



Annual Report and Accounts 2016

The one hundred and fifty first **Annual General Meeting** will be held at the Club House at 1830 hours on **Saturday 22nd April 2017** for the purposes of considering the **Report of the General Committee** and the **Accounts** for the year ended 31st December 2016 and transacting the business detailed in the **Agenda** enclosed.

OFFICERS AND OFFICIALS (December 2016)

Admiral

H.R.H. The Prince Philip, Duke of Edinburgh K.G., K.T., G.B.E.

President:

Mike Moody

Commodore:

Clive Bennett

Vice Commodore:

Tony Swainston

Rear Commodores:

John Ellwood (Sailing)

Peter Robson (House)

Hon Secretary:

Ed Tomlinson

Hon Treasurer:

Martin Poole

Hon Legal Adviser:

Lisa Thompson

General Committee:

Commodore, Vice Commodore, Rear Commodores, Hon Secretary,
Hon Treasurer, Mike Brown, Peter Fairhurst, Pamela Nicholson,
Jayne Rawlins, Mark Wilkinson

Office

Tel. (01803) 752496

Royal Dart Yacht Club

The Commodore's Annual report to the Members for 2016

This is my third and last Annual Report and it is a story of an amazing Royal Yacht Club in its 150th year as seen through the eyes of its very privileged Commodore.

It **was** a very good year - full of fun events both on and off the water - with an extra special programme to celebrate the 150th Anniversary. From the opening Cocktail Party at the end of May, through the following week of entertainment by all sections of the Club; a Club Cruise to Guernsey; the Classic Regatta; the Commodores Challenge Cup; The Grand Gala; the Small Training Ships Rally and the Provident 150th Challenge, right to Regatta at the end of August, the sun shone on us. These events have been recorded in detail in the anniversary edition of Masthead and elsewhere so I would just like to thank again all of you who contributed to the undoubted success of these celebrations and especially to Rozanthe Hine-Haycock and Rear Commodore Sailing, John Ellwood, who between them inspired and co-ordinated the programme.

So many good things happened at the Club in 2016 that I can only select a few to record here but before doing so I must mention the two tragic losses during the year of our Sailing Secretary, Mark Ashton, and Rear Commodore House, Peter Robson. Both made huge contributions, especially to the Racing and Junior Sailing activities, inspiring and helping both young and older members to enjoy being on the water – and sometimes in it! Their untimely deaths have left a big space in the Club as well as in the hearts of their many friends but we are very grateful to have known them and for all they did to enhance our enjoyment as members of this Club.

Sailing and Special Interest Groups

Alongside all the special celebrations, our regular racing programme; Junior Sailing; training and Special Interest Group activities were as active and popular as ever. Our Rear Commodore Sailing, John, completes his three years at this AGM. He has done a superb job, culminating in what was probably the best year ever for sailing in the Club and, of course, he would be the first to say that he has had help from a terrific team. He has proposed Michael Webster to follow him, who has considerable sailing and yacht club experience. Michael stamped his mark on the racing membership by persuading, or coercing, more than 30 yacht owners to convert to the IRC handicap system. He was co-opted onto the General Committee at the end of the season and has already played a significant role in the planning of an extensive programme for 2017 with even more racing than before.

I referred above to the Special Interest Groups and it would be remiss of me not to mention the popularity of Ladies Afloat which continues to build its reputation, not only as sailors, but also as organisers of events and providers of cakes. Boys in Boats, with its slightly less formal approach, continued to enjoy a wide variety of members' boats on Tuesday mornings when not participating in other programmed activities such as the relaunching, rigging and storing of our fleet of dinghies.

The organisation and maintenance of our pontoons, moorings and fleet of boats is essential for our sailing activities but is very easy to take for granted. Our Bosun, Paul Hodge, and Mike Brown our Moorings Officer make a great team that has kept these facilities working well throughout a very busy year. My thanks to both of them and to the others who help them with the 'pontoon ballet'.

A record twenty-five boats, including two classic lifeboats, joined the cruise to Guernsey in early June. This was followed during the year by several mini-cruises along the Devon coast organised by the Cruising section. The Tuesday evening Adult Dinghy Racing was not so well supported last year but continued to make use of the RS Vision dinghies.

Junior Sailing had another bumper year. It is always a wonderful sight to see the host of colourful sails in the estuary on Saturday mornings. This was once again oversubscribed as was the Junior Sailing Week. The Points series was popular even though this was the one activity that experienced some very fierce weather. The RS Tera dinghy has proved to be a huge success and we now have eighteen and still more could be filled. Race training in them on Saturday afternoons and for some throughout the winter is developing more future champions from the Royal Dart. However, Junior Sailing is not only fun for the kids. It takes at least the same number of adults to organise, run and support all these activities, which in itself provides a splendid social activity at the Club and on the whole a very warm sense of satisfaction to see the youngsters developing and enjoying themselves.

Whilst on the subject of young sailors, it was particularly pleasing that, in addition to all the special events we enjoyed last season, we were able to sponsor ten local young people to sail on Provident in the Association of Small Training Ships race from Dartmouth to Gosport. Thanks to the generosity of members it was a huge success and truly a life-changing experience for some who would not otherwise have had such an opportunity.

In 2016 we also established the Royal Dart Youth Sailing Trust (RDYST) through a considerable effort by Nicky Lee. It is sad that so many young people living close to the sea never have the chance to try sailing. This is a charity which aims to provide support for young people in South Devon to sail and it has already begun to do so. Hopefully the trustees, the majority of whom are Club members, will be able to continue this but it will depend, once again, on the generosity of members.

Catering and Social

We were thrown into confusion on the domestic front at the start of 2016 with the resignation of both our House Manager and Bar Supervisor. As is quite often the case it turned out well with the recruitment of a new House Manager, Julie Graham. She was plunged into what was probably the busiest year ever in the history of the Club but her 'can-do, will-do' approach, together with her personal skills, saw us through. She is very much part of the team now and increasingly taking on responsibilities which we have previously had to rely on volunteers to cope with.

Our thanks must also go to the Social Committee, which organised and supported most of the in-house events during the year and, of course, to the Grand Gala Committee.

Premises

The ongoing project to create a proposal to develop the Club premises was presented to those members who attended the AGM last year. Following this, a document was produced and sent to all members which included architect's plans, drawings and a questionnaire. The professional estimate for the total cost exceeded one million pounds and, although the proposal was broken down into two parts which could be carried out separately, the response to the questionnaire indicated that the majority of members did not have a wish to fund either part and so it has been shelved for the time being. Nevertheless we do owe a great debt of thanks to our Premises Officer, Peter Fairhurst, for the hundreds of hours he spent producing plans, drawings and costings and to the other members of the Premises Development Committee for all the work they did on our behalf.

Whilst consideration of a possible major development was ongoing, improvements to the premises and some renovations were put on hold. Nevertheless essential work was still necessary and this included repairs to the sea wall below the corner of the terrace; the rehangng of the main gates and, most importantly, the provision of extra facilities for storing and cooling of champagne and wine for the Grand Gala! The continuous demands of health and safety regulations and equipment emergencies continued to keep Peter busy throughout the year. He has virtually lived at the Club during this January and February to manage a catch up programme of maintenance works in the

dining room, bar, storage areas and kitchen. He has now decided, after five years as our Premises Officer to step down. It will be very difficult to replace him but we will find a solution and meanwhile we thank him for his dedication in looking after our clubhouse and premises.

Membership

Many members continued to take an active part in organising and running Club activities, generously giving their time and expertise. Without this the Club could not survive. 2016 ended with 1069 members, which was about the same level as the previous year. 60 of them are new members who we warmly welcome and hope to see often enjoying Club events and activities.

The 2016 RYA Club Membership Census shows that we are one of the larger clubs. Only 6% of the 800 clubs surveyed had more than 1,000 members and the 'churn' rate on average is 8.5% compared with ours at 6%.

The future of the Club depends on maintaining and, if possible, increasing membership and the General Committee is often considering ways of doing this. Good relationships with our local marinas, the harbour authorities and the media are, we believe, important but promoting popular activities and facilities is, of course, the best way of attracting new members. Ladies Afloat, Junior Sailing and, of course, racing have been particularly successful in this. We are now looking at ways of attracting more motor boat owners who could also provide extra support for sailing activities.

Administration

It is all too easy to take for granted the hundreds of administrative tasks which need to be completed to keep a club running properly, legally and safely. The requirements imposed on the Club are ever increasing and we are, therefore, most fortunate to have Ed Tomlinson as our Hon. Secretary who is exceptionally diligent and competent. Among many other things, he has, this year, renegotiated our insurance cover; updated our procedures for the loan of dinghies to juniors and established a staff pension fund in accordance with the new Workplace Pensions legislation.

Risk management reviews are undertaken at each level of organised activity together with an overall annual review by the General Committee. This was undertaken and updated in 2016 and again at the beginning of 2017 and has been presented to the Accounts Review Committee.

The Club is also aware of the need to communicate with the media and recognises that this could occur as a result of difficult circumstances. We, therefore, have a Media Action Plan which provides guidance for members who have to deal with the media in such circumstances. This has been reviewed and updated in 2016.

We are incredibly dependent on and grateful for our secretarial team of Melinda and Suzanne. I often wonder how they continue to do in such a pleasant and friendly way all we ask of them. In 2016 they not only dealt with the extra burden imposed by the 150th events but also obtained two new hips for Melinda! They have an excellent working relationship with Julie who has also created a terrific team of bar and catering staff. The success of this has led the General Committee to revise the Club Regulation concerning staff gratuities, which will be put to the AGM for approval.

Finance

The Accounts, which follow this report, show a surplus of income over expenditure for 2016 of £34,588, almost twice that for 2015 and well ahead of the budget for the year of £23,900. This pleasing result reflects an increase in membership income and a substantial improvement in the bar and catering income.

As usual we provided for the costs of repairs and maintenance to the club house carried out during the winter closure. These were greater than usual as maintenance work had been put on hold pending the outcome of the premises development consultation.

The Club incurred £7,576 of expenditure on the premises development proposals in 2016 making a total of £11,775 to date. This expenditure has not, however, been entirely abortive as the Club now has essential survey information and plans of the premises which will continue to be useful.

The Club remains soundly financed with increasing cash balances. In part this is because of deferred maintenance expenditure but also because capital expenditure has been limited to essentials for the second consecutive year. The Club is now looking to build up its reserves over the medium term and is budgeting a surplus of income over expenditure for 2017 of £21,500. Although this is not a substantial surplus it should be sufficient to maintain the Club's financial security.

As an accountant myself, I am well aware of the amount of detailed work necessary to keep the books and finances in good order and to provide regular and reliable financial information. We are, therefore, very lucky to have Martin Poole as our Hon. Treasurer very ably supported by Philip Laud both of whom have once again done an outstanding job for the Club.

Communications

My Vice-Commodore, Tony Swainston, has been a tower of strength and support to me this year and has continued to take responsibility for a range of information technology and communication matters. He has overseen the introduction of fast broadband; a migration of our computer systems to Microsoft 365; the development and use of our Facebook page as well as the continued update of our website and the publication of Masthead.

One of the things I had been determined to achieve during my time as Commodore was an update to the recorded history of the Club. This was a big task, which Michael Stevens, a resident of Kingswear, very kindly volunteered to help with. He conducted his research throughout the last year and although it is not yet finalised I intend to see it published in 2017.

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The last of my three years as Commodore has been the most enjoyable and rewarding. As I said at the beginning of this report, it has been "a very good year," which culminated in the wonderful surprise of the Club winning the Sailing Today magazine "Yacht Club of the Year" award for 2016.

I have been most fortunate to have been supported by a great group of members on the General Committee, most of whom have on occasions said that they have actually enjoyed our meetings! Change is unavoidable and we are going to see a new team in place after this AGM. Please seriously consider volunteering to help your Club. We always need more as there is still plenty to do.

Finally, my thanks to all of you who have supported the functions and activities during my time as Commodore and encouraged me to do what I could to continue to make it the best place on the Dart to make friends, meet friends and have fun.

Clive Bennett
Commodore

Royal Dart Yacht Club

Income and Expenditure Account for the Year ended 31st December 2016

	Notes	2016		2015	
		£	£	£	£
INCOME					
Membership					
Entrance Fees			3,600		4,700
Subscriptions			163,278		149,971
Moorings & Storage			40,184		41,315
			<u>207,062</u>		<u>195,986</u>
Bar & Catering income (net)	2		-810		-14,604
Junior Sailing	3		9,533		12,371
Training	4		1,403		1,701
Other income	5		9,104		9,253
Interest Receivable			1,584		1,935
Total Income			<u>227,876</u>		<u>206,642</u>
EXPENDITURE					
Premises					
Repairs and maintenance		35,101		26,109	
Marquee costs		1,153		1,247	
Utilities		20,490		19,899	
			<u>56,744</u>		<u>47,255</u>
Moorings, pontoons & launches					
Bosun general duties		1,205		890	
Moorings and harbour dues		14,112		20,865	
Pontoons		1,934		1,220	
Launches		8,907		9,512	
			<u>26,158</u>		<u>32,487</u>
Sailing					
Racing		1,858		1,722	
Club dinghies - Visions		245		1,239	
Special interest groups	6	-233		-469	
			<u>1,870</u>		<u>2,492</u>
Members services					
Masthead	7	4,363		2,733	
Regatta expenses		2,303		2,089	
Functions & hospitality		2,467		2,450	
Publications & periodicals		510		553	
Advertising facilities		3,167		935	
150th promotion and event costs		2,891		0	
Other		440		213	
			<u>16,141</u>		<u>8,973</u>
Administration					
Staff costs	8	26,790		26,069	
Office running costs	9	11,927		16,934	
			<u>38,717</u>		<u>43,003</u>
Insurance					
			9,813		9,300
Finance & professional	10		16,651		13,299
Depreciation			22,887		21,708
Loss on sale of fixed assets			1,145		262
Corporation tax			1,518		1,385
Irrecoverable VAT	11		1,644		8,917
Total Expenditure			<u>193,288</u>		<u>189,081</u>
EXCESS OF INCOME OVER EXPENDITURE			<u>£34,588</u>		<u>£17,561</u>

Royal Dart Yacht Club
Balance Sheet at 31st December 2016

	Notes	2016		2015	
		£	£	£	£
FIXED ASSETS					
Tangible Assets	12		287,562		296,707
CURRENT ASSETS					
Stocks		10,695		10,109	
Debtors	13	9,830		9,691	
Bank - current accounts		89,880		48,002	
Bank - deposits and bonds	14	282,656		227,542	
Cash in hand		924		1,911	
		<u>393,985</u>		<u>297,255</u>	
CREDITORS					
Amounts falling due within one year	15	<u>157,495</u>		<u>104,498</u>	
NET CURRENT ASSETS			<u>236,490</u>		<u>192,757</u>
TOTAL NET ASSETS			<u><u>£524,052</u></u>		<u><u>£489,464</u></u>
FUNDS EMPLOYED					
Members funds brought forward			489,464		471,903
Surplus for the year			<u>34,588</u>		<u>17,561</u>
TOTAL MEMBERS FUNDS			<u><u>£524,052</u></u>		<u><u>£489,464</u></u>

C. F. Bennett, Commodore
9th March 2017

M. A. Poole, Treasurer

REPORT OF THE EXAMINING COMMITTEE TO THE MEMBERS

The Committee have examined the books and records of the Club and obtained all the information and explanations required to satisfy ourselves that the accounts have been maintained in a well ordered fashion. Proper books and records have been kept and appropriate controls exist. The attached financial statements give an accurate record of the Income and Expenditure for the year ended 31st December 2016 and of the state of affairs of the Club at that date.

A. Paramore, A. Lee and P Osborne
9th March 2017

Royal Dart Yacht Club

Notes to the Financial Statements for the year ended 31st December 2016

1 ACCOUNTING POLICIES

Accounting convention

The financial statements have been prepared under the historical cost convention

Tangible fixed assets

Depreciation is provided at the following rates in order to write off each asset over its estimated useful life:

Premises	Additions since 2000 are written off over 50 years
Pontoons	Over 20 years
Furniture, fixtures & fittings	Over 10 years
Kitchen equipment	Over 7 years
Other equipment	Over 5 years
Launches	Over 7 years
Dinghies	Over 5 years

Allocation of Overheads

Directly related expenditure has been allocated to the relevant trading or special interest group activity. There has been no allocation of premises costs, harbour dues, launch and dinghy costs, depreciation, salaries, other general overheads or the irrecoverable VAT.

2 BAR & CATERING INCOME

	2016		2015	
	£	£	£	£
Bar income	93,959		85,756	
Less direct costs	<u>40,171</u>		<u>39,070</u>	
Gross profit		53,788		46,686
Catering income	76,852		74,936	
Less direct costs including contract caterers	<u>32,268</u>		<u>31,937</u>	
Gross profit		44,584		42,999
Total contribution		<u>98,372</u>		<u>89,685</u>
Indirect costs	9,402		8,823	
Staff wages	<u>89,780</u>		<u>95,466</u>	
Net contribution from bar and catering		<u>99,182</u>		<u>104,289</u>
		<u>-810</u>		<u>-14,604</u>

3 JUNIOR SAILING

	2016		2015	
	£	£	£	£
Junior Sailing				
Income	8,976		8,860	
Less expenses	<u>6,408</u>		<u>3,099</u>	
		2,568		5,761
Junior Sailing Week				
Income	10,500		8,558	
Direct expenses	<u>3,535</u>		<u>1,948</u>	
Gross surplus		<u>6,965</u>		<u>6,610</u>
		<u>9,533</u>		<u>12,371</u>

The gross surplus for Junior Sailing is approximately the same as the annual maintenance and depreciation costs of dinghies and an appropriate share of the costs of safety boats etc. Therefore prior to any allocation of premises costs or general overheads this activity broadly breaks even.

4 TRAINING

	2016		2015	
	£	£	£	£
Income	4,558		7,397	
Less expenses	<u>3,155</u>		<u>5,696</u>	
		<u>1,403</u>		<u>1,701</u>

5 OTHER INCOME

	2016		2015	
	£	£	£	£
Sailing events	1,897			0
Merchandise sales (net)	689			400
Members cards	355			356
Cottage rent	6,000			6,000
Other	<u>163</u>		<u>2,497</u>	
		<u>9,104</u>		<u>9,253</u>

6 SPECIAL INTEREST GROUPS

	2016		2015	
	£	£	£	£
Cruising	20			0
Boys in Boats/Other	0			24
Ladies Afloat	<u>-253</u>		<u>-493</u>	
		<u>-233</u>		<u>-469</u>

Royal Dart Yacht Club

Notes to the Financial Statements for the year ended 31st December 2016

	2016	2015
	£	£
7 MASTHEAD		
Income	2,843	2,830
Less expenses	<u>7,206</u>	<u>5,563</u>
	<u>4,363</u>	<u>2,733</u>
8 STAFF COSTS		
	2016	2015
	£	£
Secretarial	26,184	25,088
Staff advertising	343	0
Travel & other	<u>263</u>	<u>981</u>
	<u>26,790</u>	<u>26,069</u>
9 OFFICE RUNNING COSTS		
	2016	2015
	£	£
IT support & software	2,193	3,962
Club licences	470	530
Miscellaneous expenses	506	731
Officers' expenses	10	45
Postage	2,677	3,587
Printing & stationery	2,422	4,776
RYA & other subscriptions	797	787
Telephone & internet	<u>2,852</u>	<u>2,516</u>
	<u>11,927</u>	<u>16,934</u>
10 FINANCE & PROFESSIONAL		
	2016	2015
	£	£
Bank & credit card charges	3,315	3,316
Accountancy	5,760	5,284
Legal	0	500
Professional costs re premises	<u>7,576</u>	<u>4,199</u>
	<u>16,651</u>	<u>13,299</u>

11 IRRECOVERABLE VAT

Irrecoverable VAT includes an estimated amount of VAT which would not be reclaimable should the Club's exempt input tax under the partial exemption rules be more than the de minimus allowed for the year to 31st March 2017 (currently £7,500).

The net charge in 2016 of £1,644 is the charge which is calculated will be payable for the nine months to 31st December 2016 of £7,092 less the amount recovered for the year to 31st March 2016 of £5,448.

12 TANGIBLE FIXED ASSETS

	Premises	Furniture, fixtures & equipment	Launches, dinghies & pontoons	Total
	£	£	£	£
COST OR VALUATION				
At 31st December 2015	248,345	155,869	188,748	592,962
Additions	0	7,852	7,105	14,957
Disposals	<u>0</u>	<u>2,771</u>	<u>0</u>	<u>2,771</u>
At 31st December 2016	<u>248,345</u>	<u>160,950</u>	<u>195,853</u>	<u>605,148</u>
DEPRECIATION				
At 31st December 2015	41,090	127,950	127,215	296,255
Charge for the period	2,882	10,050	9,955	22,887
Disposals	<u>0</u>	<u>1,556</u>	<u>0</u>	<u>1,556</u>
At 31st December 2016	<u>43,972</u>	<u>136,444</u>	<u>137,170</u>	<u>317,586</u>
NET BOOK VALUE				
At 31st December 2015	<u>207,255</u>	<u>27,919</u>	<u>61,533</u>	<u>296,707</u>
At 31st December 2016	<u>204,373</u>	<u>24,506</u>	<u>58,683</u>	<u>287,562</u>

13 DEBTORS

	2016	2015
	£	£
Other debtors	6,618	1,360
Prepayments	<u>3,212</u>	<u>8,331</u>
	<u>9,830</u>	<u>9,691</u>

14 BANK DEPOSITS & BONDS

	2016	2015
	£	£
NatWest bonus saver account	1,063	1,062
Santander business bond (matured)	51,274	51,161
Julian Hodge Bank	50,000	50,000
NatWest business reserve	319	319
Scottish Widows 7 day account	<u>180,000</u>	<u>125,000</u>
	<u>282,656</u>	<u>227,542</u>

Royal Dart Yacht Club**Notes to the Financial Statements for the year ended 31st December 2016****15 CREDITORS**

Amounts falling due within one year

	2016	2015
	£	£
Trade creditors	8,438	8,592
Prepaid subscriptions and moorings	83,450	46,671
Bonds to be repaid	1,380	1,380
Value Added Tax	5,858	6,625
PAYE & NIC	1,122	1,976
Sundry creditors	24,005	21,154
Accruals	33,242	18,100
	<u>157,495</u>	<u>104,498</u>

RECIPROCAL CLUBS

The Club has reciprocal arrangements with the Clubs listed below.
When members visit these Clubs, it is suggested that they present
their Membership cards.

Aberdeen Boat Club, Hong Kong
Bruxelles Royal Yacht Club
Changi Sailing Club
Howth Yacht Club, Ireland
Penang Yacht Club
Republic of Singapore Yacht Club
Royal Brighton Yacht Club, Australia
Royal Canadian Yacht Club
Royal Cape Yacht Club, South Africa
Royal Cork Yacht Club
Royal Cornwall Yacht Club
Royal Dorset Yacht Club
Royal Fowey Yacht Club
Royal Hong Kong Yacht Club
Royal Lymington Yacht Club
Royal Melbourne Yacht Squadron, Australia
Royal Motor Yacht Club
Royal Naval & Royal Albert Yacht Club
Royal Norfolk and Suffolk Yacht Club
Royal Northern & Clyde Yacht Club
Royal Port Nicholson Yacht Club, New Zealand
Royal Solent Yacht Club
Royal Southampton Yacht Club
Royal Southern Yacht Club
Royal Thames Yacht Club
Royal Western Yacht Club
Royal Prince Alfred Yacht Club, Newport Australia
Royal Varuna Yacht Club, Thailand
Seattle Yacht Club, USA
The World Yacht Club