



ANNUAL REPORT

2011 / 2012



PRINCIPAL PARTNER



Australian Government
Australian Sports Commission

CONTENTS //

PAGE SECTION

2 **PRESIDENT'S REPORT //**

4 **CEO'S REPORT //**

6 **MESSAGE FROM THE AUSTRALIAN
SPORTS COMMISSION //**

10 **KEY OPERATIONS AND
ACHIEVEMENTS //**

12	Sport Development
16	Education and Training
20	Sport Services

26 **HIGH PERFORMANCE //**

32	High Performance Pathway
34	Australian Olympic Committee Funding Support
35	Australian Paralympic Committee Funding Support
36	Partners and Sponsors

38 **MANAGEMENT AND
GOVERNANCE //**

46 **LONDON 2012
OLYMPIC GAMES //**

50 **LONDON 2012
PARALYMPIC GAMES //**

54 **ATTACHMENTS //**

58 **FINANCIAL REPORT //**





President's Report



David Gotze
President – Yachting Australia

It gives me great pleasure to provide my second report as President of Yachting Australia. The past year has been extraordinarily busy and memorable!

Olympic Games

I had the great privilege in August 2012 to be in the UK to witness the remarkable performance of our athletes on the waters off Weymouth. Our team's result of three Gold medals and one Silver medal at the Olympic Games is the best performance ever by an Australian sailing team and established Australia as the leading nation in the sailing medal tally at the 2012 London Olympic Games. Sailing was also the best performing sport for Australia at the Olympic Games. The Gold medal won by our Paralympic athletes capped off an extremely successful four weeks for Australian sailing.

The timing of our victories and the performances of the rest of the Australian Olympic Team placed us under a media spotlight as never before. The profile of the sport of sailing in Australia has rarely been higher.

Yet it was the way in which all of our athletes handled themselves, both on and off the water, that really stood out. They were articulate and natural and were perceived as humble and gracious every time they were interviewed. I have had many comments since returning to Australia and most touch on the quality of the young people in our team. We should all be very proud and we surely could not ask for better role models than those who represented our sport at the Olympic and Paralympic Games.

You will have seen many media reports, especially on breakfast television, from the Cove House Inn, the pub we 'adopted' in Weymouth. This was an inspired decision and worked for us at many levels. It provided a base for the many family and friends of our team that made the trip to Weymouth and where our athletes could mingle and celebrate after the medal ceremonies. Many journalists mixed with our athletes and through countless interviews got to know more about our sport. On the day Tom Slingsby won his Gold medal, no fewer than eleven television crews were at the pub awaiting his arrival.

We were greatly honoured during the competitions by visits from Senator the Honourable Kate Lundy, our Minister for Sport, and John Lee, Commissioner of the Australian Sports Commission and the CEO of the Tourism and Transport Forum.

During my time in Weymouth I spent considerable time in the company of our immediate past President Andrew Plympton, current chair of our High Performance Advisory Group. Andrew was instrumental in establishing the Australian Sailing Team and initiated many of the essential measures required for success at the Beijing and London Olympics. Andrew is now a Commissioner of the Australian Sports Commission and a member of the Board of the Australian Olympic Committee, and he still keeps a keen eye on us all.

Participation

I have been very encouraged by the work we have been able to do towards building participation and membership. The market research conducted looked at the public perception of sailing and barriers to entry and has been very valuable in shaping our plans for initiatives under the Discover Sailing program. We are grateful to the Australian Sports Commission for generously funding this research. We now have a coherent plan in place with clearly identified Key Performance Indicators and accountabilities.

The challenge that we all now face collectively is in leveraging the increased awareness of sailing, resulting from the profile achieved during the Olympic Games, to encourage people into active participation. The initial feedback is positive. Clubs are reporting heightened interest in junior and 'learn to sail' activities.

Governance

The Board has spent a considerable amount of time this year making sure that our governance arrangements are appropriate for the nature, size and scope of our activities. It is our strongly held view that the governance and management of national sporting organisations will come under increasing scrutiny over the next few years. Whilst we are currently recognised as a leading national sporting organisation, we aim to have in place a system and culture of continuous improvement to ensure that everything we do conforms with accepted 'best practice'.

Last year, the Board recommended a number of changes to the Yachting Australia constitution. The Annual General Meeting supported those changes which included the creation of the position of Vice President, setting a maximum term for directors and authorising the Board to approve the annual budget. During this last year we have also established some oversight 'governance' committees covering audit and risk, finance and planning, and remuneration. In May 2012, members of the Board attended a governance workshop. A governance action plan has been agreed and a new set of governance policies is under development. More details are provided under the 'Management and Governance' section of this Annual Report.

There have been a number of informal meetings with the Presidents of Member Yachting Associations. At one of those meetings, a revised affiliation fee arrangement covering the next three years was agreed. Relationships within our Federation have continued to improve. Cooperation and communication are essential if we are to all work together for the benefit of the sport.

Strategy

Following the governance workshop, matters of strategy have been identified as the most important priority. We have begun to develop a new strategic plan for the period of 2013 to 2017. The Board looks forward to working with the Member Yachting Associations on this issue and, in particular, on improving alignment of agreed strategies at national, state and club levels. We recognise that this will be a significant and time consuming but ultimately rewarding challenge.

Safety

Safety continues to be a high priority for the Board of Yachting Australia. We were therefore very pleased to welcome Chris Oxenbould during the past year as incoming Chair of the National Safety Committee (NSC). The Board congratulates the work of the NSC and the many state safety committees and working groups that have contributed to the revised Special Regulations and Blue Book due to be released next year. We are proud to report that the new special regulations will for the first time be made available electronically and free of charge.

ISAF

In early November 2012, the ISAF elections which are held every four years will take place in Dublin. Long-serving fellow Yachting Australia Board member David Kellett, a member of the ISAF Executive and its current Treasurer, is standing for the position of President. We wish him and all our nominees for other positions every success.

In Conclusion

I would especially like to acknowledge the work of my colleagues on the Board, the Presidents of the Member Yachting Associations and the staff of Yachting Australia. The commitment required from everyone has been greater than perhaps ever before, given the significant scope and pace of change taking place in Yachting Australia on top of the 'normal' business of the organisation and in this, an Olympic year. I also thank the countless volunteers serving on Yachting Australia committees, and in Member Yachting Associations and Clubs.

Finally, I take this opportunity to warmly thank our sponsors and patrons, and our biggest supporter, the Australian Government, for its unwavering support of our sport through the Australian Sports Commission and the Australian Institute of Sport.

We can all be proud of being part of a great Australian Sailing Team.



David Gotze

CEO's Report



Phil Jones
CEO – Yachting Australia

Summary

This has been a very busy, challenging and exciting year for the organisation.

I reported last year that Yachting Australia had been successful in securing participation funding from the Australian Sports Commission to support a series of important participation initiatives identified in our Strategic Plan, 2009-2013. The funding was for an initial period of three years.

To maximise the opportunity presented by this new participation funding, Yachting Australia has undertaken a significant management restructure during the last 12 months. The changes have included:

- > The recruitment of Ross Kilborn, formally CEO of Yachting Victoria, as Sport Development Director, to head up the Sport Development and Member Services area
- > The departure of Training Manager, Chris Kameen and the recruitment of Nicola Tyre to the revised role of Education and Training Manager and the recruitment of Dr Daisy Brook as the Participation Manager
- > The redundancy of Alastair Snell, General Manager, and recruitment of Kristy Costello, a qualified CPA, to the role of Finance and Corporate Services Manager (now on maternity leave and replaced by Greg McFadden).

My special thanks to both Alastair Snell and Chris Kameen for their enormous contribution to Yachting Australia. We wish them both well in their future endeavours.

Consistent with and reflecting the change in structure, a new and more transparent financial reporting system has been introduced, a Finance and Planning Committee constituted, the Terms of Reference of the Audit and Risk Committee completely revised, and a Selection, Review and Remuneration Committee established.

Ross Kilborn, who joined the organisation in July 2011, and his team have had a very busy year. Working closely with the State Associations, a Sports Development Plan for the period 2011-14 has been developed. The Plan, approved in December 2011, has as its core objectives the expanding of services to members and increasing participation. The Plan includes clear definitions of:

- > Objectives, Actions and Priorities for the plan period
- > Yachting Australia's role in developing Programs and Policies, and the role of the States, in both providing input to these, and working with clubs to implement them
- > Key Performance Indicators, based on State input, for increasing membership, training, officiating and participation

Pleasingly, with roles and responsibilities more clearly defined in some key areas, we have seen a considerable improvement in the collaboration between Yachting Australia and its various state associations. There is now commitment to move together to the next stage, with great alignment of our longer-term plans for the sport in the future. I look forward to working with all concerned to build on the foundations that have now been laid.



Victor Kovalenko was recognised for his contribution to sailing in the Queen's Birthday Honours List with an Order of Australia. PHOTO. onEdition.

December 2011 saw the ISAF World Sailing Championship take place in Perth, Western Australia. Whilst the conditions were not entirely as predicted, Perth 2011 delivered a great event, some very competitive sailing and fantastic images. Especially pleasing was the work done on the broadcasting of the event, some of it live, to homes in Australia and around the world.

The performance for the home team was exceptional, securing three Gold Medals to take out the IOC President's Cup, and many other promising results.

Whilst the Olympic and Paralympic Games fell outside the period addressed by this report, we have decided that we can't wait until next year to report on the remarkable results achieved by our sailors in Weymouth. Peter Conde and his entire team deserve great credit of their efforts in returning our best results ever. I can only echo the views of the President in commending the entire team on the way they conducted themselves both on and off the water. They are a credit to themselves, to our sport and to Australia.

I would also like to congratulate our Head Coach, Victor Kovalenko, in being acknowledged in the Queen's Birthday Honours List with an Order of Australia. The honour is fitting recognition of the great contribution that Victor has made to sailing in Australia. We are indeed fortunate to have Victor on the team.

Finally, I would like to acknowledge all the extraordinary staff at Yachting Australia. Once again I have asked the team to deliver more in many areas of the business, always with very limited resources. The restructuring we have undertaken has inevitably caused some disruption. Any organisation is only as good as the people that contribute to it and sailing in Australia is very fortunate to have such a hard working, talented and committed group of people involved.

Yours in Sport

Phil Jones

MESSAGE FROM THE AUSTRALIAN SPORTS COMMISSION //



The Australian Government is committed to getting more Australians participating and excelling in sport. Sport not only inspires and unites us as a nation, it also motivates us to get involved and active.

Mr David Gallop

Acting Chairman

Board of the Australian Sports Commission

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Message from the Australian Sports Commission



Mr David Gallop
Acting Chairman
Board of the Australian Sports Commission

The Australian Government is committed to getting more Australians participating and excelling in sport. Sport not only inspires and unites us as a nation, it also motivates us to get involved and active.

The staging of the Olympic and Paralympic Games is an exciting time for all Australians, and highlights the substantial contribution of sport to our community, from athletes competing at the Games to those involved in weekend club competition and social play, as well as parents and volunteers.

Australia's performance at the London Olympic and Paralympic Games is the culmination of extensive long-term efforts across the Australian high performance system. Following the Games, there will be opportunities to celebrate the successes and critically review our next steps to ensure we focus and align our efforts to deliver the best possible results in the next Olympic and Paralympic cycle.

It is two years since the Australian Government delivered its new vision for sport in 'Australian Sport: The Pathway to Success' and substantially increased ongoing funding to the Australian Sports Commission. Since then, we have focused on implementing our new plans, delivering key programs, supporting national sporting organisations (NSOs) to deliver participation and high performance outcomes (as well as building their capacity), and building collaboration, alignment and effectiveness within the Australian sport sector.

The announcement in the May 2012 Budget of the continuation of the Active After-school Communities program will ensure we carry on providing primary school-aged children with a positive introduction to sport. We will continue working with sporting organisations at all levels to ensure the program provides maximum value to sports and supports the transition of program participants into local clubs.

Linked to the London Olympic and Paralympic Games, the Prime Minister's Olympic and Paralympic Challenges will encourage and inspire children to participate in sport and to get active, have fun and earn rewards. This initiative, as well as participation funding programs delivered by NSOs, continues the Australian Government's commitment to ensuring more people can access sport and all the benefits it provides.

The support received from the Australian Government for Australian sport is essential and plays an integral role in connecting our young sporting participants with their dreams of podium success in the future.

This is an exciting and challenging time for Australian sport. The Australian Sports Commission looks forward to working with sporting organisations, state and territory institutes and academies of sport, and state and territory departments of sport and recreation, to promote access to, and participation in, sport across the community, and supporting Australia's continued sporting success.



Australian Government
Australian Sports Commission

WINNING PARTNERSHIP



The Australian Sports Commission proudly supports Yachting Australia

The Australian Sports Commission is the Australian Government agency that develops, supports and invests in sport at all levels in Australia. Yachting Australia has worked closely with the Australian Sports Commission to develop sailing from community participation to high-level performance.

Yachting Australia is one of many national sporting organisations that has formed a winning partnership with the Australian Sports Commission to develop its sport in Australia.

AUSTRALIAN SPORTS COMMISSION

ausport.gov.au

KEY OPERATIONS AND ACHIEVEMENTS //





PHOTO. Alex McKinnon

KEY OPERATIONS AND ACHIEVEMENTS

Sport Development

STRATEGIC PRIORITIES

GROW INTEREST & PARTICIPATION

Promote interest in all forms of sailing and boating and ensure that appropriate opportunities exist for growing participation as interest increases, particularly amongst the young and older-aged people.

BUILD SPORT CAPABILITY

Further the delivery of sailing and boating through Yacht Clubs, providing programs and resources to support the role of the club and its members, staff and volunteers and build the capacity of MYAs and Yachting Australia to enhance the services available.

KEY HIGHLIGHTS

- > Appointment of Dr Daisy Brooke, responsible for many participation initiatives in Victoria, as Yachting Australia Participation Manager
- > Meeting the expectations of the Australian Sports Commission for the first year of funding under the Pathways to Success (Participation) Initiative, successfully:
 - Rolling out Tackers as the preferred National Junior Program, with all States signing up
 - Agreeing and implementing priorities for the Sailability Program
 - Developing and launching the Discover Sailing Program
- > Securing additional support from the Australian Sports Commission for significant market research, conducted by leading sports and entertainment consultancy, *gemba*, providing Clubs with actionable insights into increasing participation and membership
- > Significant consultation with the Australian Maritime Safety Authority regarding the introduction of the new National Legislation and Regulation for Commercial Vessels

PARTICIPATION

gemba Report

In August 2011 the Australian Sports Commission appointed market research and marketing consultancy *gemba* to undertake a detailed research project into sailing and the barriers to entry. The research enabled Yachting Australia to take an evidence-based approach to the development of an entry brand and program for sailing.

The *gemba* Report was made available to Clubs, both in full and a brief summary, through the Yachting Australia website.

Yachting Australia has used the information in the report to overhaul the presentation of some of its existing programs such as "Training" and build new programs like "Discover Sailing." The real value of the report is in the information it contains for Clubs to help them increase membership through their own initiatives. The checklist of key considerations for Clubs arising from the research is:

- > Improve the image of Clubs – make them more welcoming and inclusive
- > Help reduce the entry costs – provide club boats for example, and promote crewing opportunities
- > Help reduce the initial commitment – for example introductory, flexible, concessional membership
- > Increase the emphasis on relaxed social racing – rather than just competition
- > Reduce the time commitment – shorter forms of participation are what a time poor community wants
- > Improve the information and communication – make information more available and appropriate to newcomers and make sure the Pathways are clear

The Report recommends that Clubs talk about the attractive attributes of the sport – sailing is adventurous, responsible, friendly and fun – in any communication with potential sailors.



1–4. Club activities across Australia.

Discover Sailing

Discover Sailing provides an overarching framework within which sits core programs and a number of initiatives aimed at stimulating participation growth. Work on Discover Sailing during the year has included:

- > Development and design of a brand and key messages
- > Launch of a new website specifically to guide interested people into sailing www.discoversailing.org.au
- > Re-presentation of 'Go' and 'Come' sailing days as Discover Sailing Days
- > Creation of Discover Sailing Experiences
- > Re-presentation of, and alignment with, the Sailing Pathway, of Dinghy and Keel Boat Courses to be delivered at Discover Sailing Centres (formerly Yachting Australia Training Centres)
- > Creation of a range of promotional materials to be used by clubs, available from the online shop
- > Creation of a range of explanatory resources and materials to assist clubs, available on the Yachting Australia website

Alongside Tackers, Sailability and the re-branding of Learn to Sail programs, Discover Sailing encourages greater use of crewing and sailing holidays as pathways into the sport. Club open days are to be branded and developed as Discover Sailing Days and a new Program that bridges the gap between Discover Sailing Days and Discover Sailing Courses – Discover Sailing Experience – has been introduced.



Adopted nationally by all State Associations, the Discover Sailing Program provides an opportunity to significantly increase the number of people entering the sport. The Program recognises the importance of volunteers in the delivery of the Program. To support this Yachting Australia has produced resources available online to assist Clubs in local implementation.

Sailability

With the support of the Australian Sports Commission, Yachting Australia has been able to commit resources to improving the inclusion of people of all-abilities in sailing by providing plans, policies, and a program that can be delivered through Clubs. The historical success of Sailability has been consolidated to focus on building further partnerships with Clubs, so that people of all-abilities can be part of all Club activities. The Sailability Australia Committee has outlined priorities to achieve this as:

- > Improve online presence
- > Increase communication between Yachting Australia and the States and between States
- > Increase participation of people of all-abilities in courses at Accredited Discover Sailing Centres
- > Consistent National Pathway from participation to performance
- > Heighten awareness in the club network (members, officials, instructors) of inclusion
- > Increase the number of registered yacht club members of all-abilities
- > Increase volunteer attraction, training, and retention
- > Measure participation to evaluate the success of the Program



1-3. Sailability Australia.

The Discover Sailing website, with Sailability as a core component, has provided an online resource. The ongoing development of the website will ensure that the sport continues to build on its strength as one of the most inclusive sports in Australia.

Sailability has moved from an area within 'Sport Services' to being a Program within the 'Participation' area of Yachting Australia. The development of the Discover Sailing Program seeks to consider how to facilitate participation by people of all-abilities into all club activities.

As Sailability remains a volunteer driven Program, the focus of 2011/2012 has been to better connect and communicate with existing volunteers. The importance of database management of volunteers has become more apparent and each State Representative on the Sailability Australia Committee is working to improve the connection between them and the volunteers in their State.

The training and recognition of volunteers has been identified as important in the enhancement of the delivery of Programs to participants and the transition of participants to a broader range of club activities. In 2013 there will be a national conference for Sailability to bring together volunteers from all States to engage in communication, education, and development sessions.

With regard to Key Performance Indicators, the measurement of the levels of participation in Sailability by both sailors and volunteers is a key objective for the next two years.



Tackers

The success of Tackers is important for the short-term improvement in Club membership and the long-term health of sailing:

- > Research confirms that most people who sail had an enjoyable childhood experience
- > Sailing competes against over 90 recognised sports, most with specialised junior programs
- > Tackers provides a vehicle for attracting young families, identified by *gemba* as our highest priority interest group
- > Tackers offers a contemporary philosophy and pathway to encourage retention.

The national roll-out of Tackers began in 2011/2012 with Yachting ACT and Yachting Queensland joining Yachting Victoria as States with Clubs delivering Tackers. Yachting Western Australia, Yachting New South Wales, Yachting Tasmania and Yachting South Australia all have now signed State agreements to deliver the Tackers Program in 2012/2013 and have spent time in 2011/2012 preparing for the roll-out. Each participating State now has a designated Tackers Leader to manage the Club activity in their State. The move to a consistent national Junior Program provides the platform to address not only junior participation but the broader engagement of families in Clubs.

Tackers is benefiting from the launch of the Discover Sailing website that provides parents, children, and schools with information about the Program, videos, and links into on-line booking. The range of resources available to Clubs and the merchandise to participants continues to be developed.





4–5. Tackers on Albert Park Lake. PHOTO. Alex McKinnon.



Tackers has an emphasis on introducing large numbers of children to the sport. The targets and measurements agreed with the State Associations, and a long-term strategic view of the evolution of junior participation in the broader context of the Sailing Pathway, offer insights into how to deliver other participation Programs.

The key performance measures for Tackers at end June were:

- > Number of participants – actual 1599 versus plan 2660 (due to a reduction in Victorian numbers)
- > Number of states – actual 5 versus plan 3
- > Number of centres – actual 22 versus plan 19

The Sailing Pathway

The backbone of the Discover Sailing Program is Yachting Australia's Sailing Pathway. As in all sports, the Pathway is the key to the Participation, Learn to Sail and Officiating Programs.

The Pathway provides people with an easy to understand way to navigate through the many options that the sport offers. Each individual and each Club is able to assess what their own Pathway is, based on the levels in the Sailing Pathway. Clubs are encouraged to discuss which aspects of the Pathway they are best placed to deliver with their State Association. The four Pathways are outlined in detail on the Yachting Australia website under Participation and include:

- > Sailing's Pathway – the generic version
- > The Youth Recreational Pathway
- > The Youth Development and High Performance Pathway
- > The Officiating Pathway

In the future Yachting Australia aims to measure participation at each level on the pathway and understand better the reasons for progression, retention and attrition. The *gemba* Report provides an excellent first step in this.

AMSA Consultation

Yachting Australia has been very active in monitoring and contributing to the debate around the National Domestic Commercial Vessel Legislation and Regulations. Many Club and participant boats will potentially be treated as commercial vessels under the new legislation. Yachting Australia has sought exemption in the Regulations, as now exists in most states, for vessels being used in genuine sporting activity. It is hoped this work will be concluded by the end of the 2012 calendar year.

Sailability remains a volunteer driven Program, the focus of 2011/2012 has been to better connect and communicate with existing volunteers.

Education and Training

KEY HIGHLIGHTS

- > The appointment of Nicola Tyre, previously with BMX Australia, as the Yachting Australia Education and Training Manager
- > Repositioning of the public learn to sail and power boat programs under 'Discover Sailing', adopting the nomenclature suggested in the *gemba* Report with alignment to the Sailing Pathway
- > An Australia wide agreed framework for delivery of Learn to Sail Programs established, with State Associations assuming responsibility for service delivery to clubs and centres and Yachting Australia leading the development of programs and policies
- > Extensive redevelopment and relaunching of MyCentre with the inclusion of a new customer registration and payment system and service database platform
- > Staging of the annual Yachting Australia Instructor Conference in Southport, Queensland, with every state represented and the RYA-YA/Sea Safety and Survival Conference in Adelaide attended by Richard Falk, Chief Instructor for the RYA
- > Nearly 300 sailors applying for the new International Certificate for Competition (ICC), launched in 2011
- > Launch of new online interactive platform for RYA courses including Essential Navigation and Seamanship (ENS) and Professional Practices and Responsibilities (PPR)

Consistent Delivery Model

Yachting Australia now has a consistent delivery model for education and training, with all State Associations working with the Discover Sailing Centres in their State. All States will now deliver the Yachting Australia Instructor training and provide local assistance in developing the Discover Sailing brand and Learn to Sail Programs.

There is also now a consistent Learn to Sail Pathway in each Program, in line with the new Sailing Pathway and the Instructor Pathway. Each Program now has "Senior Instructors" whose role it is to deliver Instructor training and ensure the quality of training is maintained throughout Australia.

Further work will continue into developing our Instructor training and providing more development opportunities for our existing Instructors.

2012 Yachting Australia Instructor Conference

More than 70 delegates attended the 2012 Yachting Australia Instructor Conference in Southport over the three days, with each person taking part in a series of practical and theory workshops and presentations of the Keelboat, Dinghy and Powerboat Programs.

Presentations from the Conference and other useful materials developed for the conference are available from the Yachting Australia website under Instructor Resources.



1–4. Yachting Australia Instructor Conference.

2012 RYA-YA/Sea Safety and Survival Instructor Conference

Yachting Australia continues to manage the RYA-YA Yacht Cruising Program in Australia in conjunction with the RYA.

The 2012 RYA-YA/Sea Safety and Survival Instructors Conference was held at the Cruising Yacht Club of South Australia in June. Richard Falk, Chief Instructor from the RYA, came from the UK to attend the conference. Instructors from all over Australia attended the conference.

Sessions were delivered on a variety of topics including man overboard, fire technology, social media and digital selective calling. Bruce Arms, who sailed single handed around Australia, delivered a special presentation.

A full wrap up of the Conference and many of the presentations from the Conference can be found on the Yachting Australia website.

RYA-YA Interactive Courses

The introduction of an interactive platform to complete various RYA Courses has opened up the possibility of distance learning within the RYA-YA joint scheme. Three courses are now available online; Essential Navigation and Seamanship, Professional Practices and Responsibilities and the CEVNI (European Inland Waterways Regulations) test. This has opened up the RYA-YA Courses to a much wider audience, especially for those living in more remote areas and who cannot get to an accredited RYA-YA Training Centre for training. Online learning is something that the Education and Training Department will be looking at in the future to use within Yachting Australia's Training Programs.

The International Certificate of Competence (ICC) has been a success in the first year of introduction with nearly 300 people applying, enabling them to charter a vessel overseas.

Online learning is something that the Education and Training Department will be looking at in the future to use within Yachting Australia's Training Programs.



PHOTO. Yachting Australia Instructor Conference.

Key Performance Indicators

The key numbers for the performance against the Sport Development Plan show we are below target for the year. This is being addressed through a number of initiatives.

	NSW		VIC		WA		QLD	
	Target	Actual	Target	Actual	Target	Actual	Target	Actual
"Learn to Sail" Dinghy Customers	641	413	1,350	859	817	626	350	366
"Learn to Sail" Keelboat Customers	734	438	100	116	154	196	20	–
Powerboat Customers	367	356	400	322	141	95	100	85
Total	1,742	1,207	1,850	1,297	1,112	917	470	451

Note – Dinghy numbers exclude Tackers but include other juniors.

For the RYA and Safety and Sea Survival Courses the numbers were

	RYA Customers	Safety and Sea Survival Customers
2010-11	2,638	1,142
2011-12	2,740	1,150
Increase	102	8

Other Key Performance Indicators were:

Number of Instructors (incl RYA but excl Coaches)

	NSW	VIC	WA	QLD	TAS	SA	NT	ACT	Other	Total
Instructors 2010-11	751	690	689	472	132	429	35	51	22	3,271
Instructors 2011-12	906	831	690	543	160	462	34	52	28	3,706
Increase	155	141	1	71	30	33	-1	1	6	435

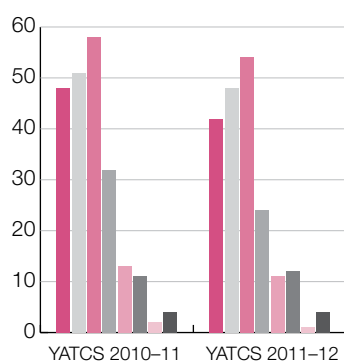
Note – an individual with qualifications in multiple programs appears multiple times.

An Australia wide framework for the delivery of Learn to Sail Programs has been established and agreed upon.

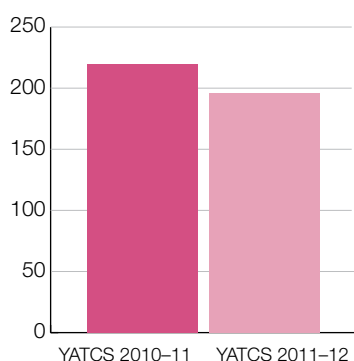
TAS		SA		ACT		NT		TOTAL	
Target	Actual	Target	Actual	Target	Actual	Target	Actual	Target	Actual
120	119	240	162	250	172	144	113	3,912	2,830
6	2	50	20	–	–	–	–	1,064	772
24	6	73	48	40	38	–	9	1,145	959
150	127	363	230	290	210	144	122	6,121	4,561

Number of Centres

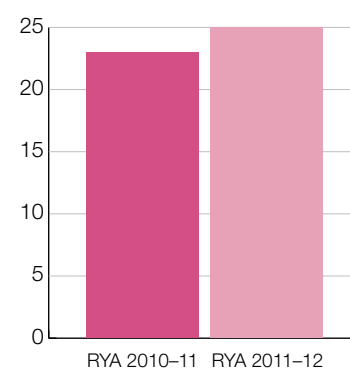
By State



Total



RYA



■ NSW
 ■ VIC
 ■ WA
 ■ QLD
 ■ TAS
 ■ SA
 ■ NT
 ■ ACT

Sport Services

KEY HIGHLIGHTS

- > Conducted thorough review of Special Regulations, resulting in a number of amendments, all based on the recently adopted Risk Management Policy and Framework
- > Hosted ISAF International Race Officers Seminar in Perth in August 2011 in advance of the ISAF 2011 World Sailing Championship
- > Hosted annual Measurers Conference in May 2012 with 16 measurers from across Australia attending
- > 16 applicants shared in International and Recognised Class Funding
- > Staged 2012 OAMPS Insurance Brokers Australian Youth Championships at the Royal Queensland Yacht Squadron with more than 250 sailors competing
- > 2011 Australian Yachting Awards were held in Sydney with more than 230 guests in attendance

Special Regulations Review

A thorough review of the Special Regulations was undertaken in preparation for the next edition of the Blue Book, to be published in late 2012. Several expert working parties were appointed, each one focusing on a proposed change to an existing regulation. Of the Special Regulations that came under review, all went through a thorough process that involved a risk assessment and public comment evaluation, and all findings were submitted to the expert working party for consideration.

Several amendments have already been published, these being:

- > Amendment 10 – Resistance to Capsize
- > Amendment 11 – Liferafts
- > Amendment 12 – Pulpits, Stanchions, Lifelines

The review process led to a number of submissions being taken forward to ISAF for their consideration and possible changes to the International Regulations.

ISAF International Race Officer Seminar

In August 2011 Yachting Australia hosted an ISAF International Race Officer Seminar at Royal Freshwater Bay Yacht Club in Perth, Western Australia. The seminar was presented by respected International Race Officers Kevin Wilson (AUS), John Parrish (NZL) and Charley Cook (USA) and was well attended with 20 participants from all over Australia.

Offshore Race Directors and Safety Conference

The Offshore Race Directors and Safety Conference was held at the Royal Sydney Yacht Squadron on 3 and 4 November 2011. Over 30 people attended the conference over the two days. Participants came from all over Australia with a



1–3. Yachting Australia Measurers Conference.

diverse range of Yacht Clubs represented. Risk management procedures, special regulations and safety issues were all discussed. The conference gave attendees the opportunity to discuss with other race directors the various intricacies associated with the administration of offshore yacht racing and how to overcome problems that may arise in the conduct of a yacht race.

ORC Delegation and Information Evenings for Boat Owners

Yachting Australia, in conjunction with the Offshore Racing Congress (ORC), hosted a series of ORCi information seminars in Sydney, Melbourne and Perth in November 2011. The ORC Delegation comprised Zoran Grubisa, ORC Rules Advisor, and Dobbs Davis, ORC's Press Officer, and sessions were run for both yacht racing administrators and boat owners on the technical aspects and scoring applications of the rule. 30 individuals attended the information evening in New South Wales, 20 in Victoria and 25 in Western Australia.

Officials

ISAF appointed 21 International Officials from Australia at the end of 2011 in all four disciplines. These appointments were a combination of initial applications and renewals.

The important contribution of officials at all levels to the sport of sailing is continually recognised and the ongoing development of the National Officiating Program (NOP) is a measure of this. The NOP is a scheme that enables the provision of quality accredited officials to service the sport and is managed by Yachting Australia, with the assistance of its eight State Associations.

Key Performance Indicators – National Officiating Program Statistics

The following is the KPI of all current qualified officials under the National Officiating Program as at 30 June 2012:

As at 30 June 2012	Race Officer	Umpire	Measurer	Measurer – Sails Only	Judge
Club	345	13	1	N/A	33
State	47	6	22	6	5
National	47	18	36	4	29
International	17	9	11	N/A	19
Total 2011-12	456	46	70	10	86
2010-2011 Figure	447	56	77	22	101

National Class Based Handicaps (CBH) List

In 2006 the Yachting Australia National Trailable Yachts and Sportsboat Policy Committee was established to assist in the creation of a coordinated, standardised approach to trailable and sportsboat handicapping. As a result, the National Class Based Handicap List was created and adopted in 2007.

Since this time, Yachting Australia has continued to manage this listing with the support of the Technical Committee of the National Trailable Yachts and Sports Boat Policy Committee. The ongoing maintenance of this list has resulted in the consolidation of old and outdated listings and removed a lot of the confusion around varying class based handicaps. In an effort to maintain a standard CBH List, all State Associations, their affiliated Yacht Clubs and Trailable Yacht Class Associations are making exclusive use of the Australian Trailable Yacht Sports Boat Rule National CBH List for handicapping of all mixed fleet trailable yacht and sportsboat racing.

National Committees

2012 saw the amalgamation of two previously separate committees to create the National Racing Rules and Officials Committee, which is chaired by International Umpire and Judge David Tallis. The merging of the two committees saw the previous Chair of the National Officials Committee, Lister Hughes, stand down. Lister held the position of Chair for ten years from 2002. After nine years as Chair of the Offshore Keelboat Policy Committee, Yachting Australia Board Member David Kellett passed on the role of Chair to Yachting Australia Vice President Matt Allen. Yachting Australia thanks Lister and David for their dedication and time serving their respective committees.

Throughout the year, Yachting Australia held at least one meeting for each of its National Committees. The Yachting Australia National Committees are as follows:

- > National Sailability Committee
- > National Racing Rules and Officials Committee
- > National Team Racing Committee
- > National Match Racing Committee
- > Offshore Keelboat Policy Committee
- > National Youth Development Committee
- > National Trailable Yacht and Sportsboat Policy Committee

Each State Association is invited to send a delegate to each National Committee to provide feedback from Clubs and Class Associations. Contributions made by these committees assist in developing the future direction of the sport in Australia. The minutes of the various National Committees are published on the Yachting Australia website, with key recommendations taken to the Yachting Australia Board for consideration.

International and Recognised Class Funding

For the 2011-2012 period, 16 applicants shared in funding from Yachting Australia following their results at six separate World Championships. The International and Recognised Class Funding is made possible by support allocated to Yachting Australia by the Australian Sports Commission. The table below details the recipients of the funding.

Class	Helm	Crew	Location	Position
Tasar	Paul Ridgway	Bronwyn Ridgway	United Kingdom	1
Tasar	Robert Douglass	Nicole Douglass	United Kingdom	2
A Class Catamaran	Steven Brewin		Denmark	1
A Class Catamaran	Scott Anderson		Denmark	2
A Class Catamaran	Jack Benson		Denmark	3
Tornado	Brett Burvill	Ryan Duffield	Switzerland	4
Laser SB3	Glenn Bourke	Gregor McAllansmith and Rod Jones	United Kingdom	4
Fireball	Ben Schultz	Phillip Bowley	Ireland	5
Tasar	Craig McPhee	Gillian Berry	United Kingdom	4
A Class Catamaran	Andrew Landenberger		Denmark	4
A Class Catamaran	Brad Collett		Denmark	5
Flying Fifteen	Grant Alderson	Dean McAullay	United Kingdom	8
Fireball	Greg Allison	Richard Watson	Australia	3
Fireball	Robin Inns	Joel Coultas	Australia	2
A Class Catamaran	Stephen Brayshaw		Denmark	8
Fireball	John Heywood	Brett Littledike	Australia	6



1–4. 2012 OAMPS Insurance Brokers Australian Youth Championship PHOTOS. Andrew Gough.

National Safety Committee

In 2012 the National Safety Committee had a change of Chair with Chris Oxenbould AO RAN (Rtd) taking over from Yachting Australia President David Gotze after three years of service. Yachting Australia would like to thank David for his efforts during his time as Chair and his contribution to the restructure of the committee.

The National Safety Committee has continued with their work overseeing the strategic direction of Yachting Australia's safety program. As previously mentioned the committee undertook several rigorous projects, resulting in significant amendments to the Special Regulations. These amendments included, but were not limited to; the resistance to capsize and liferaft regulations, and the removal of the limitations on materials used in pulpits, stanchions and lifelines. These changes, amongst others, will feature in the 2013 – 2016 Special Regulations.

Yachting Australia Measurer's Conference

In May 2012 Yachting Australia hosted the annual Measurer's Conference for IRC and ORCi at Royal Prince Alfred Yacht Club on Pittwater in NSW. 16 measurers from all over Australia attended the two day event which covered everything from sail measuring to conducting incline tests. Matters of particular interest included the discussion of Amendment 10 regarding stability, measurement for ORCi and guidelines for endorsement of IRC Certificates. Guest speakers during the event were Naval Architect David Lyons, Surveyor Ian Souter, Yachting Australia Vice President Matt Allen and Volvo Ocean Race Chief Measurer Shaun Ritson.

Rating Certificate Statistics – IRC and ORC

In Australia Yachting Australia manages both IRC and ORC certificates.

IRC Certificates – as at 31 May 2012

IRC certificates issued	2011 (June –May)	2010 (June –May)	2009 (June –May)	2008 (June –May)
NSW	264	304	302	295
NT	6	5	3	1
QLD	97	105	125	117
SA	50	52	39	43
TAS	21	26	25	26
VIC	186	191	188	188
WA	134	120	114	106
Total	758	803	796	776

IRC Certificates – as at 31 May 2012

Number of boats certified	2011 (June –May)	2010 (June –May)	2009 (June –May)	2008 (June –May)
NSW	174	192	202	203
NT	4	1	2	1
QLD	72	76	89	64
SA	37	33	24	30
TAS	19	20	18	22
VIC	125	120	118	120
WA	91	92	84	83
Total	522	534	537	523



1



2



3



4

1–3. 2011 Australian Yachting Awards PHOTOS. Andrea Francolini. 4. 2012 Audi IRC Australian Championship PHOTO. Andrea Francolini.

Number of ORC Certificates issued as at 30 June 2012:

Number of ORCi Certificate Issued		
State	2011-2012 Certificates	2010-2011 Certificates
ACT	0	0
NSW	50	42
NT	0	0
QLD	18	9
SA	2	4
TAS	5	4
VIC	10	23
WA	4	1
International	2	0
Total	91	83

OAMPS Insurance Brokers Australian Youth Championship

The 2012 OAMPS Insurance Brokers Australian Youth Championships took place at the Royal Queensland Yacht Squadron between January 6 and 10, 2012. More than 250 sailors made the trip to Brisbane with racing taking place in 420, 29er, Techno 293, Laser Radial, Laser 4.7 and Hobie 16 classes.

The OAMPS Insurance Brokers Australian Youth Championship is an important event for Australia's youth sailors, forming part of the selection process for the Australian team to compete at the 2012 ISAF Youth Sailing World Championship.

The 2012 Australian Youth Champions were:

Regatta Winner	Australian Champion	Class
Mark Spearman	Mark Spearman	Laser Radial Boys
Louise Evans	Louise Evans	Laser Radial Girls
Sam Treharne	Sam Treharne	Techno 293 Boys
Annalise Gilbert	Annalise Gilbert	Techno 293 Girls
Paul Darmanin & Lucy Copeland	Paul Darmanin & Lucy Copeland	Hobie 16
Tom Siganto & Joel Turner	Tom Siganto & Joel Turner	29er
Tess Lloyd & Lewis Duncan	Tess Lloyd & Lewis Duncan	29er Mixed
Philippa Solly & Eliza Solly	Philippa Solly & Eliza Solly	29er Girls
Darren Choy & Nathan Tang	Tom Klemens & James Oliver	420 Boys
Carrie Smith & Ella Clark	Carrie Smith & Ella Clark	420 Girls
Jack Felsenthal	Jack Felsenthal	Laser 4.7 Boys
Anna Philip	Anna Philip	Laser 4.7 Girls

Australian Yachting Awards

The 2011 Australian Yachting Awards were held at Luna Park in Sydney on Friday 28 October 2011. More than 230 guests from across the country came together to celebrate another outstanding year, on and off, the water for Australian sailing.

Yachting Australia again received a long list of worthy nominees with 65 nominations for the eight categories.

The 2011 Australian Yachting Awards winners and awardees were:

Bob Oatley and family – President's Award
Tom Slingsby – Male Sailor of the Year
Lyndall Patterson – Female Sailor of the Year



5–8. 2012 Audi IRC Australian Championship PHOTO. Andrea Francolini.

Angus Galloway and Alexander Gough – OAMPS Insurance Brokers Youth Sailor of the Year

Daniel Fizgibbon and Liesl Tesch – Sailor of the Year with a Disability

Matthew Owen – Sport Professional

Gavin Wall – Sport Promotion

Cherry Calcott and John Chatham – Volunteer of the Year

Iain Kingsford Smith – Lifetime Achievement

Jim Orrell – Lifetime Achievement

Gary Ticehurst – Lifetime Achievement – Awarded Posthumously

Audi IRC Australian Championship

The Audi IRC Australian Championship took on a new format in 2012 with a stand-alone event held by the Hamilton Island Yacht Club during Audi Hamilton Island Race Week.

Since 2006, the national championship format was made up of four events, with one event able to be dropped. The new stand-alone format was well-received by the sailing community as it simplified the competition by creating a single event and opened the competition up to yacht owners and crews who were not able to attend three or four regattas throughout the year.

There were 29 boats that contested the 2012 Audi IRC Australian Championship, with the entrants again divided into three classes, A, B and C.

The 2012 winners were:

Class A – 1st Hooligan, 2nd Shogun V, 3rd Blackjack

Class B – 1st Victoire, 2nd Lunchtime Legend, 3rd Guilty Pleasures IV

Class C – 1st Jessandra II, 2nd Penfold Audi Sport, 3rd Here's Trouble

Australian Match Racing Championship

The 2011 Australian Match Racing Championship was held at the Southport Yacht Club from 10–14 October 2011.

1st Ashlen Rooklyn – Cruising Yacht Club of Australia

2nd Jessica Hansen – Southport Yacht Club

3rd Jack Sherring – Southport Yacht Club

Australian Women's Match Racing Championship

The 2011 Australian Women's Match Racing Championship was conducted between 10 and 14 October 2011 at Southport Yacht Club in Queensland.

1st Jessica Hansen – Southport Yacht Club

2nd Sophie Lahey – Southport Yacht Club

3rd Stephanie Strong – Sandringham Yacht Club

Australian Youth Match Racing Championship

The 2011 Australian Youth Match Racing Championship was held at Royal Freshwater Bay Yacht Club in Western Australia between September 6 and 11, 2011.

1st David Gilmour – Royal Freshwater Bay Yacht Club

2nd Jay Griffin – Cruising Yacht Club of Australia

3rd Reece Tailby – Royal Price Alfred Yacht Club

Australian Team Racing Championships

Woollahra Sailing Club hosted the 2011 Australian Team Racing Championships on 7 and 8 May 2011.

1st Royal Perth Yacht Club/
Royal Price Alfred Yacht Club

2nd Royal Yacht Club of Tasmania

3rd University of Sydney 1

HIGH PERFORMANCE //





High Performance

STRATEGIC PRIORITIES

MAINTAIN COMPETITIVE SUCCESS

Maintain Australia's position and recognition as a leading nation in the sport by ensuring the all necessary resources, people and pathways are in place to support both our high performance and emerging athletes.

KEY HIGHLIGHTS

- > World Championship success for Australian Sailing Team members with Tom Slingsby (Laser), Nathan Outteridge and Iain Jensen (49er), and Mathew Belcher and Malcolm Page (470 men) all winning their 2011 and 2012 world titles
- > Continuation of Patrons Program as an important revenue stream for the team and connecting athletes with influential individuals
- > Official opening of National Training Centre at Middle Harbour Yacht Club

AUSTRALIAN SAILING TEAM AND AUSTRALIAN SAILING SQUAD

Australian Sailing Team

The 2011/2012 financial year was a busy one for the Australian Sailing Team, with the team working towards the London 2012 Olympic Games which were held in August. Prior to that, the team performed exceptionally at the Olympic Test Event in Weymouth, the Perth 2011 ISAF Sailing World Championships and ISAF Sailing World Cup rounds at home and overseas.

On the water, the team began the year with success at the Olympic Test Event, winning two gold and a silver medal. The event provided a great opportunity for the team to get firsthand experience of how race management would work at London 2012.

Nathan Outteridge was named as a finalist in the 2011 ISAF Rolex World Sailor of the Year Award following an outstanding year in a number of classes. As well as winning the Olympic test event, Outteridge was crowned the 2011 Moth World Champion. It is the second time in three years that Outteridge has been a finalist for the Award.

The sailing world turned its attention to Perth in December for the Perth 2011 ISAF Sailing World Championships. The Australian Sailing Team had a successful event, claiming three World Championship titles and the IOC President's Cup for the top nation.

Tom Slingsby won his fourth Laser World Championship, Nathan Outteridge and Iain Jensen made it two 49er world titles in three years, and Mathew Belcher and Malcolm Page claimed their second World 470 men's title together. Other notable performances were Ashley Brunning and Tom Burton who both finished in the top 10 in the





1–6. Perth 2011 ISAF Sailing World Championships photos. Richard Langdon, Alex McKinnon.

Laser class, Elise Rechichi and Belinda Stowell who finished ninth in the women's 470 and our two Women's Match Racing crews who finished fifth and eighth, booking Australia a place at London 2012.

The event organisers should be commended on a well-run event, both on and off the water. The event was successful in increasing the profile of sailing in Australia, with live television broadcasts helping to bring the sport to Australian homes.

Australia's sailors again featured heavily in the final ISAF Sailing World Cup standings with eight crews finishing on the podium at the end of the season. Mathew Belcher and Malcolm Page made it a third straight ISAF Sailing World Cup title, Nathan Outteridge and Iain Jensen were victorious in the 49er and Tom Burton won gold in the Laser. Brendan Casey finished second in the Finn, with Krystal Weir also second in the Laser Radial. Olivia Price, Nina Curtis and Lucinda Whitty were silver medallists in the Women's Match Racing, with Daniel Fitzgibbon and Liesl Tesch also second in the Skud 18. Jessica Crisp won bronze in the RS:X women's.

Going into 2012 Australia had three reigning World Champions, with all three defending their titles in the Olympic year. Tom Slingsby was the first in action, winning his fifth Laser World Championship in Germany. Slingsby dominated the event in light conditions, winning with a race to spare. Nathan Outteridge and Iain Jensen won their third world title together, and Outteridge's fourth, with a win at the 2012 49er World Championship in Croatia. The next week Mathew Belcher and Malcolm Page won their third straight 470 World Championship, this time in Barcelona. Their win included an incredible six straight race wins, wrapping up the title with a day to spare.

The 2012 Australian Sailing Team consisted of:

Men

- > Mathew Belcher (QLD)
- > Tom Burton (NSW)
- > Ashley Brunning (NSW)
- > Brendan Casey (QLD)
- > Stephen Churm (NSW)
- > Daniel Fitzgibbon (QLD)
- > Jonathan Harris (NSW)
- > Colin Harrison (WA)
- > Iain Jensen (NSW)
- > Nathan Outteridge (NSW)
- > Malcolm Page (NSW)
- > Tom Slingsby (NSW)

Women

- > Jessica Crisp (NSW)
- > Nina Curtis (NSW)
- > Olivia Price (NSW)
- > Elise Rechichi (WA)
- > Belinda Stowell (WA)
- > Liesl Tesch (NSW)
- > Krystal Weir (VIC)
- > Lucinda Whitty (NSW)

Australian Sailing Squad

The Australian Sailing Squad continues to provide a pathway for Australia's world and Olympic champions of tomorrow. Sailors receive a range of support, designed to assist them with competing on the world stage, particularly to help them compete overseas.

Australian Sailing Squad members receive support from Australian Sailing Team coaches and support staff, along with the various State High Performance Coaches. The Squad supports athletes in both Olympic and Paralympic classes.



1,3. Perth 2011 ISAF Sailing World Championships PHOTOS. Richard Langdon. 2,4. ISAF Sailing World Cup Weymouth PHOTOS. onEdition.

The 2012 Australian Sailing Squad consisted of:

Men

- > Luke Baillie (QLD)
- > Nick Brownie (WA)
- > Matthew Bugg (TAS)
- > Matthew Crawford (NSW)
- > Robert Crawford (NSW)
- > Sam Kivell (VIC)
- > Ryan Palk (QLD)
- > Will Ryan (NSW)
- > Oliver Tweddell (VIC)
- > Matthew Wearn (WA)
- > Jared West (QLD)

Women

- > Alex South (NSW)
- > Ashley Stoddart (QLD)

New classes for Rio 2016 Olympic Games

There are a number of changes for the sailing competition at the Rio 2016 Olympic Games. London 2012 was the final appearance for the Women's Match Racing, RS:X men and women, and Star classes, to be replaced with the women's Skiff (49er FX), mixed Multihull (Nacra 17) and men and women's kiteboarding. The four new classes all provide a great opportunity for Australian sailors and plans are in place to integrate these into existing Australian Sailing Team programs.

Patrons and Supporters Program

The Australian Sailing Team is very appreciative of the continued support of a core group of Patrons and Supporters. All members of this group are high achieving individuals who share a passion and commitment to sailing and Olympic competition, and provide financial support.

Under the leadership of John Calvert-Jones, there are now 19 Patrons and four Supporters. They are:

Patrons

- > Stephen Ainsworth
- > Guido Belgiorno-Nettis AM
- > Marcus Blackmore AM
- > John Calvert-Jones AM
- > Syd Fischer OBE
- > David Gotze
- > Dr Leslie Green
- > Martin and Lisa Hill
- > Simon McKeon AO
- > Dame Elisabeth Murdoch AC
- > Lachlan Murdoch
- > Robert (Bob) Oatley
- > Andrew (Sandy) Oatley
- > Nigel Peck AM
- > Paul Ramsey AO
- > John Savage
- > Lang Walker
- > Nick Williams

Supporters

- > Matt Allen
- > Georgio Gjergia
- > Robert Date
- > Norman Rydge



5,6. Women's Match Racers in Weymouth PHOTOS. onEdition.



The program has raised over \$1.2 million for the Australian Sailing Team over the last three years. Key to the continued success of the program is building a connection between the athletes and Patrons, allowing the athletes to benefit from their knowledge and experience.

Australian Sailing Team Sponsors and Suppliers

The Australian Sailing Team is supported by a number of generous sponsors, many of whom have been with the team for a number of years and also support athletes in the Australian Sailing Squad.

The Australian Sailing Team is pleased to continue its excellent relationships with major co-sponsors Audi, which supplies vehicles for use by athletes when in Australia and to transport coach boats and race boats around the country; Hamilton Island, which provides financial support and hosts the annual event for Patrons; and SLAM, which supplies apparel for the team both on and off the water.

Long-term official suppliers Ronstan continue their support and supply the athletes with all the marine hardware they need to fit out their boats for competition.

A number of official suppliers provide valuable support for the Australian Sailing Team; Sydney City Marine which helps by storing boats; Maui Jim who fit out athletes, coaches and support staff with advanced technology eye wear, Liros which supplies ropes via Australian distributors Deckhardware; 2XU which are the Official Supplier of Compression Garments; logistics supporters DB Schenker.

National Training Centre

The Australian Sailing Team now has a training home for the first time with the development of the National Training Centre at Middle Harbour Yacht Club in Sydney. Federal Sports Minister Mark Arbib officially opened the National Training Centre in September 2011 with a function attended by key stakeholders.

The Australian Sailing Team's athletes, coaches and support staff now have a home base, which will change the way athletes and coaches interact and train when in Australia.

Technical Program

Under the leadership of Australian Sailing Team Technical Manager, Michael Dunstan, this program has undertaken a number of significant projects in a range of areas including communication, weather, current, database development and deployment, sail and rig development and instrumentation. These projects are developed and implemented as a partnership between the Australian Sailing Team and the Australian Institute of Sport.

The program implemented a number of these initiatives prior to the London 2012 Olympic Games, whilst rolling others on to the Rio 2016 Olympic Games.

The Australian Sailing Team is supported by a number of generous sponsors.

High Performance Pathway

KEY HIGHLIGHTS

- > Success for the Australian Youth Sailing Team at the 2012 ISAF Youth Sailing World Championships with a gold and two silver medals
- > Youth Sailing Grand Prix was conducted with cash prizes awarded to winning sailors
- > Continuation of Youth Bridging Program, proving funding support to up-and-coming sailors
- > Development of coaching pathway

Australian Youth Sailing Team

The Australian team to compete at the 2012 ISAF Youth Sailing World Championships in Dublin, Ireland, was selected from the results of class specific Australian Championships and the 2012 OAMPS Insurance Brokers Australian Youth Championship.

Prior to heading to Ireland the team attended a camp, along with a number of invited youth crews, at Sorrento in Victoria in April. The camp gave the crews an opportunity to spend time working with the Australian Youth Sailing Team coaches and prepare for the ISAF Youth Sailing World Championships.

The 2012 Australian Youth Sailing Team's results were:

- > Mark Spearman (WA) – Laser Radial Boys – Gold
- > Carrie Smith (WA) and Ella Clark (WA) – 420 Girls – Silver
- > Paul Darmanin (NSW) and Lucy Copeland (NSW) – Multihull Open – Silver
- > Tom Siganto (QLD) and Joel Turner (QLD) – 29er – 6th

- > Thomas Klemens (VIC) and James Oliver (VIC) – 420 Boys – 12th
- > Louise Evans (QLD) – Laser Radial Girls – 16th
- > Annalise Gilbert (NSW) – RS:X Girls – 17th
- > Sam Treharne (NSW) – RS:X Boys – 20th

The team received coaching support from Brendan Todd, Tessa Parkinson and Ben Callard, who worked closely with the athletes both at home and abroad.

State High Performance Programs and Youth Development

The State High Performance Programs are a critical element of the sailing High Performance Pathway. The focus this year was on building further strength and consistency within each State High Performance Program and in the underpinning programs in each State. The State High Performance Coaches - Larry Cargill (NSW), Johnny Rodgers (VIC), Adrian Finglas (QLD), Brendan Todd (SA), Richard Scarr (TAS) and Simon Jones (WAIS Program Manager) – have been a critical link in achieving these outcomes and are to be congratulated on their commitment and dedication.

The inaugural Youth Sailing Grand Prix concluded at Sail Melbourne 2011 and the prizes were presented to the winners at the Australian Youth Championships in Brisbane in January 2012.

The winners were:

Laser 4.7 Boys	Benjamin Walkemeyer (WA)
Laser 4.7 Girls	Sophie Chesterman (TAS)
Laser Radial Boys	Mitchell Kennedy (QLD)
Laser Radial Girls	Ashley Stoddart (QLD)
Hobie 16	Paul Darmanin (NSW) with Aleks Vucic (SA) and Lucy Copeland (NSW)



1–5. Australian Youth Sailing Team at the ISAF Youth Sailing World Championship PHOTOS. ISAF Youth Worlds, Brendan Todd, Andrew Gough.

29er	Tess Lloyd (VIC) with Andrew Gillies (VIC) and Lewis Duncan (VIC)
420 Boys	Tom Brewer (NSW) and Dylan Passmore (NSW)
420 Girls	Carrie Smith (WA) and Ella Clark (WA)
Bic Techno Boys	Sam Treharne (NSW)
Bic Techno Girls	Annalise Gilbert (NSW)
RSX Boys	Eamon Robertshaw (WA)

The Youth Sailing Grand Prix State Trophy was won by NSW with 51 points followed by QLD with 37 points and WA 28 points, Victoria 27 points, Tasmania 12 points and SA 7 points.

Completing the High Performance Pathway – Youth Bridging Program

The Australian Youth Bridging Program was introduced last year to bridge the gap for those who have either recently represented Australia at youth level or have been close to that honour, have top international results, and have a clear plan to pursue the Pathway to the Australian Sailing Team.

The Bridging funding may be used to compete in major youth class regattas overseas or to compete in Olympic classes at junior or senior level. Up to 15 athletes are supported by this funding each year.

Recipients of Youth Bridging Program support this year were:

David Gilmour (WA)
Joanna Sterling (QLD)
Mitchell Kennedy (QLD)
Sasha Ryan (NSW)
Tim Hannah (VIC)
Angus Galloway (QLD)

Alexander Gough (QLD)
James Sly (VIC)
Thomas Dwyer (VIC)
Lisa Darmanin (NSW)
Jason Waterhouse (NSW)
Jeremy O'Connell (VIC)
Lewis Brake (QLD)
Josh Franklin (QLD)

Coaching Pathway

As part of building a complete and effective High Performance Pathway, a number of class-specific coaching workshops have been held over the past year in four States. Working across the identified Junior and Youth pathway classes these workshops gave the opportunity to impart world class coaching knowledge to a range of Club and High Performance coaches working within the State programs. Multiple Optimist World Championship winning coach, Fernando Alegre presented two Optimist Coaching Workshops in Brisbane and Perth that were well received by all participants. Australian Sailing Team Coach Michael Blackburn conducted a Radial coach clinic in Brisbane and Australian Sailing Team 49er coach Emmett Lazich conducted a 29er/49er coach clinic in Melbourne. The State High Performance coaches also attended a professional development workshop in Sydney led by the AST Coaches and AIS sport science staff.

Over the next year the focus will be on rolling out new High Performance Coach courses and associated mentoring arrangements to train our next generation of network coaches working with the state junior & youth squads. These courses are being developed with the assistance of our Australian Sailing Team and State High Performance Coaches as well as our sport science providers.

Australian Olympic Committee Funding Support



The Australian Olympic Committee (AOC) has the exclusive responsibility for the representation of Australia at the Olympic Games.

To help achieve Australian Olympic Team objectives, the AOC provides funding (AOC Funding) to its member National Federations (NFs), athletes and coaches.

AOC Funding is derived from income distributions from the Australian Olympic Foundation, grants from the International Olympic Committee (IOC), the licensing and sponsorship activities of the AOC and fundraising by the AOC, State Olympic Councils and their Corporate Appeal Committees.

AOC Funding is determined in accordance with its Program and Funding Guidelines for the 2012 Olympic Games, London (Guidelines). Specifically, AOC Funding is provided through one of three programs:

- > Australian Youth Olympic Festivals (AYOFs)
- > AOC Funding for International Competition
- > adidas Medal Incentive Funding

For the calendar year 2011, the AOC provided the following support to Yachting Australia, its athletes and coaches:

> AOC Funding for International Competition	\$60,000
> adidas Medal Incentive Funding	\$146,800
– Mathew Belcher	\$20,000
– Malcolm Page	\$20,000
– Tom Slingsby	\$20,000
– Nicky Souter	\$20,000
– Nina Curtis	\$20,000
– Olivia Price	\$20,000
– Iain Jensen	\$13,400
– Nathan Outteridge	\$13,400

In addition, the AOC budgeted \$15 million to send the 2012 Olympic Team to London.

The AOC is proud to be able to support Australian athletes to realise their Olympic dreams.



PHOTO. onEdition.

Australian Paralympic Committee Funding Support



The Australian Paralympic Committee's (APC) ongoing partnership with Yachting Australia during the 2011/12 financial year was a successful one, highlighted by the achievement of a gold medal at the London 2012 Paralympic Games.

Through the APC's investment in Yachting Australia's Paralympic Preparation Program (PPP), the Australian Paralympic Sailing Team earned qualification in each of the three Paralympic classes and went on to achieve Australia's best Paralympic result since the Sydney Games in 2000.

In addition to the Paralympic gold medal won by SKUD 18 crew of Liesl Tesch and Daniel Fitzgibbon, our Sonar crew of Stephen Churm, Jonathan Harris and Colin Harrison placed sixth while 2.4mR sailor Matthew Bugg placed seventh.

The APC was pleased to provide \$430,000 in direct funding to Yachting Australia in the past financial year. In addition to this, Yachting Australia received \$125,000 in funding from the Australian Institute of Sport (AIS) towards the PPP.

The APC's investment in the Australian Paralympic Sailing Team for the Paralympic Games and subsequent results has successfully facilitated the integration of the Paralympic program within the overall Australian Sailing Team.

The APC distributes funds it receives from the Australian Government, through the Australian Sports Commission, directly to its member National Federations, athletes and coaches. In addition to this, the APC budgeted \$7.8 million to send the 2012 Paralympic Team to London using funds raised from commercial partnerships and donations.

The APC would like to thank the Australian Government through the Australian Sports Commission, and its commercial partners for their contribution to Paralympic sport in Australia.



PHOTO. onEdition.

HIGH PERFORMANCE

Partners and Sponsors

Yachting Australia wishes to thank our partners and corporate supporters

Yachting Australia Principal Partner



Australian Government
Australian Sports Commission

Corporate Partner



Audi

Major Sponsor – Youth Development



Participation & Training & Sport Services Sponsor



Australian Sailing Team Major Co-Sponsors



Audi



Australian Sailing Team Official Suppliers



Program Partners





MANAGEMENT AND GOVERNANCE //





Management and Governance

STRATEGIC PRIORITIES

IMPROVE GOVERNANCE AND MANAGEMENT

Provide leadership in the development of a shared vision and in the governance, management and representation of sailing and boating at the national and state/territory level.

KEY HIGHLIGHTS

- > Agreement on changes to the Yachting Australia constitution limiting the maximum term of directors, recognising the power of the Board to approve the budget and introducing the position of Vice President.
- > Significant management restructuring consistent with the increased commitment to the development of member services and sport development activities
- > Complete restructuring of the financial management and reporting arrangements following the appointment of a CPA qualified Finance Manager
- > Establishment of newly constituted Audit Risk Committees with extensively modified terms of reference and introduction of Planning and Finance for the first time
- > Attendance at the Oceania Sailing Federation General Assembly and agreement to provide administration and other support to the organisation

Changes to the Constitution

At the 2011 AGM the Federal Assembly voted in favour of a series of changes to the Yachting Australia Constitution.

The most significant was the creation of the position of Vice President to improve representation of the Board, streamlining meeting protocol and enhance succession planning. Following the AGM the Board elected Matt Allen to the newly established position of Vice President.

After being recommended in the Kilmister Review (2000) and the Strengthening Sailing Review (2008) the Federal Assembly supported the changes to have Yachting Australia Board approve the annual budget. The setting of the annual subscriptions to be paid by State Associations remains a matter to be decided by the State Associations at the recommendation of the Board.

Also recommended by the Kilmister Review and Strengthening Sailing Review was the proposal to introduce a maximum term for Directors. The AGM agreed that a Director should serve a maximum of four consecutive two-year terms (or eight years) on the Yachting Australia Board in order to foster Board renewal.



2012 OAMPS Insurance Brokers Australian Youth Championship PHOTO. Andre Gough.

The maximum term introduced applies to Elected and Appointed Directors, and Directors serving time on the Board in either or both capacities and will apply to all new Directors. A transitional arrangement was included in the changes applying to current Directors, who may continue to serve on the Board if they are Appointed or Elected, even if they have exceeded the maximum term, until the AGM in 2013.

Board of Directors

The Board has had a busy year, overseeing a significant restructure of the organisation, reviewing policies and financial reporting requirements and ending the year with a day long governance workshop, facilitated by Kate Costello from Governance Matters, resulting in an agreed governance action plan to be implemented over the next two years.

The Yachting Australia Directors for the 2011/2012 year were:

Director	Current Position	Director since
David Gotze	President (March 2011)	Elected October 2008. Re-elected October 2010.
Matt Allen	Vice President (Oct 2011)	Appointed to fill casual vacancy in March 2011. Elected October 2011.
Rupert Leslie	Treasurer	Elected October 2005. Re-elected in 2007, 2009 and 2011.
Karyn Gojnich	Appointed Director	Appointed in February 2009. Re-appointed in October 2011.
Nick Hutton	Elected Director	Elected October 2006. Re-elected 2008 and 2010.
David Kellett	Appointed Director	Appointed May 2003.
Sarah Kenny	Elected Director	Appointed December 2010. Elected October 2011.
Wally Rantenen	Appointed Director	Elected October 2000. Re-elected 2002, 2004, 2006, 2008 and 2010. Appointed in October 2011.



Hooligan at the 2012 Audi IRC Australian Championship PHOTO. Andrea Francolini.

Membership

In February 2012, after many months of discussion amongst the States, the Federal Assembly approved a long-term arrangement for the setting of the annual subscription fees paid to Yachting Australia by the State Associations. This resolution provides certainty of revenue from membership fees for Yachting Australia being agreed that, other than in exceptional circumstances, the percentage of the total fees paid by each State Association should remain unchanged for a minimum period of three years, covering the fees paid up to and including the 2014/15 year.

Fees from State Associations are spent exclusively on developing and providing services and programs delivered at State and Club level, but there is now also a significant contribution to these activities from the Australian Sports Commission.

The number of Gold, Silver and Youth cards has continued to rise, maintaining the trend from the previous year. Club membership, based on the MyClub database registrations, is one of the key performance indicators for our participation initiatives.

The increase this year seems largely attributable to increased compliance and administration rather than a genuine increase in participation. The result exceeds the three-year target in the Sport Development Plan 2011-14. Within this number is a 10% increase in the number of young people (under 19 years) in the sport, but this still only represents 9,300 nationally, presenting a major opportunity for growth.

IT Platform

This year Yachting Australia released a major update to the myCentre platform, known as myCentre Version 2. myCentre is an online student data management tool provided to Discover Sailing Centres by Yachting Australia.

It is a facility that Centres offering training can use to record student information, post upcoming training information, enrol and mark students. Yachting Australia uses the information gained through myCentre to produce official certificates for all students, monitoring the take up of the different courses on offer and gaining customer feedback as part of a process of continuous improvement.

Total Membership (excl Other)	June 2012	June 2011	Total 2010/11 as at end July 2011	% change in compared to June 2011	% compared to total 2010/11 (July 2011)	% of National Total
ACT	1,020	794	795	28%	128%	2%
NSW	16,938	10,788	10,833	57%	156%	28%
NT	174	208	213	-16%	82%	0%
QLD	4,453	4,543	4,632	-2%	96%	7%
SA	3,969	3,798	3,872	4%	103%	7%
TAS	5,353	5,054	5,113	6%	105%	9%
VIC	20,425	18,206	18,450	12%	111%	33%
WA	8,637	7,363	7,397	17%	117%	14%
Totals	60,969	50,754	51,305	20%	119%	100%

Yachting Australia communicates with a range of stakeholders including State Associations, Clubs, Training Centres, cardholders, media and the general public through a number of channels.

International Affairs

Internationally, Yachting Australia continues to be represented at, and make a significant contribution to, the International Sailing Federation (ISAF). A number of Australian delegates attended the ISAF Annual Meetings in San Juan, Puerto Rico, in November 2011 and also the ISAF Mid-Year Meetings in Stresa, Italy, in May 2012. Significantly, November 2012 sees the election of a new President and seven Vice Presidents. David Kellett from Australia is standing for the position of President with the active support of Yachting Australia.

Every four years sees the committees and sub-committees of ISAF re-nominated. Yachting Australia spent some time considering a succession plan which will see a number of new faces around the table from 2013.

Closer to home, Yachting Australia is actively engaged with the Oceania Sailing Federation (OSAF). Australian delegates regularly represent the interest of the group at ISAF. Recent changes, such as the move to a system offering regional qualification for the Olympic Games from 2016, have been actively supported by Australia. Yachting Australia is also offering administration services to OSAF.

Marketing and Communications

Yachting Australia communicates with a range of stakeholders including State Associations, Clubs, Training Centres, cardholders, media and the general public through a number of channels.

Key to this is the Yachting Australia website, which features up-to-date news on programs, along with information important to stakeholders. In the last year there have been a number of changes to the website to make it more relevant and easier to navigate. In the 2011/2012 year 268 news articles were posted on the Yachting Australia website, on a range of topics, from high performance activities to recreational boating information, along with important program information.

Yachting Australia also distributes a monthly e-newsletter, Nautical News, which includes information for cardholders and subscribers on a range of topics.

A significant amount of work was done to promote the Australian Sailing Team in the lead up to, during and post the Perth 2011 ISAF Sailing World Championships, and again for the London 2012 Olympic Games. For Perth 2011, Yachting Australia worked closely with the event organisers to promote the team through broadcasts on Channel 10 and OneHD, and with mainstream media who were covering the event.



Tackers program in Victoria PHOTO. Alex McKinnon.

In the lead up to the London 2012 Olympic Games a profiling campaign was undertaken to raise the profile of the team in the mainstream media. This included the team announcement at the Royal Queensland Yacht Squadron, team achievement at overseas ISAF Sailing World Cup rounds and World Championships, team departure for the Games and then the actual Olympic Games. The team received significant media coverage during the Olympic Games, following a number of impressive results on the water.

Yachting Australia has developed a new website for the Discover Sailing program, www.discoversailing.org.au. The new website is aimed at those not currently involved in the sport and includes basic information on sailing, details on how to get involved and programs people can take part in. A series of videos, both for new participants and Club officials, have been developed and feature on the Discover Sailing and Yachting Australia websites.

Funders and Partners

Yachting Australia's continues to receive ongoing support from a number of funding groups and partners. Yachting Australia gratefully acknowledges the generous support of the Australian Federal Government, through our Principal Partners, the Australian Sports Commission and the AIS.

The Australian Olympic Committee (AOC) and the Australian Paralympic Committee (APC) also generously support Yachting Australia, with the various State and Territory Governments providing funding through the Institutes and Academies of Sport for our State High Performance Programs.

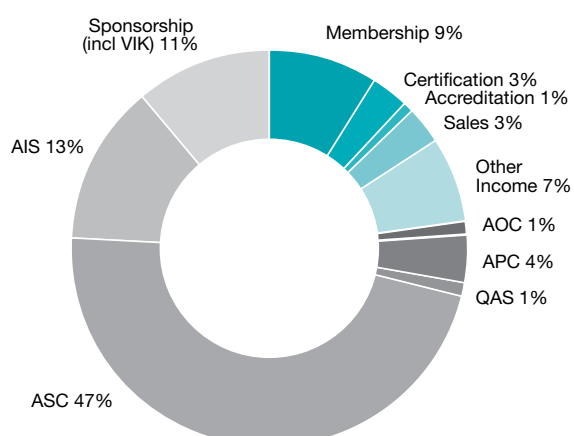
Yachting Australia is also supported by corporate partner Audi, major sponsor for youth development OAMPS Insurance Brokers, and program partner RFD. The Australian Sailing Team's sponsors include Audi, Hamilton Island, Slam, Ronstan, Liros, Maui Jim, Sydney City Marine, 2XU and DB Schenker. Yachting Australia is very grateful to all its generous supporters.

Financial Statements

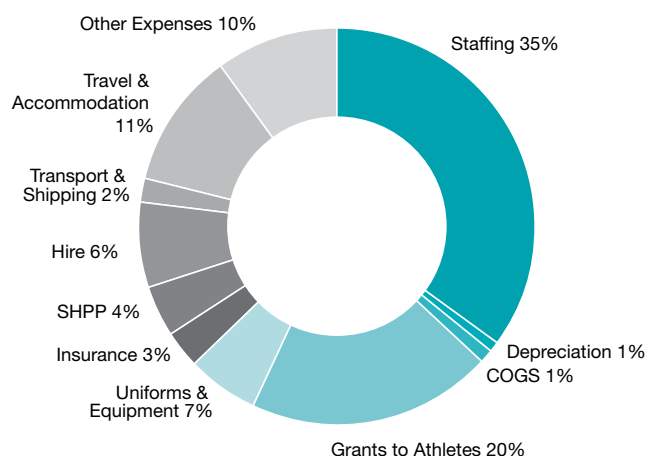
In the 12-months to 30 June 2012 Yachting Australia recorded a surplus of \$167,739 on total revenue of \$12,797,207. This represents a 28% increase on the 2010/2011 financial year as a result of funding previously provided from the Australian Sports Commission being realised, additional value in kind (VIK) from our corporate partners and the gifting of various boats from the ISAF World Championships in Perth.

In the 12 months to 30 June 2012 Yachting Australia recorded a surplus of \$167,739 on total revenue of \$12,797,207.

Income received during the period is as shown in the diagram below:



In the 2011/2012 year expenditure was committed as shown in the diagram below:



LONDON 2012 OLYMPIC GAMES //







Australian sailors at the London 2012 Olympic Games **PHOTOS**. onEdition.

LONDON 2012 OLYMPIC GAMES

London 2012 was Australian sailing's most successful Olympic Games in history with the team winning three gold medals and a silver medal. The medal haul placed Australia at the top of sailing medal tally for the first time, with London 2012 also the first time that sailing was clearly Australia's most successful sport.

Australia sent 13 sailors to London 2012, competing in eight classes. They were:

- > Laser – Tom Slingsby – Olympic Champion and Gold medallist
- > 49er – Nathan Outteridge and Iain Jensen – Olympic Champions and Gold medallists
- > 470 men – Mathew Belcher and Malcolm Page – Olympic Champions and Gold medallists
- > Women's Match Racing – Olivia Price, Nina Curtis and Lucinda Whitty – Silver medal
- > 470 women – Elise Rechichi & Belinda Stowell – 7th
- > RS:X Women – Jessica Crisp – 11th
- > Laser Radial – Krystal Weir – 12th
- > Finn – Brendan Casey – 13th

Australia's medal rush was kicked off by Tom Slingsby who claimed gold in the Laser class. Slingsby's win was Australia's first individual sailing gold medal. Slingsby's gold came at the ideal time, with his medal only the second for the entire Australian Olympic Team in London after eight days of competition.

Two days later the gold medal tally was added to by Nathan Outteridge and Iain Jensen in the 49er class. Outteridge and Jensen were the team to beat all week, wrapping up their gold medal with a day to spare. The pair took an unassailable 28 point lead over their New Zealand opponents into the final medal race, needing to just make an effort to complete the race to win gold. The pair's win was Australia's first ever medal in the 49er class.

Mathew Belcher and Malcolm Page were scheduled to contest the 470 men's decider the next day but light winds delayed their push for gold by 24 hours. Belcher and Page had been at the front of the fleet all week, engaged in a great battle with the British crew of Luke Patience and Stuart Bithell. The decider was a two-boat race with the Australians taking in a four point lead over the British. Belcher and Page came out on top, finishing the race second to claim the gold and create history, with Page the first Australian sailor to defend an Olympic title.

Olivia Price, Nina Curtis and Lucinda Whitty had the ideal start to the Games, picking up 11 wins from 11 starts in the round robin. The Australians defeated the Dutch in the quarterfinals before qualifying for the final following a two-one victory in incredibly tricky conditions against Finland. Price, Curtis and Whitty took on Spain for the chance to win the first, and last, Women's Match Racing gold medal. The Spanish got the early jump before the Australians fought back to level the final at one-all. With the breeze getting up towards 25 knots the close final continued with the Australians pushing hard in the third race. Halfway through the race Price was swept out of the back of the boat with the Spanish extending their lead as Curtis and Whitty recovered their skipper.



Australian sailors at the London 2012 Olympic Games PHOTOS. onEdition.

The Australians composed themselves well, levelling the series at two-all and forcing a fifth and deciding race. Again it was a tight affair with the Spanish claiming gold after the Australians were forced to execute a penalty turn. The Australians showed great maturity throughout the regatta, handling the pressures that come with the Olympic Games incredibly well in their first appearance at the top level.

The Australian team was supported by an accomplished group of coaches who's hard work, knowledge and dedication was integral to the results at London 2012. They were:

- > Laser – Michael Blackburn
- > 49er – Emmett Lazich
- > 470 Men – Victor Kovalenko
- > Women's Match Racing – Euan McNicol
- > 470 Women – Daniel Smith
- > RS:X Women – Barbara Kendall
- > Laser Radial – Laura Baldwin
- > Finn – John Bertrand

Working closely with the athletes and coaches in Weymouth was a team of support staff, including:

- > Bruce Buckley – Meteorologist
- > Peter Conde – Section Manager
- > Katie Culbert – Deputy Section Manager
- > Michael Dunstan – Rules Advisor
- > Craig Heydon – Media Support
- > Megan McKay – Media Liaison Officer
- > Rosie Stanimirovic – Psychologist
- > Alan Thompson – Transport
- > Clara Thompson – Massage Therapist
- > Mark Thorpe – Boat Builder
- > Andrew Verdon – Strength & Conditioning, Recovery
- > Donna White – Physiotherapist
- > Stewart Wood – Marketing/Venue Support

London 2012 was Australian sailing's most successful Olympic Games in history with the team winning three gold medals and a silver medal.

LONDON 2012 PARALYMPIC GAMES //







1,2 Daniel Fitzgibbon and Liesl Tesch at London 2012 PHOTOS. onEdition.

LONDON 2012 PARALYMPIC GAMES

The London 2012 Paralympic Games were successful for Australia's sailors with the team winning its first gold medal in the Skud 18 class, and first Paralympic Games gold since Sydney 2000.

Australia was represented by six sailors at the London 2012 Paralympic Games, competing in three classes. The sailors were:

- > Skud 18 – Daniel Fitzgibbon and Liesl Tesch – Paralympic Champions and Gold medallists
- > Sonar – Colin Harrison, Stephen Harris and Jonathan Churm – 6th
- > 2.4mR – Matt Bugg – 7th

Daniel Fitzgibbon and Liesl Tesch created history by winning the Skud 18 class, the first time an Australian crew had claimed gold in the class. The pair led the London 2012 Paralympic Games from start to finish, finishing in the top two in all but one race, with their worst result a third. They overcame the unfortunate passing of Liesl's mother after day one of racing, showing incredible mental strength to continue racing and secure the gold medal.

Colin Harrison, Stephen Harris and Jonathan Churm had a great start to London 2012, leading the event at the end of day one. They were in the hunt for a medal for the entire regatta and went into the final race sixth overall, with a silver medal still very achievable. Unfortunately the breeze did not arrive and they remained sixth.

Matt Bugg sailed very well at the Games and was in with a shot at the medals for much of the regatta, eventually finishing seventh.

The team was supported in their London 2012 campaigns by the following coaches:

- > Skud 18 – Tim Lowe
- > Sonar – Grant Alderson
- > 2.4mR – Richard Scarr
- > Adrian Finglas – Technical Adviser

Working with Australia's London 2012 Paralympic Games team in Weymouth were support staff:

- > Bruce Buckley – Meteorologist
- > Peter Conde – Team Leader
- > Katie Culbert – Management Support
- > Sarah Karsten – Section Manager
- > Jeff Milligan – Boat Support
- > Sarah Ross – Physiotherapy
- > Kumi Sasaki – Athlete Support



3–6 Australian sailors at the London 2012 Paralympic Games PHOTOS. onEdition.

The London 2012 Paralympic Games were successful for Australia's sailors with the team winning its first gold medal in the Skud 18 class, and first Paralympic Games gold since Sydney 2000.

ATTACHMENTS //





ATTACHMENTS

Key Yachting Australia Personnel

AS AT 30 JUNE 2012

POSITION as at 30/06/2012	NAME	COMMENCED
Business Services		
Chief Executive	Phil Jones	February 1997
General Manager	Alastair Snell	July 2005
Finance Manager	Kristy Costello	December 2011
Communications Coordinator	Craig Heydon	January 2009
Marketing & Events Coordinator	Stewart Wood	May 2007
Marketing & Communications Coordinator (P/T)	Michelle Kearney	April 2012
Finance Coordinator	Jeannie Lee	February 2007
Administration Services Assistant	Tatiana Kovalenko	April 2008
Information & Technology Coordinator	Chelsie Hughes	December 2011
High Performance Program		
High Performance Director	Peter Conde	July 2009
Australian Sailing Team Program Manager	Katie Culbert	January 2001
Olympic & Paralympic Program Coordinator	Sarah Karsten	August 2009
Australian Sailing Team Technical and Asset Manager	Michael Dunstan	April 2007
Coach Development Manager	Mark Robinson	April 2011
Youth and State High Performance Program Manager #	Donna Jones	March 2006
Australian Sailing Team Head Coach & 470 Men	Victor Kovalenko	October 1997
Australian Sailing Team Coach – 49ers	Emmett Lazich	April 2009
Australian Sailing Team Coach – Laser	Michael Blackburn	February 2009
Australian Sailing Team Coach – Women's Match Racing	Euan McNicol	May 2010
Australian Sailing Team Coach – 470W #	Daniel Smith	January 2012
Australian Sailing Team Coach – Finn #	John Bertrand	December 2010
Australian Sailing Team Coach – RS:X Women #	Barbara Kendall	October 2011
Australian Sailing Team Coach – Laser Radial #	Laura Baldwin	July 2011
Australian Sailing Team Coach – Boat Maintenance Coordinator & NTC Coordinator	Tim Lowe	January 2011
Australian Sailing Team Coach – Boat Builder #	Mark Thorpe	July 2011
Australian Sailing Team Coach – Sonar #	Grant Alderson	January 2011
Australian Sailing Team Performance Analysis #	Martin Dack	February 2011
ALS Sailing Program – Performance Analysis/Biomechanist #	Peter Logan	May 2011

POSITION as at 30/06/2012	NAME	COMMENCED
High Performance Program		
Australian Sailing Team – Meteorologist #	Bruce Buckley	May 2010
Australian Sailing Team – Sports Psychologist #	Rosie Stanimirovic	January 2011
Australian Sailing Team – Physiologist #	Hamilton Lee	July 2007
Strengthen and Conditioning Coordinator #	Andrew Verdon	October 2003
Sports Science and Medicine Coordinator #	Donna White	July 1998
Sports Dietician #	Louise Bell	July 2010
New South Wales Institute of Sport High Performance Program Administrator	Larry Cargill	July 2011
South Australia State High Performance Program Coach & Australian Sailing Team Coach – RS:X	Brendan Todd	January 2001
Queensland State High Performance Program Coach & Australian Sailing Team Coach – Skud	Adrian Finglas	November 2011
Tasmania State High Performance Program Coach & Australian Sailing Team Coach – 2.4mR #	Richard Scarr	September 2010
Sport Development Program		
Sport Development Director	Ross Kilborn	July 2011
Participation Manager	Daisy Brooke	November 2011
Sport Services Manager	Glen Stanaway	March 2006
Sport Services Coordinator	Susan Veal	April 2009
Sport Services Coordinator – Certification	Amy Howie	September 2009
Sport Services Coordinator – Regulations	Rayshele Martin	May 2011
Training Manager	Nicola Tyre	April 2012
Training Coordinator – Yacht & Keelboat Training	Sonia Robinson	May 2008
Training Coordinator – GISBS & Powerboat	Ali Sutherland	November 2009
Yacht Training Program Chief Examiner #	Penny Haire	November 2008
Yacht Training Program Chief Instructor, Chief Instructor & Examiner – Powerboat & SSSC #	Martin Silk	September 2009
Chief Instructor & Examiner – Dinghy #	Chris Goldacre	September 2009
Chief Instructor & Examiner – Keelboat #	Tony Dillon	January 2012

Key: # = Contractor

Note: Some of the employed personnel previously provided services to Yachting Australia as an independent contractor. The commencement date for all personnel in that category is the date the individual became a Yachting Australia employee.

FINANCIAL REPORT//





Statement by the Board

In the opinion of the Board of Yachting Australia Incorporated (the Association), the financial report, being the Statement of Comprehensive Income, Statement of Financial Position, Statement of Changes in Equity, Statement of Cash Flows and Notes to the financial statements, is drawn up as to give a true and fair view of:

1. the results of the operations of the Association for the year ended 30 June 2012; and
2. the state of affairs of the Association at that date.

The Board of Yachting Australia Incorporated is also of the opinion that there are reasonable grounds to believe that the Association will be able to pay its debts as and when they become due and payable.

These statements are made in accordance with the resolution of the Board and is signed for and on behalf of the Board by:



D. Gotze
President

Sydney
8 October 2012

Statement of Comprehensive Income

FOR THE YEAR ENDED 30 JUNE 2012

	Note	2012 \$	2011 \$
Continuing operations			
Revenue	3	12,640,821	9,914,486
Finance income		156,386	121,142
		12,797,207	10,035,628
Employee benefits expense	4A	4,312,850	3,384,781
Depreciation expense	4B	79,845	69,333
Employee provisions expense	4C	149,946	102,333
Cost of goods sold		187,871	122,210
Grants to athletes		2,491,397	2,422,716
Hire costs		801,747	327,771
Insurance		392,250	370,794
Payments to state high performance programs		476,232	444,471
Uniforms and equipment		902,812	248,199
Transport, shipping and storage		293,722	217,972
Travelling expenses		1,328,913	1,083,140
Other expenses	4D	1,211,883	1,191,857
		12,629,468	9,985,577
Surplus from continuing operations		167,739	50,051
Net surplus		167,739	50,051
Other comprehensive income		–	–
Total comprehensive income		167,739	50,051

The above Statement of Comprehensive Income should be read in conjunction with the accompanying notes.

YACHTING AUSTRALIA INCORPORATED

Statement of Financial Position

AS AT 30 JUNE 2012

	Note	2012 \$	2011 \$
ASSETS			
Current Assets			
Cash and cash equivalents	14	3,870,857	2,222,712
Trade and other receivables	5	295,208	162,853
Inventories	6	186,272	156,053
Prepayments & other current assets		362,658	820,796
Loan – related party	7	5,322	4,878
Total Current Assets		4,720,317	3,367,292
Non-current assets			
Property, plant & equipment	9	490,845	331,333
Long-term deposit	5	–	53,000
Total Non-current Assets		490,845	384,333
TOTAL ASSETS		5,211,162	3,751,625
LIABILITIES			
Current Liabilities			
Trade and other payables	10	1,376,267	781,600
Deferred income	11	2,063,369	1,364,016
Provisions	12	479,717	355,269
Interest-bearing liabilities	8	46,775	2,545
Total Current Liabilities		3,966,128	2,503,430
Non-current Liabilities			
Provisions	12	61,158	54,741
Interest-bearing liabilities	8	–	177,317
Total Non-current Liabilities		61,158	232,058
TOTAL LIABILITIES		4,027,286	2,735,488
NET ASSETS		1,183,876	1,016,137
EQUITY			
Reserves – Natural disaster relief fund	13	30,000	30,000
Accumulated funds		1,153,876	986,137
TOTAL EQUITY		1,183,876	1,016,137

The above Statement of Financial Position should be read in conjunction with the accompanying notes.

Statement of Changes in Equity

AS AT 30 JUNE 2012

	Accumulated funds	Natural disaster relief fund	Total
At 30 June 2010	936,086	30,000	966,086
Surplus for the year	50,051	–	50,051
Grants expended	–	–	–
Grants expended	–	–	–
At 30 June 2011	986,137	30,000	1,016,137
Surplus for the year	167,739	–	167,739
Grants expended	–	–	–
Grants expended	–	–	–
At 30 June 2012	1,153,876	30,000	1,183,876

The above statement of Changes in Equity should be read in conjunction with the accompanying notes.

YACHTING AUSTRALIA INCORPORATED

Statement of Cash Flows

AS AT 30 JUNE 2012

	Note	2012 \$	2011 \$
CASH FLOWS FROM OPERATING ACTIVITIES			
Receipts from grants, subscriptions and operations		13,019,603	9,900,107
Payments to trade creditors, suppliers and employees		(11,344,462)	(9,067,158)
Interest received		156,386	121,142
Net cash inflows/(outflows) from operating activities	14	1,831,527	954,091
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for property, plant and equipment		(52,396)	(13,307)
Net cash inflows/(outflows) from investing activities		(52,396)	(13,307)
CASH FLOWS FROM FINANCING ACTIVITIES			
Repayments of borrowings		(130,986)	–
Net cash inflows/(outflows) from financing activities		(130,986)	–
Net increase in cash held		1,648,145	940,784
Cash at beginning of year		2,222,712	1,281,928
Cash at End of Year	14	3,870,857	2,222,712

The above Statement of Cash Flows should be read in conjunction with the accompanying notes.

Notes to the Financial Statements

AS AT 30 JUNE 2012

NOTE 1 – CORPORATE INFORMATION

The financial report of Yachting Australia Incorporated (the Association) for the year ended 30 June 2012 was authorised for issue in accordance with a resolution of the Board on 8 October 2012.

Yachting Australia Incorporated is an Incorporated Association under the Associations Incorporations Act 1984 (NSW).

Nature of Operations and Principal Activities

Yachting Australia Incorporated is the national governing body for yachting, both power and sail throughout the Commonwealth of Australia, providing representation, training and information for development programs and co-ordination and preparation of competition opportunities for elite and emerging elite national level athletes. The Association also offers a system of training and certification to nationally defined and agreed standards to those involved or seeking to become involved in recreational boating, both sail and power craft. The Association has affiliated Member Associations in each State and Territory.

The principal place of business is:

Level 1
22 Atchison Street
St Leonards NSW 2065

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Statement of Compliance

The financial report has been prepared in accordance with all measurement Accounting Standards and Urgent Issues Group Interpretations, and the disclosure requirements of Accounting Standards AASB 101 'Presentation of Financial Statements', AASB 107 'Cash Flow Statements' and AASB 108 'Accounting Policies, Changes in Accounting Estimates and Errors'. Accounting Standards include Australian equivalents to International Financial Reporting Standards ('AIFRS').

Certain Australian Accounting Standards and Interpretations that have recently been issued or amended but are not yet effective have not been adopted by the Association for the annual reporting period ended 30 June 2012. The Board has not early adopted any of these new or amended standards or interpretations. The Board has not yet fully assessed the impact of these new or amended standards (to the extent relevant to the Association) and interpretations.

Basis of Preparation

The Association is incorporated under the Associations Incorporations Act 1984 (NSW) and the financial report is not required to be prepared in accordance with the Corporations Act.

The financial report of the Association has been prepared as a Special Purpose Financial Report for use by the Board and its members. The accounting policies used in the preparation of this financial report, as described below, are consistent with the previous years, and are, in the opinion of the Board, appropriate to meet the needs of members:

- i. The financial report has been prepared on an accrual basis of accounting including the historical cost convention and the going concern assumption.
- ii. The Association is not a reporting entity because in the opinion of the Board there are unlikely to exist users of the financial report who are unable to command the preparation of reports tailored so as to satisfy specifically all of their information needs.

The Board has determined that in order for the financial report to give a true and fair view of the Association's performance, cash flows and financial position, the requirements of Australian Accounting Standards and other financial reporting requirements in Australia relating to the measurement of assets, liabilities, revenues, expenses and equity should be complied with.

Notes to the Financial Statements

AS AT 30 JUNE 2012

The following significant accounting policies have been adopted in the preparation and presentation of the financial report:

(a) Cash Assets

Cash and short-term deposits in the balance sheet comprise cash at bank and in hand and short-term deposits with an original maturity of three months or less.

For the purposes of the Cash Flow Statement, cash and cash equivalents consist of cash and cash equivalents as defined above.

(b) Trade and Other Receivables

Trade receivables, which generally have 60 day terms, are recognised and carried at original invoice amount less an allowance for any uncollectible amounts.

Collectability of trade receivables is reviewed on an ongoing basis. Individual debts that are known to be uncollectible are written off when identified. An impairment provision is recognised when there is objective evidence that the Association will not be able to collect the receivable. Financial difficulties of the debtor and default payments are considered objective evidence of impairment.

Other receivables are recognised at amortised cost, less any provision for impairment.

(c) Inventories

Inventories are carried at the lower of cost and net realisable value.

Net realisable value is the estimated selling price in the ordinary course of business, less estimated costs of completion and the estimated costs necessary to make the sale.

(d) Plant and Equipment

Plant and equipment is stated at historical cost, or fair value if the asset is donated to the entity, less accumulated depreciation and any accumulated impairment losses. Such cost includes the cost of replacing parts that are eligible for capitalisation when the cost of replacing the parts is incurred. Similarly, when each major inspection is performed, its cost is recognised in the carrying amount of

the plant and equipment as a replacement only if it is eligible for capitalisation. All other repairs and maintenance are recognised in the profit and loss as incurred. The assets' residual values, useful lives and amortisation methods are reviewed, and adjusted if appropriate, at each financial year end.

The depreciation rates used for each class of assets are:

Computer equipment	3 years
Coach boat motors	5-15 years
Coach boats	5-15 years
Office furniture and equipment	Term of lease
Leased assets	Term of lease
Leasehold improvements	3 years

Disposal:

An item of plant and equipment is derecognised upon disposal or when no further future economic benefits are expected from its use or disposal.

Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit and loss in the year the asset is derecognised.

(e) Impairment

The carrying values of property, plant and equipment are reviewed for impairment at each reporting date, with recoverable amount being estimated when events or changes in circumstances indicate that the carrying value may be impaired.

The recoverable amount of property, plant and equipment is the higher of fair value less costs to sell and depreciated replacement cost. Depreciated replacement cost is calculated as the current replacement cost of the most appropriate modern equivalent replacement asset less, where applicable, accumulated depreciation calculated on the basis of such cost to reflect the already consumed or expired future economic benefits of the asset.

An impairment exists when the carrying value of an asset exceeds its estimated recoverable amount. The asset is then written down to its recoverable amount.

Notes to the Financial Statements

AS AT 30 JUNE 2012

(f) Trade and Other Payables

Trade payables and other payables are carried at amortised cost and represent liabilities for goods and services provided to the Association prior to the end of the financial year that are unpaid and arise when the Association becomes obliged to make future payments in respect of the purchase of these goods and services.

(g) Wages, Salaries and Annual Leave.

Liabilities for wages and salaries, including non-monetary benefits and annual leave expected to be settled within 12 months of the reporting date are recognised in other payables in respect of employees' services up to the reporting date. They are measured at the amounts expected to be paid when liabilities are settled.

(h) Long Service Leave

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments made in respect of services and provided by employees up to the reporting date.

Provision for employees with less than 10 years service has been allocated to non-current liabilities.

In determining the liability for employee entitlements related on-costs have also been included in the liability.

(i) Income Taxes

The Association is exempt from income tax under section 23(g) of the Income Tax Assessment Act.

(j) Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST except where the GST incurred on a purchase of goods and services is not recoverable from the taxation authority, in which case the GST is recognised as part of the cost of acquisition of the asset or as part of the expense item as applicable; and receivables and payables are stated with the amount of GST included.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the Balance Sheet.

Cash flows are included in the Cash Flow Statement on a gross basis and the GST component of cash flows arising from investing and financing activities, which is recoverable from, or payable to, the taxation authority, are classified as operating cash flows.

(k) Provisions

Provisions are recognised when the Association has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time is recognised as a borrowing cost.

(l) Leases

Finance leases, which transfer to the Association substantially all the risks and benefits incidental to ownership of the leased item, are capitalised at the inception of the lease at the fair value of the leased asset or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are recognised as an expense in profit or loss.

Capitalised leased assets are depreciated over the shorter of the estimated useful life of the asset and the lease term if there is no reasonable certainty that the Association will obtain ownership by the end of the lease term.

Operating lease payments are recognised as an expense in the income statement on a straight-line basis over the lease term. Operating lease incentives are recognised as a liability when received and subsequently reduced by allocating lease payments between rental expense and reduction of the liability.

Notes to the Financial Statements

AS AT 30 JUNE 2012

(m) Revenue Recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Association and the revenue can be reliably measured. The following specification criteria must also be met before revenue is recognised:

(i) Sale of goods

Revenue is recognised when control has passed to the buyer.

(ii) Subscriptions

Revenue is recognised when a member is entitled to the benefits of belonging to the Association.

(iii) Grants – Conditional

Where a contractual right to return unspent monies exists, the amount received will be deferred and recognised as income once the funds have been spent.

(iv) Grants – Unconditional

Grants received for specific projects are recognised as revenue upon receipt regardless of whether the expenditure has been incurred as long as there is no contractual right to return the monies received to the grantor.

(v) Rendering of Services

Revenue is recognised for the provision of services where the contract outcome can be reliably measured, control of the right to be compensated for the services and the stage of completion can be reliably measured. Stage of completion is measured by reference to the labour hours incurred to date as a percentage of total estimated labour hours for each contract.

Where the contract outcome cannot be reliably measured, revenue is recognised only to the extent that costs have been incurred.

(vi) Sponsorship

Sponsorship revenue is recognised in terms of both cash received and value of in kind support provided during the period. The value in kind support is recorded as income using actual values or cost of the goods or services utilised during the year. Items of value in kind support include the cost of team uniforms, equipment, car hire, boat hire, accommodation and hospitality.

(vii) Interest

Revenue is recognised as interest accrues using the effective interest method. This is a method of calculating the amortised cost of a financial asset and allocating the interest income over the relevant period using the effective interest rate, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to the net carrying amount of the financial asset.

(n) Foreign Currency Translation

Both the functional and presentation currency of Yachting Australia Incorporated is Australian dollars (\$).

Foreign currency transactions are translated into Australian Dollars using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at financial year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

(o) Comparatives

Where necessary, comparatives have been reclassified and repositioned for consistency with current year disclosures.

Notes to the Financial Statements

AS AT 30 JUNE 2012

	2012 \$	2011 \$
NOTE 3 – REVENUE		
Revenue from operating activities		
Membership Scheme		
Australian Capital Territory	9,129	9,036
New South Wales	313,345	281,368
Northern Territory	5,655	5,088
Queensland	146,858	134,471
South Australia	82,718	69,584
Tasmania	69,552	63,830
Victoria	233,857	218,300
Western Australia	174,255	146,714
Other	6,833	–
	1,042,202	928,391
Accreditations	111,622	162,916
Affiliation Fees	47,044	3,964
Event Entry	25,084	28,978
Certificates	400,040	435,242
Other Income	480,268	609,475
Perth legacy	169,045	–
Sales	406,233	336,678
	1,639,336	1,577,253
Revenue from outside operating activities		
Income for Specific Projects and Grants		
Australian Olympic Committee ('AOC') grant	121,590	99,445
Australian Paralympic Committee ('APC') grant	430,000	462,500
Queensland Academy of Sport ('QAS') grant	171,000	129,000
Australian Sports Commission ('ASC') grant	5,979,200	4,886,995
Australian Institute of Sport ('AIS') grant	1,650,354	1,045,297
Sponsorships	767,600	373,252
Sponsorships – value in kind	594,540	279,000
Cost Recovery	244,999	133,353
	9,959,283	7,408,842
Total Revenue	12,640,821	9,914,486

Notes to the Financial Statements

AS AT 30 JUNE 2012

	2012 \$	2011 \$
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NOTE 4 – EXPENDITURE

(A) Employee Benefits Expense

Contractors	1,352,758	824,160
Salaries	2,512,894	2,202,419
Staff Amenities	2,280	4,522
Staff Recruitment Costs	26,976	10,230
Staff Training	1,887	4,077
Superannuation	255,670	271,322
Staff Allowances & Payroll Tax	160,385	68,051
	4,312,850	3,384,781

(B) Depreciation

79,845 69,333

(C) Accrual for employees provisions

Annual Leave	108,156	71,120
Long Service Leave	41,790	31,213
	149,946	102,333

(D) Other Expenses from Ordinary Activities

Accreditations	8,976	5,742
Audit Fees	48,000	38,755
Bad Debt	14,427	40,500
Bank Charges	32,884	39,306
Catering	84,340	111,247
Certificate Costs	115,533	129,027
Cleaning	11,013	8,677
Conference/Meeting Costs	13,261	7,865
Consultants	26,420	31,032
Electricity and Fuel	40,776	48,862
Finance Costs	12,495	11,616
General Expenses	7,016	4,116
Legal Expenses	46,989	26,190
Payments to Member Yachting Associations	89,385	36,490
Postage	163,374	156,293
Printing & Stationery	120,953	93,955
Research & Development	21,599	27,393
Rent	131,510	147,313
Repairs & Maintenance	74,588	57,614
Stock Obsolescence	4,730	17,519
Subscriptions	46,397	58,487
Telephone & Internet	97,103	89,121
Other	114	4,737
	1,211,883	1,191,857

Notes to the Financial Statements

AS AT 30 JUNE 2012

	2012 \$	2011 \$
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NOTE 5 – TRADE AND OTHER RECEIVABLES

CURRENT

Accounts Receivable

Grants	115,888	64,035
Interest	–	13,143
Publication	19,772	19,971
Training Centre Accreditation / Certification	25,630	31,900
Sponsorships	45,500	–
Membership Scheme	4,508	1,399
Tackers	38,350	–
Other	45,560	32,405
Total Trade and Other Receivables (Current)	295,208	162,853

NON-CURRENT

Long-term deposit (i)	–	53,000
Total Trade and Other Receivables (Non-Current)	–	53,000

(i) A deposit is held as security in relation to the lease of premises at 22 Atchison Street, St Leonards NSW.

NOTE 6 – INVENTORIES

Training and participation materials	182,244	135,830
Technical Rule Books	4,028	20,223
Total Inventories at the Lower of Cost and Net Realisable Value	186,272	156,053

NOTE 7 – LOAN RECEIVABLE – RELATED PARTY

Current	5,322	4,878
Total Loan Receivable from Related Party	5,322	4,878

NOTE 8 – INTEREST BEARING LIABILITIES

Current

Current interest bearing liability	46,775	–
Finance leases (note 16)	–	2,545
Total current interest bearing liabilities	46,775	2,545

Non-current

Non-current interest bearing liability	–	177,317
Total non-current interest bearing liability	–	177,317

YACHTING AUSTRALIA INCORPORATED

Notes to the Financial Statements

AS AT 30 JUNE 2012

	2012 \$	2011 \$
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NOTE 9 – PROPERTY, PLANT & EQUIPMENT

Computer Equipment – At Cost	104,550	86,167
Less Accumulated Depreciation	(55,863)	(34,785)
	<u>48,687</u>	<u>51,382</u>
Coach Boat Motors – At Cost	25,870	25,870
Less Accumulated Depreciation	(23,067)	(21,866)
	<u>2,803</u>	<u>4,004</u>
Office Furniture and Equipment – At Cost	64,069	37,469
Less Accumulated Depreciation	(32,279)	(23,079)
	<u>31,790</u>	<u>14,390</u>
Coach Boats and Equipment – At Cost	523,272	364,817
Less Accumulated Depreciation	(136,244)	(132,208)
	<u>387,028</u>	<u>232,609</u>
Leasehold Improvements – At Cost	102,172	102,172
Less Accumulated Amortisation	(82,547)	(74,136)
	<u>19,625</u>	<u>28,036</u>
Leased Assets – At Cost	22,990	22,990
Less Accumulated Amortisation	(22,078)	(22,078)
	<u>912</u>	<u>912</u>
Total Property, Plant & Equipment	<u>490,845</u>	<u>331,333</u>

NOTE 10 – TRADE AND OTHER PAYABLES

Accounts Payable	580,321	506,556
GST Liability	193,240	86,510
Other Payables	602,706	188,534
Total Trade and Other Payables	<u>1,376,267</u>	<u>781,600</u>

Notes to the Financial Statements

AS AT 30 JUNE 2012

	2012 \$	2011 \$
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NOTE 11 – DEFERRED INCOME

ASC and AIS grants	1,882,081	1,211,700
YATC recognition fees	–	16,888
Australian youth sailing team athlete contributions	48,240	12,452
IRC/IMS Rating	98,048	92,126
Queensland SHPP	–	21,000
Olympic Solidarity Grant	–	9,850
Australian Olympic Committee	35,000	–
Total Deferred Income	2,063,369	1,364,016

NOTE 12 – PROVISIONS

Current

Provision for Annual Leave	353,428	245,536
Provision for Long Service Leave	126,289	109,733
Total Provisions (Current)	479,717	355,269

Non-Current

Provision for Long Service Leave	48,140	22,643
Make-good Provision	–	19,500
Provision for Rent Recognition	13,018	6,975
Lease incentive	90,000	90,000
Accumulated Amortisation	(90,000)	(84,377)
	–	5,623
Total Provisions (Non-Current)	61,158	54,741

NOTE 13 – RESERVES

Natural Disaster Relief Fund	30,000	30,000
Total Reserves	30,000	30,000

The Natural Disaster Relief Fund was established to enable Yachting Australia to respond on a case by case basis to affiliated Clubs and MYAs unable to pay their membership fees as a consequence of being affected by drought or some other natural disaster.

YACHTING AUSTRALIA INCORPORATED

Notes to the Financial Statements

AS AT 30 JUNE 2012

	2012 \$	2011 \$
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NOTE 14 – CASH**Reconciliation to Cash Flow Statement**

For the purposes of the Cash Flow Statement, cash and cash equivalents comprise the following at year end:

Cash on hand	96	587
Cash at bank	423,662	65,741
Term deposit	500,000	1,150,000
Cash management account	2,947,099	1,006,384
Total Cash	3,870,857	2,222,712

Reconciliation of net surplus to net cash flows from operations

Net surplus	167,739	50,051
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Adjustments for:

Depreciation	79,845	69,333
Other non-cash movements	(136,509)	102,963

Changes in asset, and liabilities and reserves

(Increase)/decrease in receivables	(132,355)	46,313
(Increase)/decrease in inventories	(30,219)	8,505
(Increase)/decrease in prepayments	458,138	(486,846)
(Decrease)/increase in creditors, deferred income and provisions	1,424,888	1,163,772
Net cash inflows from operating activities	1,831,527	954,091

NOTE 15 – AUDITORS' REMUNERATION

The auditor of Yachting Australia Incorporated is Ernst & Young.

Amounts received or due and receivable by Ernst & Young (Australia) for

Audit	35,000	26,000
Other services	13,000	6,500
Total	48,000	32,500

Notes to the Financial Statements

AS AT 30 JUNE 2012

	2012 \$	2011 \$
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NOTE 16 – COMMITMENTS & CONTINGENCIES

Operating Lease Commitments

The Association has entered into a commercial lease on its premises commencing 15 August 2011. This is a non-cancellable lease with a term of 5 years, at which time the Association may choose to renew the lease for an additional 4 years. The lease includes a clause to enable upward revision of the rental charge at a rate of 3% per annum.

Future minimum rentals payable under non-cancellable operating leases as at 30 June are as follows:

Within one year	132,226	19,107
After one year but not more than five years	420,959	–
Total minimum lease payments	553,185	19,107

Finance Lease Commitments

The Association entered into commercial lease agreements for computer and telephone equipment with carrying amounts of \$2,545 in FY2011.

Future minimum rentals payable under finance leases as at 30 June are as follows:

Within one year	–	2,545
After one year but not more than five years	–	–
Less: Future finance charges	–	–
Total minimum lease payments	–	2,545

Representing lease liabilities:

Current	–	2,545
Non-current	–	–
Total included in interest-bearing liabilities	–	2,545

NOTE 17 – SIGNIFICANT EVENTS AFTER THE BALANCE DATE

Since the end of the financial year the officers are not aware of any matter or circumstance not otherwise dealt with in the report that has significantly or may significantly affect the operations of the Association, the results of those operations or the state of affairs of the Association in subsequent financial years.

Auditor's Report



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Independent auditor's report to the members of Yachting Australia Incorporated

We have audited the accompanying special purpose financial report of Yachting Australia Incorporated, which comprises the statement of financial position as at 30 June 2012, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year ended on that date, a summary of significant accounting policies, other explanatory notes and the directors' declaration.

Directors' Responsibility for the Financial Report

The directors of the company are responsible for the preparation of the financial report and have determined that the basis of preparation described in Note 2 to the financial report is appropriate to meet the financial reporting requirements of the Associations Incorporations Act 1984 (NSW), the Association's constitution and are appropriate to meet the needs of the members. The directors are also responsible for such controls as they determine are necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance about whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, we consider internal controls relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Independence

In conducting our audit we have complied with the independence requirements of the Australian professional accounting bodies.

Opinion

In our opinion the financial report presents fairly, in all material respects, the financial position of Yachting Australia Incorporated as of 30 June 2012 and its financial performance and its cash flows for the year then ended in accordance with the accounting policies described in Note 2 to the financial statements.

Liability limited by a scheme approved under Professional Standards Legislation





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