waiting for the outcome of the Waterways lease.

With regard to the spalling of the concrete deck, the Board has decided to embark on a rebuild of the Club within the next five years and, as such, only plan to spend a minimal amount on the existing deck so that it remains safe.

In this regard, the Board has finalised a Business Plan for the Club. As well as being good business practice it is assisting us to develop an improved cashflow strategy to accommodate the challenging years ahead.

**Mark Schultz**  
Hon. Treasurer

## PRESIDENT'S REPORT

It is with pleasure that I present the Annual Report and financial accounts of the Manly 16ft Skiff Sailing Club Ltd for the year ended 30 April 2004. The operating profit of \$140,949 was significantly up on last year and directly reflects the increased patronage of the club coupled with a greater focus on controlling costs. This result is largely due to the excellent work done by Michael McMahon, Steve Hartley and the rest of the club staff, a big thank you to you all. As a result the Club is trading well, cash flow is up and hence cash deposits have increased, all in all a very healthy position to be in.

The Club has maintained a strong set of results over the previous years, which certainly made life easier for me as the incoming President. A lot of the strong position we are in today is attributable to our former President, Mark Graham, who by my count provided 14 years excellent service on the Board of this Club with 9 of those years as President, a fantastic effort by anyone's standard.

Moving forward the Board has set the ambitious goal of rebuilding the main clubhouse sometime between winter 2007 and winter 2009. We hope to use this opportunity to provide all our members and their guests with a high class facility that will maximise our fantastic position. The Board has now started on the large task of putting that dream into reality and we look forward to seeing it through to fruition.

At the completion of this financial year our caterer, Lyndy Webb and her team, chose to move on after many years service. I would like to thank them for all their hard work and for being a very large part of the Club's growth over the years. I know a

large part of my waist line is a result of their great meals. From May 2004 onwards the Board have decided to take the catering in-house and we look forward to continuing the growth of this part of the Club over the coming years.

As is usual, our sailors performed on the water exceptionally well. Our 16ft Skiffs just missed out on the Australian and State Championships this year but there is a distinct feel on the rigging lawn that we are very close to a title. Showing our strength in the Australian Championships were Bruce Savage, Evan Beeby and Gerard Smith sailing **Savage Bee** into 2<sup>nd</sup> place, closely followed in 4<sup>th</sup> by **Fluid Building Services** and in 5<sup>th</sup> **Typhoon**. In the State Championships, the Club also collected 2<sup>nd</sup> through great sailing from Clint Bowen, Anthony King and Steve Bowen in **Fluid Building Services** with **Aquajoy** finishing 5<sup>th</sup>. Congratulations to all the crews and I look forward to seeing what results next season will bring.

Our newest class, the 13ft Skiff, continues to grow and is proving a fast, fun boat to sail with all crews gaining valuable skills that will no doubt help them step up to 16ft skiffs in a few seasons. We are starting to see some great sailors develop and I'm sure it won't be long before we will start to see 16ft skiff sailors recruiting from this class for their next crew member. This year's Club Champions in the 13ft skiffs were Daniel Turner and Daniel Ambler sailing **Barli Barli**, congratulations on a great year.

Our junior divisions have continued yet again to be a source of champions. In the Flying Elevens we added another Australian champion to our club ranks with **K...** sailed by Will Moor and Georgia Clancy taking the top prize. The smaller Manly Juniors were not going to miss out on the silverware with **Full Throttle** sailed by Byron and Chloe White making sure our trophy cabinet has trouble closing by adding the MJ Australian Championship trophy to the collection!

I would like to take this opportunity to thank all the volunteers who help make all our classes such a success week in week out. Across all the classes within our Club we are very lucky to have such a strong base of these volunteers who help to make our Club one of, if not the best sailing club in Australia. I know our Club is the envy of many others and this is largely due to the great volunteer network we have from the parents in the junior classes right through to the sailing committee in the 16's.

At the Board level I would like to thank the other board members for their continued support and assistance throughout the year. In particular, I would like to thank the Vice President Matthew Triglone and Treasurer Mark Schultz who have both provided a lot of support for me in my first year as President. Again my thanks go to Michael McMahon, Steve Hartley and the whole club staff team, your hard work is very much appreciated and reflected in the good trading result for this year.

Finally a big thank you to all our members for your continued patronage of the Club. The Board and management are looking forward to working towards providing you with ever improving facilities for your enjoyment.

Rolf Cohen  
President

## COMMODORE'S REPORT

The 2003/2004 sailing season was again successful in all divisions. The senior fleet had 32 skiffs registered, which provided intense and close racing throughout the season. Our junior and intermediate fleets went from strength to strength and are providing a great future for local sailing and our Club. The Junior's successes at State and National championships are fully described in their annual reports and our congratulations go to the winners and placegetters.

Congratulations go to the season's Addbuild Master Builders Club Champion **Fluid Building Services**, excellently sailed by Clint Bowen and crewed by Steve Bowen and Anthony King. A great return to form by Craig Nicholl's new **Typhoon** saw him take out 2<sup>nd</sup> place, with **Savage Bee** sailed by Bruce Savage, a close 3<sup>rd</sup>. The series was not won until the final 7<sup>th</sup> heat in which **Savage Bee's** close win over **Typhoon** allowed **Fluid** to scrape home by a small margin on accumulated points. This was typical of the close racing over the season.

The season point score, which is the ultimate measure of sailing consistency, was won by **Aquajoy** sailed by Graeme Ferguson. A new big rig fitted at the start of the season made the skiff very competitive, and congratulations go to Graeme and his crew. **Savage Bee** took out second place from **UBS**, Chris Smithers, in 3<sup>rd</sup>.

The Nationals were hosted this year by Georges River 16ft Sailing Club in mostly extreme conditions on Botany Bay. Thirty knot breezes, shallow water and rough conditions made consistent sailing very difficult in a number of the heats and took its toll on many competitors. Congratulations go to **Savage Bee** sailed by Bruce Savage, Evan Beeby and Gerard Smith who took out 2<sup>nd</sup> place overall from the Belmont based winner **Trojan Fibreglass** (John Boyd). Whilst Bruce and crew held a slight speed advantage throughout most of the series, the extreme conditions encountered during the early heats took its toll in the final point score. Whilst the National Championship again proved elusive, our skiffs are now on the pace, which augers well for next season in Brisbane. Very creditable 3<sup>rd</sup> and 5<sup>th</sup> places were taken out by **Fluid Building Services** and **Typhoon** respectively.

The States Championship trophy also returned to Belmont, with **Trojan Fibreglass** taking out the series from our Club Champion skiff **Fluid Building Services**, Clint Bowen. **Aquajoy** with Graeme Ferguson at the helm took out heat one at Lake Illawarra, and was our second best competitor with 5<sup>th</sup> overall. **UBS** was 7<sup>th</sup>, **Savage Bee** 8<sup>th</sup> and **Typhoon** 9<sup>th</sup>.

Our exciting new intermediate class, the 13ft skiff, sailed a series in conjunction with the 16ft Skiff Nationals at Botany Bay and put on a great show in the robust conditions. The series was won by Daniel Turner, sailing **Barli Barli** and I trust that the speed and sailing ability of these skiffs in the testing conditions that prevailed will spread the word on the attractiveness and speed of these one design skiffs. A great effort by the 13ft skiff sailors.

Skiff sailors and supporters put on a great Sunday afternoon farewell at the Club for our race starter for the past seven seasons, Chris Hill. Chris and his wife Jill have moved permanently to New Zealand and have entered the motel business. Chris was thanked sincerely for the many hours of voluntary work he put in on the water and in computerising our starting procedures, race results and records. We wish them both all the best for the future.

On behalf of the Club and the sailors, I would like to thank all trophy donors and skiff sponsors for their support in what is a very expensive sport and whose generosity makes competition possible for the majority of our competitors.

I would also like to make a special note of appreciation on behalf of the Club to the coaching, encouragement and support given to our junior sailors by the coach, committee, starting crew and parents, who produced such great results this season.

Finally, thanks go to all the volunteer officials and workers who conduct and attend meetings, anti-foul rescue boats, measure sails and skiffs, turn up each weekend in all weather conditions to conduct races and whose unseen efforts keep our sailors on the water.

**Hugh Cooke**  
Commodore



**"SAVAGE BEE"**

Runner up 2003/04 Australian 16ft Skiff Championship  
skipped by Bruce Savage with crew of Evan Beeby and Gerard Smith  
*(photo by Frank Grundman)*

## JUNIOR DIVISION REPORT

The Junior Division has once again enjoyed a happy and successful season during 2003-04. The season was characterised by friendship, fun, hard work (for sailors and parents), growth in numbers and strong winds.

In the first half of the season two races were cancelled owing to strong winds and most other races were sailed in strong southerlies. In fact, apart from four Sundays over the season, when we had light conditions, most races were sailed in strong, consistent winds.

At this point our wonderful Junior Picnic Day should be mentioned. It was a picture-perfect day – gentle winds, beautiful sunshine, the Harbour looked a picture, playing games or basking on the beach at Quarantine ... UNTIL ... it was time to come home. Having had a season of consistently strong winds, I guess it was not surprising to be hit by a southerly buster. We had a busy afternoon and everyone eventually made it back to the Club safely. A special thank you goes to the 16ft skiff sailors who came down to take the kids out on the skiffs, as a Picnic Day treat.

Owing to our growth in numbers, this season we held our Presentation Night at the Wakehurst Golf Club. It was a very enjoyable event and I would like to thank Holly Johnston for the enormous amount of work she did to be our MC for the evening.

I would also like to thank the Sailing Committee for their tireless work throughout the season, making sure that every Sunday ran like clockwork. Thank you to Peter and Susan Moor, Robert and Lisa Atkins, Ed and Sally Darmanin, Colin and Ann Mackenzie, Graham Dorron, Phil Heffernan and Martin White. In addition to these parents on the committee, I would also like to thank all the parents for the work they did behind the scenes, helping the committee and the sailors.

A final special thank you goes to Susan Moor as Vice President and Lisa Atkins as Race Secretary. These ladies have worked tirelessly for the Club all season to ensure that our children have a happy and successful time on the water. As a Club we are exceptionally fortunate to have such fine people looking after us.

## MANLY JUNIORS REPORT

It was in the Manly Junior Class where we saw our most significant growth in numbers. It was wonderful to see consistently 10 to 11 Manly Juniors on the water each Sunday.

This growth was facilitated by the hard work of Ed and Sally Darmanin and also by the Club purchasing three Manly Juniors which were leased during the 2003-04 season. This move has made it possible for families to see if they enjoy sailing before making a commitment to buy a boat.

The Manly Juniors were also helped in their development through on-water coaching. Each Sunday, Robert Atkins and Will Moor were in rescue boats, talking to the sailors, helping them to improve. We are planning to continue the support of on-water coaching next season.

At a representative level, the Club was extremely successful. Congratulations go to Byron and Chloe White in **Full Throttle** who came first in both the National and State Titles. In addition, Evan and Paul Darmanin in **Roaring Forties** came second in the Nationals and third in the States. These are impressive results and we wish these sailors well as they move into the Flying 11 Class next season.

At a Club level, Byron and Chloe White took out the Club Championship, closely followed by Evan and Paul Darmanin (**Roaring Forties**) in second place. The Handicap Pointscore was won by Jay and Billy Ditmarsh sailing **Dark and Stormy** – this was an impressive feat considering this was the boy's first season sailing. Their improvement from week to week was remarkable. The Golf Club Trophy was taken out by Lisa Darmanin and Emma Leckie sailing in **Rad Rat**.

Congratulations to all our other sailors: Jackson Cranfield, Jake Hampshire, Hugh Schultz, Gareth Bussey, Grant Davidson, Jordan Kennedy, Matthew Ivshenko, Xander Thompson, Nick Mooney, Robert Wocjik, Samantha Nugent, Ashleigh Holmes and Nick Atkins.

### FLYING 11 REPORT

The Flying 11 Class also enjoyed an exceptionally successful season. In the National Titles, ten boats represented the Club and seven of these boats placed in the top twenty. Specifically, congratulations go to Will Moor and Georgia Clancy sailing **K...** as the 2003-04 National Champions.

We also congratulate James Dorrin and Holly Johnston in **Lucky** for coming second in the National Titles **and** the State Titles. James and Holly were also our Club Champions. 2003-04 has been a very successful season for James and Holly and we look forward to see their progress next season.

In addition to the Club's success at the National Titles, we saw equally impressive results at the State Titles, having five Manly boats place in the top ten. Well done to Will Moor and Georgia Clancy (3rd), Mitchell and Byron White in **Do or Die** (4th), Simon Mabb and Tom Schultz in **Stimulation** (7th), Mark Atkins and Evan Darmanin in **Marksman** (8th).

As always, Robert Atkins has played an important role, preparing our sailors for these representative events. Thanks Baz for working (*so quietly*) behind the scenes!

At a club level, the Handicap Pointscore was taken out by Mark Atkins and Evan Darmanin. The Golf Club Trophy was shared, equal first, to Skye McFadyen and Louise Critharis in **Sittin Pretty** – and – Laura and Phillip Andrew in **Callous**.

Congratulations to all our other sailors: Rob and Jacob Johnston, Mitchell Hammond and Daniel Hooykaas, Peter and Anna Ewald-Rice, Sam Dickinson and Chloe White, Matthew and Samantha Nugent, Libby Heffernan and Carly Dummett, Zac Stollznov and Cam Rubenach, Simon Mabb and Tom Schultz, Joel Rose and Carla Woods, Mitchell and Byron White.

Special mention to Will Mackenzie and Alanna Clancy who had an unusual season. Will was away for half of the season with school commitments and we look forward to having him back in full swing next season. Well done to the pair for their performance at the Nationals and their shared skippering of their boat this season.

Thank you also to our dedicated bunch of travelling Flying 11 Sailors. Each week a number of crews make the pilgrimage from the Central Coast down to join us. A special thank you goes to Joel Rose and Carla Woods and their families who have the furthest to come. We certainly appreciate your support and your dedication.

**Phil Andrew**  
President, Junior Division

## 16ft SKIFF RESULTS 2003-04

### CLUB CHAMPION

**FLUID BUILDING SERVICES** (Clint Bowen, Steve Bowen, Anthony King)  
Addbuild Master Builders Trophy for the Club Championship, Bella Bags Trophy, CGU Insurance Trophy, Typhoon Fabrics Trophy, Sydney Marine Solutions Trophy.

### CLUB POINTSCORE WINNER

**AQUAJoy** (Graeme Ferguson, Jeff Moore, Mark Smith)  
J.J. Lawson Pty Ltd Season Point Score, Suburban Food Co Trophy, Club Trophy for Autumn Point Score, Jam's Stix & Spars and Rigging Trophy.

### INDIVIDUAL TROPHY WINNERS

**ALTIS CONSULTING** (Phillip Cooke, Ken Wark, Matthew Wark)  
MacBride Hinton & Co Chartered Accountants Trophy, Fire Stopping Trophy, Adam Joyner Trophy.

**ARISTOCRAT** (Daryl Milham, Sven Hyett, Geoff Milham)  
Matthew Warner Trophy.

**BALGOWLAH AUTOMOTIVE** (Heath Walters, Murray Walters, Vaughan Stibbard)  
Tripoint Corporation Pty Ltd Trophy.

**BEAN COUNTERS** (Henry Harding, Simon Ross, Carlos Aydos, Andrew Campbell)  
North Shore Sand & Cement Trophy.

**FIRE STOPPING SYSTEMS** (Jacob Christian, James Bury, Brad Hunter)  
Whities Print Shop, Manly Trophy.

**HI-ROLLER** (Gavin Cooke, David Doyle, Hugh McCrystal)  
Marriott Hotels Trophy.

**JLE ELECTRICAL CONTRACTORS** (Julian Lydement, Matthew Triglone, Steve Cotton)  
Dave Treharne Trophy, Ricoh Trophy.

**KONAMI** (Barry Hodge, Clare Hozack, Tony Schultz, Alastair Perry)  
The George Fitzgerald Cup.

**MOZZ** (Melinda Sims, Chris Sims, Justin Lydement)  
J.G. Graham Trophy.

**SAVAGE BEE** (Bruce Savage, Gerard Smith, Evan Beeby)  
Universal Aesthetics Trophy, Financial Services Partners Trophy, Runner-up in Overall Season Point Score.

**SCUDERIA VELOCE MOTORS** (Robert Hoile, Nick Rock, John Bayswater, Phil Hoile)  
20/20 of Mosman Dry Cleaners Trophy, Club Trophy.

**SYDNEY BY SAIL / HARKEN** (Matt Hayes, Tony Powell, Carl Crafoord)  
Bigfoot Sailing Products Trophy.

**THE PROMO SAINT** - (Andrew St John, Grant Windsham, Vaughan Crawford)

**TRIPLE BY-PASS** (Andrew Hart, Simon Coyne, Tim Page)  
Schultz Family Memorial Trophy, Beef Eater BBQ's Trophy, Norman MacDonald Trophy.

**TYPHOON** (Craig Nicolls, Brent Dennis, Stuart Graham)  
Max Walls International Trophy, Staunton & Thompson Solicitors Trophy, Caterpillar Global Mining Asia Pacific Trophy, Fairlight Quality Meats Trophy, Ron Wilson Summer Point Score, Hood Sailmakers Crews Trophy, Runner-up Club Championship.

**UBS** (Chris Smithers, James Smithers, Nicholas Dean)  
Tasco Sales (Aust) Pty Ltd Trophy, Tower Holdings Spring Point Score.

**JOHN TIERNEY ANNUAL TROPHY** for the most improved or outstanding performance by an individual or crew - Brent Dennis and Stuart Graham

*OTHER COMPETING SKIFFS DURING THE SEASON:*

**BELLONA ESTATE WINES** (John Clarke, Hamish Coyne, Roger Boardman, Chris Hurley and Peter Hurley)

**C-EQUIP** (Craig Doran, Anthony Owens, Anthony Irwin)

**ENERGY AUSTRALIA** (Patrick Levy, Brendan Levy, Mark Muirhead)

**FIL** (Tim Aitken, Adam Hodgkinson, David Malcolm)

**HAGAR** (Robert Johnston, Rod Childs, Andrew Hayes)

**HARRIS WILDER** (David Harris, James Merrick)

**OLIVER WIGHT** (Rod Hozack, William Hozack, James Hozack)

**SNERT** (Andrew Eaton, Ross Eaton, Roger Eaton)

**SOUTHERN CROSS POOLS** (Don Heiser, Bernie Kerr, James Perry, James Dempsey)

**WEBPOINT** (James Kerrison, Rolf Cohen, Dave Burkett)

**ZONES** (Chris Thomas, Matthew Field, James Godfrey)

**GOLF CLUB REPORT**

The Manly 16ft Skiff Golf Club provided yet another year of good sport and plenty of fun and laughs along the way. Our strong membership and commitment ensures that we are one of the best social clubs on the Peninsula.

The 2003 season was truly a fantastic finish to my 3 years as Captain, a position which I am proud to have done. To the committee thanks for your support. To all members thank you for your time and effort with selling raffle's on Friday evenings.

This year we had the unfortunate passing of Neville (the Owl) Henry's wife Kay and Craig Nicholls father Ed and our thoughts and sympathy go out to them and their families.

Our annual trip to Fitzroy Falls was yet another fun filled weekend and with plenty of rum and drinks had. Unfortunately, this trip will not happen this year and hopefully plans can be put in place for future trips.

Celebrating Xmas is a great time and was truly done in fine skiffies form in the boatshed once again

In January our Australia Day Games at St Pat's brought along the dedicated athletes with a large field of egg throwers. This day is one never to be missed.

Presentation Night this year was moved to the Harbord Bowling Club as we were unfortunately unable to fit into the Skiff Club due to a tremendous roll up. We were entertained by the 'Short and Hornies' from down south which made it a night to remember.

The 2003 year was highly contested and the results are as follows.

The Golf Club's premier event, the "Bellona Estate Wines Trophy", being for the player with the best score from eight games in the year. The trophy for 2003 year was won by Greg Hall with 279 points. Charlie Herbert was runner up on 277 pts with Alan "Zube" Zubrinich (A3<sup>rd</sup>) on 274 pts. Thanks to Doug Chilvers for donating the trophy.

A random 'Secret Six' is calculated each year and the overall winner of the 'Twiggy Trophy' was Charlie Herbert on 102pts and runner up Don Paton on 93pts

Our monthly games were very well supported with a minimum field of 44 players, the results were as follows.

<u>Month</u>	<u>Course</u>	<u>Winner(s)</u>
January	Warringah	Rob Eadie
February	Mona Vale	Charlie Herbert
March	Long Reef	Dale Ballantyne
June	Balgowlah	Peter Wettstein
	Teams Event	Graham Webb Phil Neal Arthur McCarroll Bill Boylan
July	Wakehurst	Kevin Harris
August	Long Reef	Greg Hall



August	Wakehurst	Ian Hutchinson
September	Wakehurst	Graham Webb Keith Blackett Doug Chilvers Cheryl Hooley
October	Warringah	Ron Morton
October	Mona Vale	Trevor Lane
November	Wakehurst	Charlie Herbert
December	Mona Vale	Dave Hooley & Cheryl Hooley

The Club Championship was played over four grades in conjunction with three of our normal stableford events during the year. The results were:

A Grade	Glen Thompson
B Grade	John Thomson
C Grade	Charlie Herbert
D Grade	Will ( Wobbly) Slatyer

Other awards presented on the night were:

Dummy Spit Trophy	Brad Franklin
NAGA Trophy.	David Moss
Committee Award for efforts in the Club	Doug Chilvers

I would, on behalf of the Golf Club, like to say thanks to the Board of Directors and staff of the Manly 16ft Skiff Sailing Club for their assistance and support during the year.

My I offer my support for the new committee of Graham Webb – *Captain*, Russell Boyle – *Vice Captain*, Don Paton – *Secretary*, Terry Hoskinson – *Treasurer*, George Coote – *Handicapper*, Ross Gibson – *Starter* and all their assistants a happy and successful season.

Here's to another great year. Happy golfing and keep your head down.

**John Thomson**  
Captain (2003)

## HISTORY OF THE CLUB

The Club traces its beginnings to the 1921/22 sailing season when a number of members of the Delwood Canoe Club decided to band together and conducted sailing races on Sunday afternoons. The Club was actually formed at a meeting held on Friday 23 February 1923 and was to be known as the Manly Sailing Club.

The Club carried on for a couple of years with a motely collection of different classes of boat, however, during this time it had been advocated that a definite class be formed. It was almost decided that the 14ft skiff would be the class, but the addition of several more 16ft skiffs during the 1925/26 season decided the issue. Any other type of boat racing with the Club then formed a "B" class.

The 16ft skiff class had its origins on Sydney Harbour at Balmain in 1901 and, by the time it was adopted by this Club, had already been established by other Clubs on the Harbour and Botany Bay and in Brisbane and Perth.

The greatest problem confronting boat owners and members of the Club at the time was that of suitable accommodation for their craft. Each individual owner had to find his own quarters. To this end the present site of the Club was leased from the Sydney Harbour Trust (now Waterways Authority) in January 1928 and a shed designed to accommodate ten boats was built at a cost of £298 (\$596). This shed remained until 1992 when it was demolished as part of major renovations to the Club.

By 1931 the country was in the grip of the Depression and the fleet had fallen to three boats, however, a small group of members managed to keep the Club viable. By 1934 the future looked brighter and the clubhouse was extended to accommodate a further ten boats.

During the Easter weekend in 1935 at Toronto (Lake Macquarie), the skiff "Lightning" sailed by Russell Slade became the first skiff from this Club to win a N.S.W. 16ft Skiff State Championship.

The commencement of the 1936/37 season saw a change to Saturday sailing for the first time. This change had been proposed for some time but did not receive sufficient support until just before the start of that season. Saturday sailing has been retained since that time, although there were some unsuccessful moves during the 1970's to change back to Sundays because of congestion on the Harbour on Saturdays due to large yacht fleets.

With the onset of the 2nd World War in 1939, the fleet and membership again decreased, with over 50% of the Club's members serving in the Armed Forces. For the duration of the War an average of six 16ft skiffs and four "B" class boats sailed each weekend.

After the end of hostilities in 1945, the Club supported the formation of North Harbour Sailing Club to provide a training ground for juniors who would hopefully move on to 16ft skiffs. To this end the "B" class which by this time mainly consisted of junior members began to race with the North Harbour Club.

In 1952, with the Club now only racing 16ft skiffs, the name was changed to Manly 16ft Skiff Sailing Club. By that time there was a fleet of about twelve 16ft skiffs racing with the Club and further extensions were carried out to the building to provide a social area.

The latter half of the 1950's and early 1960's was a period of rapid and dramatic change both for the Club and the 16ft skiff class. In early 1960, the Club applied for a Liquor License. This was ultimately granted on 1 July 1960. Up to this time revenue had principally been raised by social functions, competitions, membership fees and debentures, shed rent and donations. In addition, much of the administration, building and maintenance work had been carried out on a voluntary basis by members, some of whom devoted many hours of their time. The increased revenue which resulted from the operation of the Club as a Licensed premises, was, and still is, applied solely to maintaining Club facilities and promotion of sailing.

In 1963 the present concrete deck was constructed as the first stage of a rebuilding programme. Unfortunately, lack of finance and subsequent problems with this deck forced the shelving of this programme with exception of the addition of the timber deck in 1966.

To cater for the growing numbers of members' children interested in sailing and to provide a training ground for potential 16ft skiff sailors, the Club introduced the Flying Eleven division in 1971. This move proved very successful and by the mid 1970's the Club not only had a good Flying Eleven fleet but also a fleet of up to thirty 16ft skiffs.

During the 1974/75 season, the Club hosted both the State and Australian 16ft Skiff Championships for the first time.

In January 1976 in Perth, the skiff "Matana", sailed by Bill McMahon, became the first boat from this Club to win an Australian 16ft Skiff Championship. Since that time, several skippers, both in the 16ft skiffs (Trevor Barnabas, Gavin Jones and Greg Hyde), Flying Elevens (Steve Norbis, Phillip Cooke, Michael Holmes, Malcolm Page, Lee Knapton, Ben Bianco, James Ward, Nicky Souter, Joe Turner, Daniel Turner and William Moor) and Manly Juniors (William Moor, Craig Souter and Byron White) have won State and/or Australian Championships and this highlights the strength the Club has been able to achieve and maintain.

In 1984 it was decided to adopt a further class into the Club - the Manly Graduate as an intermediate class between the Flying Eleven and the 16ft skiffs. Unfortunately, the class did not grow to our expectations with an average fleet of only four or five boats. By the 1990/91 season there were only two or three regular starters and the class was disbanded.

By the 1989/90 season the average fleet in this Club was eighteen skiffs each Saturday. In the mean time, the Flying Eleven division continued to grow and by the late 1980's was averaging a fleet of twenty eight boats each Sunday.

With the onset of a quite severe Economic Recession, the early 1990's also saw a reduction in the numbers sailing in the remaining classes in the Club, with average fleets of fifteen for both 16ft skiffs and Flying Elevens.

Despite the Recession, the Club continued to be in a strong financial position. During the off-season in 1992 extensive rebuilding work was undertaken on the Club's main premises to provide larger and improved facilities. This work brought to fruition the sort of facilities which was envisaged, but eluded for various reasons, the Club's administrators during the 1960's.

By the 1996/97 season both the 16ft skiff and F11 fleets had increased again. It was also decided to introduce a new junior class - the Manly Junior during this season.

At the end of the 1998/99 season work commenced on redevelopment of the boat storage area located between our Club and Manly Yacht Club. The project was completed in March 2000 at a cost of \$660,000 with priority being given to storage for both the junior fleets.

The 2002/03 season saw the introduction of the 13ft skiff. Developed by members of this Club to fill the gap between the Flying 11 and 16ft skiff, a fleet of four skiffs started the season. It is hoped to promote these boats among other skiff clubs and make it a strong and competitive class.

During the 2003/04 season, following further problems with the concrete deck, the Club's Board decided to adopt an ambitious five year plan to rebuild the Club by winter 2009.

## OBITUARY

During the year 1 August 2003 to 10 August 2004 notification was received of the passing of the following members -

Joan DONKIN  
Leslie HORTON  
Malcolm LANG  
James McINERNEY  
Edward NICHOLLS  
Stephen O'CONNELL  
James RANDO  
John Tremain

We extend our deepest sympathy to their relatives and friends.

Alphabetical listing of major trophy donors and sponsors for the 16ft skiff fleet during the 2003/04 season:-

**Addbuild Master Builders**

**Aristocrat Technologies Australia Pty Ltd**

20/20 of Mosman Dry Cleaning

Adam Joyner

Beef Eater BBQ's

Bella Bags Pty Ltd

Bigfoot Sailing Products

CGU Insurance

Fairlight Quality Meats

Financial Services Partners

Fire Stopping

Henry Graham (for J.G. Graham Trophy)

Hood Sailmakers

Hugh Treharne (for Old Buffers day)

J.J. Lawson Pty Ltd (Customs Brokers)

Jam's Stix Spars and Rigging

Keith Tucker (for George Fitzgerald Cup)

MacBride Hinton & Co Chartered Accountants

Marriott Hotels

Max Walls International

Norman MacDonald

North Shore Sand & Cement

RCS Refridgeration and Consulting Services

Ricoh

Ron Wilson

Staunton & Thompson Solicitors

Suburban Food Co

Sydney Marine Solutions

Tasco Sales (Aust) Pty Ltd

Tower Holdings Pty Ltd

Tripoint Corporation Pty Ltd

Typhoon Fabrics

Universal Aesthetics

Whities Print Shop, Manly