



# **ANNUAL GENERAL MEETING**

**2021**



## **WELCOME TO THE 2021 MHYC AGM**

Rob Aldis, Chairman.

### **AGENDA**

1. Apologies
2. Receive the minutes from the last AGM signed by the Chairman as a true copy
3. Financial Results Overview 2020/21
4. Receive and consider the Consolidated Financial reports, Directors Reports and Auditors Reports for the year ended 30 April 2021
5. Election of Flag Officers
6. Election of Directors
7. CEO Mark Maybury - Outlook and Strategic Plans
8. Commodores Address – Peter Lewis
9. General Business

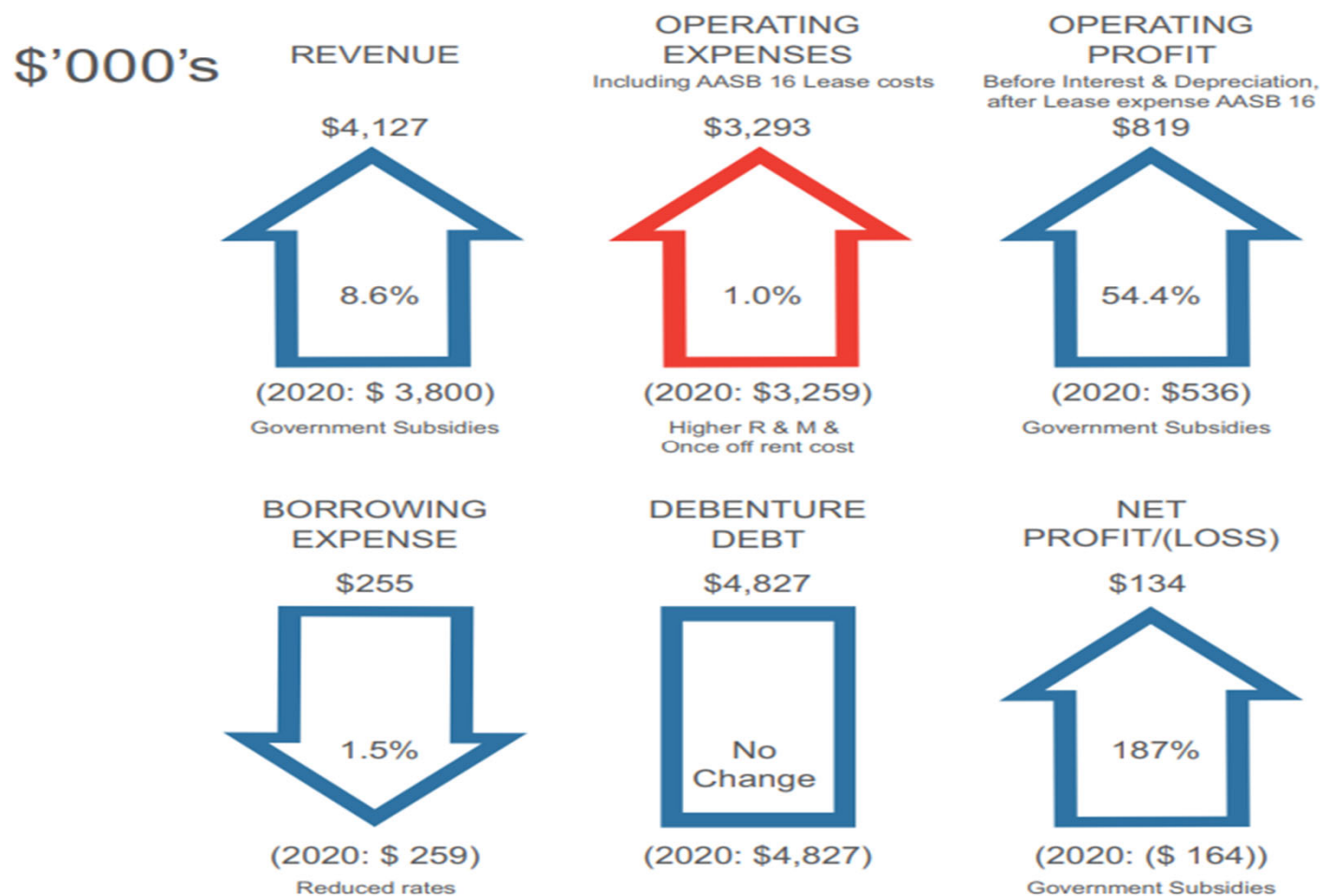
## **FINANCIAL RESULTS OVERVIEW 2020/2021**

Bruce Aitken  
Finance Manager



## FINANCIAL RESULTS OVERVIEW 2020/2021

- Financially sound balance sheet
- Net Assets **\$6.683 million** (2020: \$6.549 million)
- Main results.



## FINANCIAL RESULTS OVERVIEW 2020/21

- Marina at near full capacity during the year with a waiting list for available berths. Cash revenue stable @ \$1.413M (2020: \$1.440M) down compared with LY due to loss of T head rental.
- Membership revenue down compared with last year, \$381k (2020: \$411k), lower due to reduced new members from COVID effect.
- Government COVID subsidies \$756k. Offsetting the subsidies were Jobkeeper payments of \$271k that otherwise would not have been incurred.
- F&B services revenue down due to COVID and reduced services, \$706k (2020: \$1.210M). F&B costs carefully managed consistent with our aim to reduce operating loss for this service. Sandbar renovations underway.
- Capital expenditure \$332k including A-Arm repairs \$180k and replacement of start/marker boat \$106k. A-Arm completed May/June 2021.
- Operating expenses increased by only 1% after one off lease \$159k and major R&M \$151k costs.
- MHYC Foundation provided \$126k in grants during the year to assist funding the new start/marker boat and Club maintenance costs
- Successfully rolled over \$1.985M of debenture debt – well supported by members.

## CASH FLOW SUMMARY

	Actual 2021	Actual 2020	Actual 2019	Actual 2018
	-			
<b>Cash Flow From Operations (adjusted for AASB 16)</b>	<b>190,167</b>	<b>171,726</b>	<b>321,054</b>	<b>308,168</b>
Donations	125,811	13,824	18,418	143,262
Perpaid Marina Licence Fees	60,875	50,043	75,546	292,259
Government Subsidies	755,957			
Interest on Borrowings	-255,748	-259,391	-261,628	-321,496
<b>Cash Flow From Operating Activities</b>	<b>877,062</b>	<b>-23,798</b>	<b>153,390</b>	<b>422,193</b>
Net Capital Cost - Equipment, Marina & Buildings	-332,272	-129,445	-47,845	-141,808
Net proceeds/(repayment) from borrowings:		290,379	-138,484	-650,215
<b>Net Increase/(Decrease) for the year</b>	<b>544,790</b>	<b>137,136</b>	<b>-32,939</b>	<b>-369,830</b>
Opening Balance	416,168	279,032	311,971	681,801
<b><u>Closing Cash Balance</u></b>	<b><u>960,958</u></b>	<b><u>416,168</u></b>	<b><u>279,032</u></b>	<b><u>311,971</u></b>

## TOTAL DEBT SUMMARY

<u>Middle Harbour Yacht Club</u>							
	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21
<b><u>Debentures</u></b>							
Closing Balance	5,192,500	4,722,500	5,202,500	4,627,500	4,527,500	4,827,500	4,827,500
<b><u>Long Term Marina Licence</u></b>							
Closing Balance	1,097,123	1,021,163	825,337	859,872	681,894	526,285	392,716
<b><u>Total Debt</u></b>	<b><u>6,289,623</u></b>	<b><u>5,743,663</u></b>	<b><u>6,027,837</u></b>	<b><u>5,487,372</u></b>	<b><u>5,209,394</u></b>	<b><u>5,353,785</u></b>	<b><u>5,220,216</u></b>
<b><u>Debenture Interest</u></b>							
Paid	408,663	384,593	358,605	320,103	260,189	259,205	255,748
Average Interest Rate	7.87%	8.14%	6.89%	6.92%	5.75%	5.37%	5.30%
Maturity							
FY 21/22							1,050,000
FY 22/23							1,402,500
FY 23/24							1,285,000
FY 24/25							<u>1,090,000</u>
							4,827,500
						<i>Average Interest Rate</i>	4.90%

## STATEMENT OF ASSETS & LIABILITIES

	Actual 2021	Actual 2020	Actual 2019	Actual 2018
Cash and equivalents	960,968	416,168	279,032	311,971
Trade and other receivables	31,991	55,632	57,362	66,742
Inventories	33,807	55,635	89,690	74,252
<b>TOTAL CURRENT ASSETS</b>	<b>1,026,766</b>	<b>527,435</b>	<b>426,084</b>	<b>452,965</b>
Trade and other receivables	81,689	81,689	81,689	81,689
Property, plant and equipment	11,580,381	11,678,142	11,989,106	8,270,490
Right of Use of asset	1,656,087	1,781,279		
<b>TOTAL NON CURRENT ASSETS</b>	<b>13,318,156</b>	<b>13,541,110</b>	<b>12,070,795</b>	<b>8,352,179</b>
<b>TOTAL ASSETS</b>	<b>14,344,922</b>	<b>14,068,545</b>	<b>12,496,879</b>	<b>8,805,144</b>
Trade and other payables	582,786	221,676	366,750	275,878
Borrowings	1,050,000	1,985,000	1,002,121	268,484
Other financial liabilities	0	60,884	17,606	28,182
Lease Liabilities	111,720	111,720		
Short-term provisions	80,395	0	73,121	72,868
Other liabilities	267,863	259,004	325,117	346,255
<b>TOTAL CURRENT LIABILITIES</b>	<b>2,092,764</b>	<b>2,638,284</b>	<b>1,784,715</b>	<b>991,667</b>
Borrowings	3,777,500	2,842,500	3,535,000	4,407,121
Lease Liabilities	1,565,537	1,675,794		
Long-term provisions	23,440	20,063	31,319	12,679
Other liabilities	203,130	342,889	432,546	610,524
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>5,569,607</b>	<b>4,881,246</b>	<b>3,998,865</b>	<b>5,030,324</b>
<b>TOTAL LIABILITIES</b>	<b>7,662,371</b>	<b>7,519,530</b>	<b>5,783,580</b>	<b>6,021,991</b>
<b>NET ASSETS</b>	<b>6,682,551</b>	<b>6,549,015</b>	<b>6,713,299</b>	<b>2,783,153</b>
<b>Liquidity margin, -shortfall</b>	<b>423,428</b>	<b>228,107</b>	<b>-50,202</b>	<b>-61,349</b>
<b>Liquity Ratio</b>	<b>1.71</b>	<b>1.77</b>	<b>0.89</b>	<b>0.86</b>





## **RESOLUTIONS**

### **Item 4**

Receive and consider the Consolidated Financial Reports,  
Directors Reports and Auditors reports thereon for  
the year ended 30 April 2021

## **RESOLUTIONS**

### **Item 5 Election of Flag Officers**

In accordance with the Club's Constitution, the following positions were declared vacant. By the close of Call for Nominations, the following nominations were received and election as Flag Officers confirmed without contest:

- **Vice Commodore Racing: Geoff Charters**
- **Vice Commodore Cruising: Evan Hodge**
- **Vice Commodore Youth Sailing: Rob Sangster**
- **Club Captain: Karen Ewels**



## RESOLUTIONS

### Item 6 Election of Directors

In accordance with the Club's Constitution the following directors retired and being eligible nominated themselves for re-election. By the close of Call for Nominations, no other nominations were received and the nominees are declared as duly elected.

- **Rob Aldis as a director of the Company**
- **Nicola Morgan as a director of the Company**
- **Neil Drabsch as a director of the Company**



**CEO, Mark Maybury**

## **STRATEGY, PLANS and OUTLOOK 2021/22**

- Our strategy and plans are targeted to provide our members effective quality facilities and services in support of our core sailing and boating activities.
- Continue to provide varied and quality events for our sailing racing members and our very popular cruising division
- Further investment in our youth sailing programme, staff and equipment
- Ensure the marina is operating at near full capacity providing stable cash flow and assisting the Club's finances

**CEO, Mark Maybury**

## **STRATEGY, PLANS and OUTLOOK 2021/22**

- A balanced approach to reinvest cash reserves generated in 2020/21 into improving the Club's marina, buildings and equipment.
- Undertake and complete a number of major projects:
  - replace A-Arm walkways - **completed**
  - relocate commercial tenancies to allow the Sandbar development works to commence - **completed**
  - Sandbar upgrade stage #1 and #2 – **under construction**
  - Develop plans and arrange funding for the Sandbar stage #3 new kitchen and improved F&B services –**ongoing**
  - Implement revised membership categories for the 2021 renewal - **completed**
  - assess and arrange a number of major repairs to the marina access and rigging deck – **target completion early 2022**
- Cost of major projects (Start Boat, Clubhouse entrance improvements, A-Arm and Sandbar renovation) \$960,000.



**CEO – MARK MAYBURY**

## **STRATEGY PLANS and OUTLOOK 2021/22**

A summary of the key items likely to influence the Club's operations over the next budget period include:

- Resolving the prior year lease liability with Transport NSW - \$158k included as a provision
- Completing the Sandbar stages #1 and #2 upgrade and developing and implementing quality F&B services for members and guests including the proposed Sandbar kitchen stage #3
- Managing the impact of continuing COVID restrictions on the Club's activities
- Cash flows from operations and funding to complete major repairs and capital works



## COMMODORE'S ADDRESS

Peter Lewis

- Despite the difficulties of COVID the Club is in good shape and prepared to return to more normal conditions , sailing events and activities
- A special thank you to our members, volunteers and management for their support.
- The commencement and organization of the Club's sailing programme during 2020/21 was outstanding. Our Cruising division continues to be well supported providing varied and interesting activities
- The Club remains committed to our popular Schools programme and youth training facilities
- MHYC Foundation Trust has raised over \$235k since the beginning of last year with grants to the Club supporting the cost of our renovations and particularly the new start/marker boat the "Jack Stening"



## COMMODORE'S ADDRESS

- The Club has undertaken many projects during the year with over \$1 million invested or committed undertaking major repairs and new development to improve facilities
- Targeting to raise a further \$400k to complete the final phase of the revitalization development including the Sandbar F&B facilities



## COMMODORE'S ADDRESS

## SANDBAR DECK CONCEPT



## COMMODORE'S ADDRESS



## PROPOSED NEW SANDBAR KITCHEN, SERVERY AND BAR



**GENERAL BUSINESS**

