



Australian 16ft Skiff Association Board Meeting

Tuesday October 11, 2016 via Skype

Meeting Commenced: 8.10 pm

In Attendance: Rob Wasson, Clint Bowen, Lloyd Mullholland, Patrick Hanlon, Mark Graham, Michael McMahon, Jenny Tutt

Apologies: James Bury

Minutes taken by: Jenny Tutt

| AGENDA ITEM | DISCUSSION POINTS | ACTION |
|--------------------------------------|--|------------------------|
| 1. Previous Minutes | Nothing new to discuss. | |
| 2. Inward and Outward Correspondence | For future board meetings Inward and Outward Correspondence will be included as an agenda item. This is a top level summary of correspondence that affects the ASSA, for example the sale of a new skiff. | Jenny Tutt |
| 3. Treasurers Report | <ul style="list-style-type: none"> The ASSA would like to keep an inventory of spare masts, booms, poles, rudders, boards, kickout bars, eva foam. RW will ask the Manly and Belmont clubs and the nsw assoc if they can provide financial assistance The budget would be approx \$30,000. Bank balance: community solutions \$ 3,764.69 Business cash reserve \$89,183.27 CST have indicated a price rise in the new year. Therefore the ASSA would like to secure the stock at the reduced price. MG enquired if the ASSA was making a margin on the stock sold, CB responded - no the ASSA was selling the stock at cost. The ASSA is providing a service to sailors to ensure that costs are reduced where possible. | RW to investigate loan |
| 4. Marketing 16ft Skiff Racing | <ul style="list-style-type: none"> The ASSA has received a marketing proposal from BANG. This proposal includes brand review / workshops / archetype survey / management of project delivery. A revised proposed has been emailed to the board members. The aim of this marketing and brand proposal is to identify the ASSA's target audience and market to those who are not already connected with the 16ft skiff community. A survey completed in March 2011 concluded that 74% of | |

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| | <p>sailors surveyed were introduced to 16's through family. It has therefore been concluded that to increase the number of boats the ASSA needs to market outside the class.</p> <ul style="list-style-type: none"> • CB suggested that we need to market to the younger generation. MG would like to get the opinion of the 13ft Skiff class – What do they want? How do they access information? • JT suggested that the ASSA needs to have multiple option for accessing information. The ASSA currently has website / newsletter / Team App. Other options are facebook and Instagram. The main focus on these options is to have quality and fast moving content. • The board felt like the next step in this process is to identify how many skiffs each club could sail. If we have the current number of boats vs the maximum # of boats we will know where to focus our marketing. JT to follow up each club to collect this information. | JT |
| 5. Yearly Audit | <ul style="list-style-type: none"> • RW proposed that the ASSA complete an independent audit. The ASSA does not need to complete an annual audit. It is felt that with the number of transactions currently occurring in the ASSA bank account, due to the new skiffs, an audit would allow the ASSA to be open and transparent with its transactions. • RW to confirm when the ASSA's financial year ends • MG suggested that having an Annual report posted on our website would also allow the ASSA to be open and transparent with the 16ft community. • MM to make contact with a possible auditor. The auditor for the NSW Association could have a conflict of interest if they complete the ASSA audit as well | RW MM |
| 6. Coffs Harbour | <p>LM is in talks with the sailing club in Coffs Harbour. He feels that this is a good location for the National Titles in the future. The club has adequate facilities to host the regatta.. The ASSA would need to organise an aquatic license and possibly supply rescue boats.</p> <p>2016/2017 Illawarra 2017/2018 Middle Harbour 2018/2019 Queensland 2019/2020 ? 2020/2021 ? 2021/2022 Manly 100th year 2022/2023 Belmont 100th year</p> | |

Meeting concluded at 9.30 pm.

Next ASSA Board Meeting: November 9, 2016 at 8.00 pm. Clint to host via Skype