

DRAFT Minutes of Yachting New Zealand's Annual General Meeting

Held online

10am on Saturday, October 8, 2022

Present: Grace Finlayson, Richard Hosking, Mark Sigglekow, Phil Shaw, Scott McDougall, Sean Munro, Tim Nichols, Mark Turner, Geoff Thorn, Andrew Robertson, Willie Newman, Peter Wilhelmsen, Paul Saunders, Lynda Lucas, Jason Morgan, Nick Cook, Phillip Scherer, Martin Kane, Sue Van Velzen, Julia Faire, Kerry Davies, Rex Milton, Jenny de Lisle, Ross Blackman, Viki Moore, Bridget Winstone-Kight, John Butcher, Nik Burfoot, Jenna Hansen, David Abercrombie, Beth Orton, Raynor Haagh, Michael Brown, Kelly Mulcahy, Hayden Whitburn, Colin Rickett, Ian Gardner, Dave Smith.

Please note, these minutes reflect the order of the agenda items.

1.0 Welcome

Yachting New Zealand president and chairman Ross Blackman welcomed everyone to the 2022 annual general meeting. Yachting New Zealand national sport development director Raynor Haagh performed a karakia.

2.0 Apologies

Arabella Brawn, Sarah Meikle, Des Brennan, Catherine Wenzel, Janet Watkins, Leonie Kibblewhite, Andrew Aitken, Murray Brown

3.0 Obituaries

Ross paid tribute to the following, who had passed away over in the previous 12 months:

- Arthur Stewart - YNZ personal member
- Penwill (Pen) Moore – Worser Bay Boating Club patron and Royal Port Nicholson Yacht Club life member
- Denis Hounsome – Built and sailed Spoiler 11 around the world in 1992
- Trevor Geldard – YNZ life member
- Don Pollock – YNZ safety inspector
- Tom Roberts – Marakura Yacht Club
- Hayden Goodrick – New Plymouth Yacht Club
- Joe Butterfield – YNZ life member, former YNZ president, long-time race official
- John Lidgard – YNZ safety inspector
- Mark Paterson - Olympian

4.0 Confirmation of minutes

It was proposed that the minutes of the 2021 annual general meeting on October 9, 2021 be accepted.

Sue Van Velzen / Jason Morgan
Carried

5.0 Reports

5.1 Chairman's report

Ross talked about the proposed change to the Yachting New Zealand affiliation fee and focused on the things yachting and boating clubs and their members couldn't do if Yachting New Zealand didn't exist, like safety and technical support, education and training, high performance pathways and use of the international racing rules. He also talked about the dedication and passion of Yachting New Zealand staff to do the best for yachting and boating clubs.

Statistics show a slight increase in membership numbers for the year, and Ross congratulated clubs for the work they do to attract and retain members.

Ross noted that it was nearly 30 years since Sir Peter Blake and others started Team New Zealand and that Sir Peter's advice then was to plan for what they wanted to become. A team of 16 people, including Sir Peter and Ross, came up with a vision statement and, at the end of the process, Sir Peter insisted on one more item: the organisation had to be fun to be in. Ross felt this should be something all organisations should strive to achieve.

5.2 Chief executive's report

David Abercrombie welcomed everyone to the meeting and opened by saying Yachting New Zealand's relationship with clubs was the best it had been in the 12 years he had been chief executive. He pointed out the leading role the regional development managers and Raynor Haagh had played in strengthening this relationship and that the club capability survey, which is nearing completion, had been a really valuable process.

Dave acknowledged the increasingly challenging environment of trust funding, which was part of the reason for Yachting New Zealand's change of direction around the schools' programme. The Volvo Sailing... Have a Go! programme had played a significant role in introducing many young New Zealanders to sailing but the landscape had changed. Lion Foundation funding was not as readily available and the Volvo sponsorship had ended, which meant Yachting New Zealand was losing significant income – it cost around \$400,000 annually to run the Volvo Sailing... Have a Go! programme. Sir Peter Blake's vision of affording every child in New Zealand an opportunity to try sailing was a core strategy of the Volvo Sailing... Have a Go! programme and that is now embedded in RŪNĀ, our new schools' programme which brings sport into the classroom through STEM learning as well as providing an opportunity to try sailing. The development of RŪNĀ was supported by Sport New Zealand through a special fund off the back of Covid-19 called Strengthen and Adapt, which allowed national sports organisations to rethink the way they delivered their sport.

The discontinuation of the Volvo Sailing... Have a Go! programme meant Yachting New Zealand sold one of the three trailers which had been used to travel around the country to deliver sailing experiences. This was sold to a South Island club and the money returned to the Have a Go! fund to support RŪNĀ. One other trailer will be sold, with the hope it will go to a club wanting to deliver a sailing component of RŪNĀ, while the third will be kept and potentially used for sailing experiences in Northland.

Yachting New Zealand are very excited about the potential of RŪNĀ and the programme's ability to reach a larger and more diverse population. Dave also said Yachting New Zealand are looking forward to working with clubs in the delivery of this programme.

There had been some significant strides taken in various areas in recent times, including women's and girl's sailing, youth sailing and the number of newcomers to the sport. Dave did, however, point out that there had been some unacceptable behaviour among some parents and youngsters coming through and asked that clubs address this as quickly and effectively as possible.

There had been a number of personnel changes at Yachting New Zealand, with two new staff coming on recently: Mel Hurst (office and CIORC administrator) and Kirsten Moratz (coach development manager). Natalia Groom (education and environmental lead) is due to start soon.

Dave acknowledged that yachting and boating clubs are run by volunteers and thanked everyone for the work they did. He also thanked the Yachting New Zealand board for their leadership.

5.3 Annual report

It was proposed that the 2021/22 annual report be accepted.

Phil Shaw / Willie Newman
Carried

6.0 Annual accounts

Audit and risk committee member Jenny de Lisle talked about the accounts in the 2021/22 annual report.

She explained that, as of June 30, 2022, the statement of financial position showed total entity funds of \$4.3 million. Only \$766,000 of this is general funds with the balance either designated or restricted funds.

Yachting New Zealand had registered an overall profit of \$252,093 compared to a profit of \$85,000 last year. Capital grants of \$6553 were received during the year. There is also a negative amount of \$172,000 which is described as "net change in fair value of available for sale of financial assets". In simple terms, this is the decrease in market value of Yachting New Zealand's portfolio investment, which was \$172,000 compared to an increase of \$91,000 last year. This figure needed to be kept in perspective because Yachting New Zealand still received investment income of \$82,000 during the year on the portfolio. This return would have not been so healthy if funds had been kept in term deposits. Yachting New Zealand's overall net gain as at June 30, 2022 was \$186,000. This is the closing balance of the fair value reserve stated on page 22 of the annual report. This makes a total comprehensive income of \$86,000 for the year.

Yachting New Zealand split income and expenditure into three areas: club services, sport development and Olympic and talent development. Club services is the core business of Yachting New Zealand and is closely monitored by the board. The total operating profit for the year was \$85,867 and, of this, club services made an operating surplus of \$97,270, sport development made a loss of \$118,000 and Olympic and talent development made a surplus

of \$273,000. Jenny explained that the Olympic and talent development surplus was a timing issue and the surplus from club services will not be funding the high performance programme. She said that there is often a misconception among some members that club services funds the high performance programme but it was actually vice-versa and that high performance contributed to the operating costs of club services. There was also another unusual year with Covid and lockdowns.

Club services made a non-budgeted operating profit of \$97,000, compared to last year's profit of \$43,000. Total income was down by \$351,000 and expenses down by \$406,000. This was mainly due to a reduction in programmes, training costs and travel.

Income from affiliation fees increased by \$22,000, due mainly to increased membership. The CPI increase in affiliation fees approved at last year's AGM will be reflected in the current financial year. It was important to increase affiliation fees by CPI to keep pace with inflationary costs.

6.1 It was proposed that HLB Mann Judd be appointed as auditors for the coming year.
Richard Hosking / Martin Kane
Carried

7.0 Affiliation fee

Club affiliation fee

It was proposed that the Yachting New Zealand affiliation fee for the 2023/24 season will be the club affiliation fee for 2022/23 plus an increase of the annual New Zealand government consumer price index (CPI) as of June 30, 2022.

- \$29.40 plus GST for every club individual person
- \$72.90 plus GST for three or more members in a family

Willie Newman / Nick Cook
Carried

Other affiliation fees

It was proposed that the Yachting New Zealand affiliation fees of the following amounts be accepted:

- Class association fee \$150.00 plus GST
- Non-commercial maritime fee \$150.00 plus GST
- Commercial maritime fee \$500.00 plus GST
- Individual member fee \$80.00 plus GST

Willie Newman / Mark Siggelkow
Carried

8.0 Election of board directors

Jenna Hansen is the only nomination for a position on the Yachting New Zealand board made vacant by outgoing board member Jenny de Lisle. Jenna was welcomed onto the board.

Jenna said she was looking forward to working with the board, management and clubs and representing the views of clubs and their members. She outlined her background in the

sport – she is a former Olympian – and her career as a chartered accountant and in financial services.

Nik Burfoot has also joined the board as an appointed director. Nik also talked about his background as a former Laser world champion and explained that for the last 20 years he had been working overseas in finance and IT. He returned to New Zealand in August, 2021, and settled in Tauranga where he is involved in youth coaching and learn to sail. Nik said he was really excited about being on the board and making a difference.

Ross thanked Jenny for her contribution as a board member and said he was blown away by her dedication, particularly around the Yachting New Zealand accounts. Dave also thanked Jenny for her advice and support over the past seven years and the passion she brought to the role. She always brought a respected view of what was going on at club level and had become a true friend of Yachting New Zealand.

9.0 General Business

Andrew Robertson (Milford Cruising Club) raised the issue of social members at the Milford Cruising Club who he felt received no value from Yachting New Zealand despite having to pay the Yachting New Zealand affiliation fee. Andrew said this had been an issue raised at various times with Yachting New Zealand but he felt was being ignored. Dave reiterated that the membership approach agreed on by the clubs and included in Yachting New Zealand's constitution was that the club is the member of Yachting New Zealand and that they preferred a broad-based affiliation fee as the most cost-effective way. Andrew said he strongly supports a constitutional change and accepted an invitation to attend a future Yachting New Zealand board meeting to discuss the matter further.

Tim Nichols (Howick Sailing Club) asked Yachting New Zealand's view on wingfoiling and how best to integrate this into clubs. Dave said Yachting New Zealand are huge supporters of wingfoiling and that he had, as a member of World Sailing's events committee, put a proposal forward to look at advancing wingfoiling as an Olympic sport. He also said Yachting New Zealand are looking at integrating wingfoiling into the organisation's programmes and are very interested in seeing it become an accessible and integrated part of the sport. Raynor mentioned that wingfoilers and kitefoilers were invited to talk at a recent race officials conference about how the two sports can be integrated into racing.

Tim asked how wingfoiling would be integrated at the grassroots level because there needed to be a bottom-up approach as much as a top-down one. Dave said they would be working with suppliers to try to get cost-effective options into clubs and hoped to announce something soon. It's also imperative the sport doesn't turn into an arms race at the top end. The high performance team will be looking at wingfoiling coaching and how this can be done effectively at club level and invited Tim to join those conversations.

Tim also mentioned that the risk profile of wingfoiling is quite different to traditional sailing and said that at some point clubs will need support from Yachting New Zealand on that. That's why Dave said it was important to include race management in those conversations and said Yachting New Zealand are presently working with their new kit sponsors, VMG, on a technical range that included protective cut-proof suits. It's hoped these will be available in 2023.

Ross and Dave both thanked everyone for their attendance, and their support with the changes to the affiliation fees, and reiterated that they were always happy to chat if someone had a query or concern.

Raynor Haagh closed the meeting with a karakia.

11.20am: meeting closed