

Mana Cruising Club Special General Meeting

Sunday 3 February 1500 Hours

Apologies

Bruce Riley

Mike Quayle

Peter and Penny Gorman

John Drayton

Paul Dawson

Steve Lange

Scott Wilson (apology received prior meeting but not tabled)

Allan talked members through an 18-page document labelled %MCC Option 5 Interim Yard Restructure Stage 1 . 2019+

The meeting was opened to members for questions/comments as noted below:

Q: Tony Brown:

No electricity supply to the east yard

A: Allan:

Allowance in the new power board to extend to East Yard depending on future decisions for Options 3 or 4.

The club pays the marina for power usage from A Pier and a temporary increase in power points can be put in place as required.

Q: Mike McDermott:

Would like the information that was handed out at the meeting to be provided before the meeting to give people time to look at it.

Increases in the yard fees are subsidising trailer boats.

Would rather pay an increased membership fee than increased yard fees.

A: Allan:

We would have to create different memberships as the travel lift is only used by moored vessels.

Travel lift figures are not subsidising the trailer boats.

Q: Paul Mackay:

Short notice of information.

Huge increase to quick slip boats that now have to be washed down before anyone goes to the sounds.

Bigger increase to moored boats the more they go to the Sounds.

A: Allan:

Increasing Yard costs are to cover general costs of running the yard and the club, we need to generate enough revenue to cover both maintenance and depreciation.

Q: Chris McCallum:

Chris believed he would have to take his boat out 3 times a year due to DOC Rules in Marlborough Sounds and the new lift and hold rates would make it to expensive.

Not interested in using a diver to clean hull.

A: Allan

The current lift and hold cost charges were lower than the actual operating costs of travel lift \$120hr plus labour.

Not aware of the need to lift three times and maybe there were alternatives like a diver to clean?

Q: Mike McDermott:

Other marinas are funded by councils and are therefore profit making.

A: Allan:

The most profitable part of the club is the yard but we need to fix what we have, fund what future replacement as detailed in the report and currently there has not been enough surplus to adequately provide for this.

Q: Jenny Allen:

Yard management has not got a good history and has been badly managed

A: Allan:

Acknowledged the Yard could have been managed better, this has been a long-term issue and new processes are already place to remedy this including a new online cradle booking system, water blasting, lawns and restructuring. We need to make savings for the future and this is the only way we can fund ongoing infrastructure for this Club operation.

It was proposed by another member that it may be better to close the loss making the bar and restaurant however the Committees goal is to improve this operation to the bar and restaurant facilities with the goal of breaking even.

Q: Jenny Allen:

Has anyone looked at the possibility of amalgamating with the other clubs around and having a super club

Q: Allan:

Plimmerton are having the same issue with not enough parking, issues with investment and catering for members, their operation is not aligned with moored craft and there is little synergy between the two clubs in overhead saving

We can't accommodate more parking from their members, and other clubs have their own buildings etc to maintain.

Our goal was to make improve return from our functions and build the hospitality side like the Waikawa Boating Club which has done this successfully for 8 years and we have access to their business model.

Q: Daniel Lang:

Fees are higher than other places eg Chaffers.

Why do we get punished because of a few long term boats left in cradles

A: Allan:

The long-term boats are still being charged yard charges and earning revenues, so you are not being punished because of them.

The cost of Yard infrastructure maintenance is high, and we don't operate a marina facility like Chaffer's and Seaview to help with overhead costs.

We are not charging enough to recover costs as fees haven't been put up for 3 years, this was lost revenue potential and we need to charge what we would have been charging.

Q: Dave Tickets:

Principles you say we are non-profit but you are comparing us to other marinas that are run by councils and make a profit.

You are sending out invoices before anything is done.

- 1. Adjournment for 7 days to allow people to take in all the information given today*
- 2. Take rates back, put out communication and give a months' notice of increase. Credit people who have been billed.*

Q: John Weir:

It should've been advertised in the club newsletter, on the notice board and on the website.

Kevern:

The Constitution states: h) The Committee shall have the power to charge fees to members for the use of Club facilities. Notice of changes in such fees or new fees must be advised to members in the Club's Newsletter and by way of notice on the Club Notice board and Website.

Kevern also stated there needed to be 1-month notice given.

A: Allan:

We didn't do this in accordance with the rules so we will credit the difference between the old and new rates from January 1.

Q: Paul Mackay:

Reasons why

Accused the club of money gouging.

A: Allan:

Clearly there is dissatisfaction from some members here about this Committee's report and decisions as part of this report, therefore I would like to raise the Motion for a vote of confidence in this committee.

Q: Trevor Burgess:

That's not what this is about, and a motion can't be passed if it was not notified as part of this meeting

Good work has gone into the document provided we need to adjourn the meeting and let people take it all in.

Things need to change but people want time to look at the information it is not about a vote of confidence.

Q: Dave Squires:

I'm a trailer boat owner but we need to look at the impact of the charges today versus 5 years' time to give us a rounded set of facts.

A: Brian Eames:

Changes and charges to the yard operation – who is the author of all of this. It is essential for the yard to operate in the weekends.

Restricting hours to accommodate trailer boats.

Trailer boats don't get too many awesome days where there is an overload.

Mast – don't need your boat out of the water to work on your mast, now it has to be beside your boat in the cradle, however the mast will be several meters longer than the boat is this not a hazard.

Needs to be a dedicated area for mast refurbishment.

For a boat like his charges have gone up from \$18 a day to \$45 a day this is more than a 200% increase.

Are other yards subsidised by marinas as you stated earlier??.

Raise Membership fees by 250%

A: Allan:

The yard hasn't increased its prices for 3 years, and as detailed in the report we need to cover the cost of infrastructure.

The membership fees have increased in the last decade by the rate of inflation, our annual membership was already high compared to other clubs and your committee did not view this as acceptable for many members, given that the current fees include annual mooring costs of \$15k pa, or \$37 per head for 400 moored craft members. However, if this was the preference of members, we can add a motion to create a higher membership fee for moored craft at this year's AGM.

We don't have access to other yard subsidy information and our charges were based upon the cost providing the service.

Q: Owen Neal:

Prices advertised on the other Marinas websites are not in conjunction with what is on our table, where did our prices for them come from.

They are more in align with Mike Quayle's figures

Q: Nils:

He has a large 16m boat and the new Yard rates mean his costs have gone up by 250%, they are thinking about moving to Seaview as they cannot afford the new rates.

How come there is such a discrepancy in the rates we say other marinas charge and what is advertised on their websites?

Q: Allan:

According to the new rates for a 16m vessel your new travel lift cost would be \$346, what did you pay last time Nils as I don't have the old rates at hand

A: Nils:

I don't know it's been it's been 2 and ½ years since I last lifted the boat and I can't recall this cost then.

Q: Rob Paulin:

Suggested a sliding scale for fees, the longer you are on the hard the more you pay.

Carry on with the good work you are doing, things have to change, the committee have the authority to put up the rates and have some respect for the committee who are doing this for the benefit of the club.

Q: John Weir:

Cutting costs in the yard, don't take the weekends away as this is when 75% of our members can spend time working on their boats.

Close 2 days during the week.

Q: Steve Voltaire:

Management of the club is not good, and we need to get a decent manager.

A: Allan:

Yes, we do, and we are looking but these are 2 very specialised roles, It is hard to find someone with both hospitality and yard experience.

We will credit people back the difference between the old and new rates from 1 January, relook at our rates and table of information to account for the discrepancies at our next meeting.

Q: Chris McCallum:

Dinghy lockers restrict the ramp, how is putting big trailer boats going to help this issue and it's just encouraging people to leave their boats to rot like the steel boats in the East yard, why can't they take them home and park them at home.

Removing the dinghy lockers won't make enough room for trailers and they will restrict the ramp more than dinghy lockers, it will look messy with old boats left in the yard.

A: Allan:

Disagreed with Chris re trailer boats becoming more of a hinderance to the boat ramp, with a range of different sized boats there was room parked on an angle as shown on the drawings and only vessels that were acceptable would be allowed to use these parks, there was a demand for them and the long term parking revenues are significantly higher than the current return on the dinghy lockers which will help with yard income.

Q: Robyn Deveraux:

Disgusting support of social events, members support your club.

Allan:

Moved to adjourn the meeting giving 14 days notice of the next one

Seconded by Rob Paulin

Allan:

Meeting closed 4:37pm

