



Twenty Nineteen

Annual Report

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President's Report

2018/19 marks the final time I will complete a report as the President of Australian Sailing, a position I have been honoured to hold for the past six years.



I am confident that I exit my post leaving the sport in a better place which was my goal upon entering the role. In that time Australian Sailing has developed a better structure to enable efficiency, decision making and implementation and importantly, more people sailing and performing at the highest level.

I would like to give a heartfelt thanks to the current Board of Directors, and particularly the outgoing Vice President Sarah Kenny. The work they do and the support they provide have been invaluable to me and to our sport.

Over the past year the Board saw one change, with Sarah Ogilvy leaving to

take up a role with the Blairgowrie Yacht Squadron as Head of Sailing. Her experience from an athlete perspective will be missed, and I thank her for the contribution she made since joining the board.

We also welcomed Ben Houston to the role of CEO and farewellled John Lee. We wish John all the best and remain great friends. It's an exciting time to join for Ben as we head towards Tokyo 2020 and with much of the restructuring now done, to grow and improve the sport.

Participation

The past twelve months have been significant in the participation space, with Australian Sailing proudly recording more than 100,000 club members for the first time. This is largely thanks to efforts made to growing the sport from the grass roots up, including the launch of our SheSails initiative and the introduction of SailPass.

Safety

This year saw an increased focus on safety as a matter of business for Australian Sailing. We were fortunate to have Glen Stanaway on hand to be

given the safety portfolio, something he will continue to work on throughout the coming seasons.

Financial Management

Australian Sailing posted its second consecutive surplus in 2018/19, thanks to some prudent financial management in both the performance and services arms of the business. The turnaround in our finances was done with hard work from our staff and our Audit Committee chaired by Director Garry Langford.

Regattas

2018/19 was another busy season of regattas around the country, with particularly strong numbers competing in our State and National Youth Championships over the summer. The Royal Yacht Club of Tasmania hosted a highly successful 2019 Australian Youth Championships, with competitors coming from across the country and region to compete on the Derwent River.

Governance

It has been a pleasure to see the benefits of our One Sailing governance model across the country over the past twelve months. A recent report from

Sport Australia has noted that some of the benefits have included:

- › 6% revenue growth per annum
- › 20% membership growth in 2018
- › 10% increase in course participants
- › Operational expense savings of 5% per annum
- › 25% increase in government funding
- › A quantified benefit of circa \$800,000 per annum due to the implementation of One Sailing

These benefits would not have been realised without the support of our member clubs and state associations and the many club volunteers and staff who supported us throughout this process. The one management model invented by Australian Sailing is now Federal Government Policy and we are the only summer sport to have implemented this structure.

High Performance

It was another strong year on the water for the Australian Sailing Team and many of our club members who became World Champions in their classes. I congratulate Iain Murray and the high performance team for their results this year, as they look to fine tune their preparations for Tokyo 2020.

The depth and quality of athletes we currently have in the Australian Sailing Team is the best ever.

Once again we sent a strong team to the Youth Sailing World

Championships, this year held in Gdynia, Poland. Our team brought home one gold and two silver medals, with Will Cooley and Bec Hancock taking out the Nacra 15 class.

Partners

I would like to make a special mention to thank our corporate partners, without whom we would not be able to achieve what we do each year. Our Program Partners at Sport Australia and the Australian Institute of Sport ensure we are able to get sailors on the water from Tackers up to the Australian Sailing Team. We are also thankful for the generous support offered by our Major Partners Hamilton Island, Network Insurance Group and Zhik, our Official Partners at Ronstan, B&G Navico, Sharp Extensive IT and Maersk along with our Official Suppliers at Liros Ropes, DeckHardware, Maui Jim Sunglasses and Navionics Australia.

I would also like to thank our AST Patrons, who generously give each year to ensure our team are able to compete and win on the world stage each year.

Celebrations

Last October we celebrated the 2018 Australian Sailing Awards and Hall of Fame inductions, and I would like to congratulate Matt Wearn (Male Sailor of the Year), Wendy Tuck (Female Sailor of the Year) and all of the winners announced on the night.

Wendy also took out the inaugural Offshore Sailor of the Year award.

We also inducted five new members into the Australian Sailing Hall of Fame. They were:

- › Alexander 'Jock' Sturrock MBE
- › Syd Fischer AM OBE
- › Jon Sanders AO OBE CitWA
- › David Forbes OAM and John Anderson OAM
- › John Cuneo OAM, Thomas Anderson OAM and John Shaw

Australian Sailing also launched the Australian Sailing Team Alumni Program, the Barranjoey Pin, in 2018. It is designed to acknowledge the legacy and history of Olympic and Paralympic class sailing in Australia, and recognise those athletes who have achieved the Australian Sailing Team standard since the Team's establishment in 2006. Over 80 recipients were presented with their pin in 2018/19, with more to come in the coming months.

I look forward to seeing you on the water in the near future.

Sincerely,



Matt Allen AM
President
Australian Sailing



CEO Report

I'm proud to deliver my first CEO Report. As incoming CEO to Australian Sailing, I would like to express my gratitude to the sailing community for the warm welcome I have received in my first few months in the role.



I have been struck by the passion and dedication of our members across the country, and as a member-based organisation Australian Sailing is committed to ensuring that we continue to strengthen ties with clubs, classes and associations across the country. I met many of our members during the national Club Conferences that I attended throughout July and August this year. The Club Conferences were a fantastic way to get direct feedback from many of our stakeholders. It also provided me with the opportunity to discuss our goals around ensuring sailing is a sustainable, safe and dynamic endeavour.

It also allowed us to discuss some of the recent initiatives from Australian Sailing.

The growth initiatives will play an exciting role in the future of Australian Sailing, which include:

- › The national introduction of SailPass, our introductory club membership program
- › The launch of SheSails, our female participation initiative
- › Driving participation through engaging early teens in our latest program, OutThere Sailing
- › Our growing focus on sustainability and the role it plays in our sport

Each of these initiatives have been very well received by our membership and will play an important part in growing our sport. The participation initiatives are dealt with in more detail in this report and I encourage clubs and classes to get involved.

Participation is the backbone of our sport and growth in membership is one of our key strategic priorities. I'm pleased to report that, for

the first time, club membership numbers exceed 100,000. I want to congratulate all clubs across Australia for helping us to achieve this important milestone. I would also like to thank our partners at Hamilton Island for their support of the Australian Sailing Clubs Participation Promotion which saw clubs rewarded for having the largest growth in participation across the competition period.

This year Australian Sailing will post a surplus of \$725,303, our second surplus in a row. This can be attributed to prudent cost management and improved operational revenues.

We are proud of another year of strong results from the Australian Sailing Team with strong performances and also development across a number of emerging classes. This is critical as the team prepares for the 2020 Olympic Games in Enoshima under the guidance of High Performance Director Iain Murray. Our Laser (Matt Wearn) and Men's 470 (Mat Belcher and Will Ryan) classes finished the year ranked #1 in the world and were rewarded with being announced as the first members of the Tokyo 2020 Australian Olympic Team.

I would like to congratulate the four members of the sailing community who received Order of Australia

awards for their contribution to sailing and yachting in this year's Queen's Birthday Honours list. These included Australian Sailing President Matt Allen AM (Cruising Yacht Club of Australia), Robert Badenach AM (Royal Yacht Club of Tasmania), Adrienne Cahalan OAM (Lane Cove 12ft Sailing Skiff Club) and John Carroll OAM (Bendigo Yacht Club).

We appreciate the support of our Patrons and acknowledge our partnership with Sport Australia and the Australian Institute of Sport. I also want to thank our major partners Hamilton Island, Network Insurance Group and Zhik, Official Partners Ronstan, B&G Navico, Sharp Extensive IT, Maersk along with our official suppliers at Liros Ropes, DeckHardware, Maui Jim Sunglasses and Navionics Australia, for your ongoing support of Australian Sailing.

I would like to thank the outgoing CEO John Lee who served in the role until March this year.

I would also like to thank Matt Allen, Sarah Kenny and the Board of Australian Sailing for their guidance and support since my arrival. I want to acknowledge the contribution of outgoing President Matt Allen AM and outgoing Vice President Sarah Kenny for their leadership and commitment to sailing in Australia.

Under Matt's Presidency, Australian Sailing embarked on the One Sailing governance reforms. One Sailing has delivered the most significant transformation of the governance and operations of sailing in the history of the sport in Australia. It is unquestionable that the One Sailing reform has had a far-reaching and lasting impact on the growth and sustainability of sailing in Australia and is the envy of many sports in Australia.

I would like to thank the staff of Australian Sailing and express my gratitude to the more than 10,000 volunteers around the country who contribute so many hours and so much knowledge to our sport, thank you.

To our clubs, their committees and managements, we are very grateful for your commitment to sailing in Australia and for ensuring a warm welcome for all of our new members and sailors.

Thank you for your ongoing commitment to sailing in Australia.



Ben Houston
Chief Executive Officer
Australian Sailing



A message from Sport Australia

John Wylie AM

Sport and physical activity has enormous influence on our nation's health, education, social, economic and diplomatic outcomes.

It's why Sport Australia and the AIS remain steadfast in our vision: to make Australia the world's most active sporting nation, known for its integrity, sporting success and world-leading sports industry.



Australia's commitment, outlined in the Australian Government's national sport plan, Sport 2030, is to reduce physical inactivity by 15 per cent. It's a huge challenge Sport Australia enthusiastically accepts.

We are making significant progress and Sport Australia's programs are benefitting sport, as well as broader community health and wellbeing, including tackling issues such as obesity. Our partnerships with National Sporting Organisations (NSOs) remain fundamental, but we are also engaging more than ever with other networks to grow our sporting industry. Collaboration with physical activity providers, health, education and various levels of Government can deliver more for sport and all Australians.

This was highlighted in 2018-19 when Sport Australia, on behalf

of the Australian Government, delivered \$150million in new participation programs. The \$100million Community Sport Infrastructure grants program is enhancing hundreds of grassroots facilities across Australia. The \$28.9million Participation grants program is encouraging innovative programs that help break the down barriers to physical activity. The new \$22.9million Better Ageing grants program is helping senior Australians 65 and older to get more active and socially connected.

Our national Sporting Schools program remains a key platform to address childhood inactivity and drive generational change. We have funded 7300 schools and recorded more than 5.2million attendances since its launch in mid-2015. We continue to look at ways to maximise

the impact of Sporting Schools and link it with our work in physical literacy. By teaching our children to run, throw, jump or kick, we put them on the path to better lives.

There is no success without integrity. We continue to encourage environments that are inclusive and welcoming. Increasing diversity in our industry is critical and we want to make sport the benchmark for a more equitable society.

All this work is emphasised by our national behaviour change campaign, Move It AUS. Our call to action is to 'Find Your 30' minutes of physical activity every day, and enjoy the benefits.

We are continuing to build the capability of the sports industry, addressing governance reform to bring out the very best in our sporting organisations. The One Management project looks at helping sports align their strategy, workforce and financial management.

The AIS, in partnership with the National Institute Network and National Sporting Organisations, is aligning Australia's high performance sport strategy too. The National High Performance Sport Strategy 2024 signals the first time all Federal and State/Territory sports agencies have signed up to a joint high performance strategy.

In November 2018, the AIS announced an updated investment model for high performance sport and through this improved framework, Olympic, Paralympic and Commonwealth Games sports will benefit from a longer term approach to funding. Instead of annual grants to sport, for the first time the AIS is providing longer-term funding commitments to give sports more stability and certainty to plan ahead.

All of this work is important with the 2020 Tokyo Olympics and Paralympics drawing near, and the 2022 Beijing Winter Games and Paris 2024 beyond that.

Enhancing athlete pathways and athlete wellbeing are primary areas of focus for the AIS, and are keys to creating long-term sustainable success. We have embedded 20 Athlete Wellbeing Managers across National Sporting Organisations, and, working closely with the AIS Wellbeing and Engagement team, are delivering key programs and support from mental health programs, through to career guidance and connection to Australians at the community level.

The AIS is also leading collaborative sports research, applied technology and innovation initiatives including the Gold Medal Ready program, a unique partnership with the Australian Army to help athletes perform under pressure.

From backyards to benchmark international events, we believe unquestionably in the power of sport and physical activity to reflect the very best in our culture and to be a powerful vehicle for change.

Thank you for all you do for Australian sport and best wishes for the year ahead.



List of Clubs

Canberra Ocean Racing Club	ACT	Carcoar Dam Sailing Club	NSW	Koonawarra Bay Sailing Club	NSW
Canberra Yacht Club	ACT	Chipping Norton Lake Sailing Club	NSW	Kurnell Catamaran Club	NSW
Navy Sailing	ACT	Clarence River Sailing Club	NSW	Lake Jindabyne Sailing Club	NSW
YMCA of Canberra Sailing Club	ACT	Clarence River Yacht Club	NSW	Lake Keepit Sailing Club	NSW
Abbotsford 12ft Sailing Club	NSW	Coffs Harbour Yacht Club	NSW	Lake Macquarie Yacht Club	NSW
Allsail Sailing Club and School	NSW	Concord & Ryde Sailing Club	NSW	Lane Cove 12ft Sailing Skiff Club	NSW
Army Sailing Club	NSW	Connells Point Sailing Club	NSW	Manly 16ft Skiff Sailing Club	NSW
Australian 18 Footers League	NSW	Corlette Point Sailing Association	NSW	Manly Yacht Club	NSW
Australian Yacht Club	NSW	Cronulla Sailing Club	NSW	Manning Park Amateur Sailing Club	NSW
Avalon Sailing Club	NSW	Cruising Yacht Club of Australia	NSW	Manning River Sailing Club	NSW
Balmain Sailing Club	NSW	Dobroyd Aquatic Club	NSW	Middle Harbour 16ft Skiff Club	NSW
Balmoral Sailing Club	NSW	Double Bay Sailing Club	NSW	Middle Harbour Amateur Sailing Club	NSW
Batemans Bay Sailing Club	NSW	Drummoyne Sailing Club	NSW	Middle Harbour Yacht Club	NSW
Bayview Yacht Racing Association	NSW	Georges River Sailing Club	NSW	Narrabeen Lakes Sailing Club	NSW
Belmont 16ft Sailing Club	NSW	Gosford Sailing Club	NSW	Newcastle & Hunter Trailer Yacht Association	NSW
Big River Sailing Club	NSW	Great Lakes Sailing Club	NSW	Newcastle Cruising Yacht Club	NSW
Blues Point Yacht Club	NSW	Greenwich Flying Squadron	NSW	Northbridge Sailing Club	NSW
Brunswick Heads Cruising Yacht Association	NSW	Greenwich Sailing Club	NSW	Nowra Community Sailing Club	NSW
Budgewoi Sailing Club	NSW	Griffith Sailing Club	NSW	Oak Flats Sailing Club	NSW
		Hawkesbury River Yacht Club	NSW	Palm Beach Sailing Club	NSW
		Hornsby Ku-ring-gai Sailing Club (PCYC)	NSW	Parramatta River Sailing Club	NSW
		Hunters Hill Sailing Club	NSW	Port Hacking Open Sailing Club	NSW
		Illawarra Yacht Club	NSW	Port Hacking Sailing	NSW
		Jervis Bay Cruising Yacht Club	NSW	Port Hunter 16ft Sailing Skiff Club	NSW
		Jervis Bay Sailing Club	NSW	Port Kembla Sailing Co-op	NSW
		Kogarah Bay Sailing Club	NSW	Port Macquarie Sailing Club	NSW

Port Macquarie Yacht Club	NSW
Port of Yamba Yacht Club	NSW
Port Stephens Sailing and Aquatic Club	NSW
Port Stephens Yacht Club	NSW
Queens Lake Sailing Club	NSW
RAN Sailing Association	NSW
Richmond River Sailing & Rowing Club	NSW
Royal Motor Yacht Club Broken Bay	NSW
Royal Motor Yacht Club Toronto	NSW
Royal Prince Edward Yacht Club	NSW
Royal Sydney Yacht Squadron	NSW
Sailability NSW Sailing Club	NSW
South Lake Macquarie Amateur Sailing Club	NSW
Southern Highlands Sailing Club	NSW
Speers Point Amateur Sailing Club	NSW
Sussex Inlet & Basin Yacht Club	NSW
Sydney Amateur Sailing Club	NSW
Sydney Flying Squadron	NSW
Sydney High School Sailing Association	NSW
Tanilba Bay Sailing Club	NSW
Taree Aquatic Club	NSW
Teralba Amateur Sailing Club	NSW
The Royal Prince Alfred Yacht Club	NSW
Toronto Amateur Sailing Club	NSW
Toukley Sailing Club	NSW
Tweed Valley Sailing Club	NSW



Twofold Bay Yacht Club	NSW	Hervey Bay Boat Club Yacht Squadron	QLD	Southport Yacht Club	QLD
Urunga Sail Training Club	NSW	Hervey Bay Sailing Club	QLD	Sunshine Coast Yacht Club	QLD
Vaucluse Amateur 12ft Sailing Club	NSW	Humpybong Yacht Club	QLD	The Brisbane 18 Footers Sailing Club	QLD
Vaucluse Yacht Club	NSW	Keppel Bay Sailing Club	QLD	The Mooloolaba Yacht Club	QLD
Vincentia Sailing Club	NSW	Lake Cootharaba Sailing Club	QLD	The Southport School Sailing Club	QLD
Wagga Wagga Sailing Club	NSW	Lake Samsonvale Water Sports Association	QLD	The Trailer Sailer Club of Queensland	QLD
Wallagoot Lake Boat Club	NSW	Lourdes Hill College Sailing Club	QLD	Tin Can Bay Yacht Club	QLD
Wangi Amateur Sailing Club	NSW	Mackay Sailing Club	QLD	Tinaroo Sailing Club	QLD
Wollongong Yacht Club	NSW	Maroochy Sailing Club	QLD	Townsville Sailing Club	QLD
Woollahra Sailing Club	NSW	Maryborough Sailing Club	QLD	Townsville Yacht Club	QLD
Yarra Bay 16ft Skiff Sailing Club	NSW	Mission Beach Sailing Club	QLD	Whitsunday Sailing Club	QLD
Darwin Sailing Club	NT	Moreton Bay Boat Club	QLD	Wynnum Manly Sailing Club	QLD
Dinah Beach Cruising Yacht Association	NT	Moreton Bay Trailer Boat Club	QLD	Yorkeys Knob Boating Club	QLD
Gove Boat Club	NT	Multihull Yacht Club Queensland	QLD	Adelaide Sailing Club	SA
Abell Point Yacht Club	QLD	Newport Cruising Yacht Club	QLD	Arno Bay Yacht Club	SA
Bribie Island Sailing Club	QLD	Noosa Yacht & Rowing Club	QLD	Brighton & Seacliff Yacht Club	SA
Brisbane Sailing Squadron	QLD	North Queensland Cruising Yacht Club	QLD	Ceduna Sailing Club	SA
Brisbane Valley Sailing Club	QLD	Oxley Sailing Club	QLD	Christies Sailing Club	SA
Bundaberg Sailing Club	QLD	Paradise Point Sailing Club	QLD	Clayton Bay Boat Club	SA
Cairns Cruising Yacht Squadron	QLD	Port Curtis Sailing Club	QLD	Coffin Bay Yacht Club	SA
Cairns Yacht Club	QLD	Port Denison Sailing Club	QLD	Cruising Yacht Club of SA	SA
Capricornia Cruising Yacht Club	QLD	Port Douglas Yacht Club	QLD	Garden Island Yacht Club	SA
Cleveland Yacht Club	QLD	Queensland Cruising Yacht Club	QLD	Goolwa Aquatic Club	SA
Cruising Yacht Club of Hamilton Island	QLD	Royal Queensland Yacht Squadron	QLD	Goolwa Regatta Yacht Club	SA
Darling Point Sailing Squadron	QLD	Sandgate Yacht Club	QLD	Goolwa Vintage Boat Club	SA
Hamilton Island Yacht Club	QLD	South Brisbane Sailing Club	QLD	Henley Sailing Club	SA

Lacedepe Bay Sailing Club	SA	Dunalley and Marion Bay Sailing Club	TAS	Altona Yacht Club	VIC
Lake Bonney Yacht Club	SA	Geilston Bay Boat Club	TAS	Anglesea Motor Yacht Club	VIC
Largs Bay Sailing Club	SA	George Town Yacht Club	TAS	Apollo Bay Sailing Club	VIC
Meningie Sailing Club	SA	Huon Yacht Club	TAS	Ballarat Yacht Club	VIC
Milang Regatta Club	SA	Kettering Yacht Club	TAS	Barwon Heads Sailing Association	VIC
Normanville Sailing Club	SA	King Island Boat Club	TAS	Beaumaris Motor Yacht Squadron	VIC
Point Turton Sailing Club	SA	Kingston Beach Sailing Club	TAS	Beaumaris Yacht Club	VIC
Port Adelaide Sailing Club	SA	Lauderdale Yacht Club	TAS	Bendigo Yacht Club	VIC
Port Augusta Yacht Club	SA	Leven Yacht Club	TAS	Black Rock Yacht Club	VIC
Port Lincoln Yacht Club	SA	Lindisfarne Sailing Club	TAS	Blairgowrie Yacht Squadron	VIC
Port MacDonnell Sailing Club	SA	Mersey Yacht Club	TAS	Cairn Curran Sailing Club	VIC
Port River Sailing Club	SA	Midway Point Yacht Club	TAS	Carrum Sailing and Motor Boat Club	VIC
Port Vincent Sailing Club	SA	Montrose Bay Yacht Club	TAS	Chelsea Yacht Club	VIC
Rivoli Bay Sailing Club	SA	Port Cygnet Sailing Club	TAS	Colac Yacht Club	VIC
Robe Yacht Club	SA	Port Dalrymple Yacht Club	TAS	Cowes Yacht Club	VIC
Royal Port Pirie Yacht Club	SA	Port Esperance Sailing Club	TAS	Davey's Bay Yacht Club	VIC
Royal SA Yacht Squadron	SA	Royal Yacht Club of Tasmania	TAS	Derrinallum Yacht and Power Boat Club	VIC
Somerton Yacht Club	SA	Sailability Tasmania	TAS	Docklands Yacht Club	VIC
Tumby Bay Yacht Club	SA	Sandy Bay Sailing Club	TAS	Elwood Sailing Club	VIC
Victor Harbor Yacht Club	SA	Spring Bay Boat Club	TAS	Flinders Yacht Club	VIC
Wallaroo Sailing Club	SA	St Helens Sailing Squadron	TAS	Frankston Yacht Club	VIC
Whyalla Yacht Club	SA	Tamar Yacht Club	TAS	Geelong Trailable Yacht Club	VIC
Bellerive Yacht Club	TAS	Wynyard Yacht Club	TAS	Gippsland Lakes Yacht Club	VIC
Burnie Yacht Club	TAS	Albert Park Yacht Club	VIC	Hampton Sailing Club	VIC
Derwent Sailing Squadron	TAS	Albert Sailing Club	VIC	Hartley TS 18/21 Yacht Club	VIC
Deviot Sailing Club	TAS	Albury-Wodonga Yacht Club	VIC	Hastings Yacht Club	VIC



Hobsons Bay Yacht Club	VIC
Indented Head Yacht Club	VIC
Inverloch Windsurfing Club	VIC
Lake Boga Yacht Club	VIC
Lake Wellington Yacht Club	VIC
Lakeside Sailing Club - Pakenham	VIC
Latrobe Valley Yacht Club	VIC
Lilydale Community Sailing Club	VIC
Loch Sport Boat Club	VIC
Lysterfield Sailing Club	VIC
Martha Cove Yacht Squadron	VIC
McCrae Yacht Club	VIC
Melbourne Trailable Yacht Club	VIC
Merricks Yacht Club	VIC
Metung Yacht Club	VIC
Mordialloc Motor Yacht Club	VIC
Mordialloc Sailing Club	VIC
Mornington Yacht Club	VIC
Mount Martha Yacht Club	VIC
Multihull Yacht Club of Victoria	VIC
Newhaven Yacht Squadron	VIC
North East Windsport Club	VIC
Ocean Racing Club of Victoria	VIC
Parkdale Yacht Club	VIC
Point Leo Boat Club	VIC
Port Albert Yacht Club	VIC

Port Fairy Yacht Club	VIC	Westernport Yacht Club	VIC	Ocean Reef Sea Sports Club	WA
Port Melbourne Yacht Club	VIC	Williamstown Sailing Club	VIC	Perth Dinghy Sailing Club	WA
Portarlington Sailing Club	VIC	Wyndham Yacht Club	VIC	Perth Flying Squadron Yacht Club	WA
Portland Yacht Club	VIC	Xavier Sailing Club	VIC	Port Bouvard Yacht Club	WA
Queenscliff Cruising Yacht Club	VIC	Yarrawonga Yacht Club 2019/2020	VIC	Port Hedland Yacht Club	WA
Queenscliff Lonsdale Yacht Club	VIC	Augusta Yacht Club	WA	Port Walcott Yacht Club	WA
Ranelagh Yacht Squadron	VIC	Broome Sailing Club	WA	Princess Royal Sailing Club	WA
Rhyll Yacht Club	VIC	Carnarvon Yacht Club	WA	Royal Freshwater Bay Yacht Club	WA
Rosebud Yacht Club	VIC	Claremont Yacht Club	WA	Royal Perth Yacht Club	WA
Royal Brighton Yacht Club	VIC	Cocos Island Sailing Club	WA	Safety Bay Yacht Club	WA
Royal Geelong Yacht Club	VIC	Dunsborough Bay Yacht Club	WA	Shelley Sailing Club	WA
Royal Melbourne Yacht Squadron	VIC	East Fremantle Yacht Club	WA	South of Perth Yacht Club	WA
Royal Yacht Club of Victoria	VIC	Esperance Bay Yacht Club	WA	Sun City Yacht Club	WA
Rye Yacht Club	VIC	Exmouth Yacht Club	WA	The Cruising Yacht Club of WA	WA
Safety Beach Sailing Club	VIC	Fremantle Cruising Yacht Club	WA	Walpole Yacht Club	WA
Sandringham Yacht Club	VIC	Fremantle Sailing Club	WA		
Somers Yacht Club	VIC	Geographe Bay Yacht Club	WA		
Sorrento Sailing Couta Boat Club	VIC	Geraldton Yacht Club	WA		
South Gippsland Yacht Club	VIC	Hampton Harbour Boat & Sailing Club	WA		
St Leonards Yacht Club & Motor Squadron	VIC	Hillarys Yacht Club	WA		
Stawell Yacht Club	VIC	Jervoise Bay Sailing Club	WA		
Sugarloaf Sailing Club	VIC	Koombana Bay Sailing Club	WA		
Torquay Sailing Club	VIC	Mandurah Offshore Fishing & Sailing Club	WA		
Victorian Blokart Club	VIC	Maylands Yacht Club	WA		
Warneet Motor Yacht Club	VIC	Mounts Bay Sailing Club	WA		
Warrnambool Yacht Club	VIC	Nedlands Yacht Club	WA		

Discover Sailing Centres

		Lake Keepit Sailing Club	NSW	Noosa Yacht and Rowing Club	QLD
		Lane Cove 12ft Sailing Skiff Club	NSW	Oxley Sailing Club	QLD
		Manly Sailing	NSW	Port Curtis Sailing Club	QLD
		Middle Harbour Yacht Club	NSW	Port Douglas Yacht Club	QLD
		MyHarbour PowerBoat Trainign Centre	NSW	QCYC Boating & Sailing Academy	QLD
		Newcastle Cruising Yacht Club Sailing Academy	NSW	Royal Queensland Yacht Squadron	QLD
		Pacific Sailing School	NSW	Southport Yacht Club	QLD
ADFA Boatshed	ACT	Royal Sydney Yacht Squadron	NSW	Surf Connect Wind & Kitesurfing School	QLD
Australian Navy Cadets	ACT	Sailability NSW Toronto Branch	NSW	Tinaroo Sailing Club	QLD
Canberra Yacht Club Sailing School	ACT	Sailability NSW Dobroyd Branch	NSW	Townsville Sailing Club	QLD
YMCA of Canberra Sailing Club	ACT	Sailurunga	NSW	Townsville Yacht Club	QLD
Above & Beyond Boating	NSW	Teralba Ameture Sailing Club	NSW	Whitsunday Sailing Club	QLD
Allsail Sailing Club and School	NSW	The Royal Prince Alfred Yacht Club	NSW	Yorkeys Knob Boating Club	QLD
Balmain Sailing School	NSW	Urunga Sail Training Club	NSW	Adelaide Sailing Club	SA
Balmoral Water Sports	NSW	Woollahra Sailing Club	NSW	Brighton & Seacliff Yacht Club	SA
Bayview Yacht Racing Association	NSW	Darwin Sailing Club	NT	Christies Sailing Club	SA
Belmont 16ft Skiff Sailing Club	NSW	Brisbane Sailing Squadron	QLD	Goolwa Regatta Yacht Club	SA
Connells Point Sailing Club	NSW	Cairns Yacht Club	QLD	Henley Sailing Club	SA
Dobroyd Aquatic Club	NSW	Capricornia Cruising Yacht Club	QLD	Largs Bay Sailing Club	SA
EastSail	NSW	Darling Point Sailing Squadron	QLD	Marine Academy at Cruising Yacht Club of South Australia	SA
Flying Fish Australia	NSW	Humpybong Yacht Club	QLD	Royal South Australian Yacht Squadron	SA
Georges River Sailing Club	NSW	Keppel Bay Sailing Club	QLD	Victor Harbor Yacht Club	SA
Gosford Sailing Club	NSW	Lake Cootharaba Sailing Club	QLD	West Lakes Aquatic Centre	SA
Hunters Hill Sailing Club Inc	NSW	Maroochy Sailing Club	QLD	Bellerive Yacht Club	TAS
Kogarah Bay Sailing Club	NSW	Mission Beach Sailing Club	QLD	Derwent Sailing Squadron - SailTrain	TAS
Kurnell catamaran club	NSW	Moreton Bay Boat Club	QLD	Kingston Beach Sailing Club	TAS

Lindisfarne Sailing Club	TAS	Mornington Yacht Club	VIC	Mounts Bay Sailing Club	WA
Mersey yacht club	TAS	Mount Martha Yacht Club	VIC	Nedlands Yacht Club	WA
Port Cygnet Sailing Club	TAS	Port Melbourne Yacht Club	VIC	Perth Dinghy Sailing Club	WA
Port Dalrymple Yacht Club	TAS	Portarlington Sailing Club	VIC	Perth Flying Squadron Yacht Club	WA
Sandy Bay Sailing Club	TAS	Ranelagh Yacht Squadron	VIC	Pilbara Camp School	WA
The Hutchins School Sailing Academy	TAS	Royal Brighton Yacht Club	VIC	Princess Royal Sailing Club	WA
The Royal Yacht Club of Tasmania	TAS	Royal Geelong Yacht Club	VIC	Royal Freshwater Bay Yacht Club Training Centre	WA
Wynyard Yacht Club	TAS	Royal Melbourne Sail Training Academy	VIC	Royal Perth Yacht Club	WA
Albert Sailing Club	VIC	Royals Training Centre	VIC	Scouts Water Activity Centre	WA
Albury Wodonga Yacht Club	VIC	Rye Yacht Club Incorporated	VIC	South of Perth Yacht Club	WA
Altona Yacht Club	VIC	Safety Beach Sailing Club	VIC	South West Water Based Activity Centre Inc	WA
Ballarat Yacht Club	VIC	Sandringham Yacht Club Boating Academy	VIC	Sun City Yacht Club	WA
Beaumaris Yacht Club	VIC	Scouts Victoria State Sailing & Powerboating Team	VIC	Swan River Sailing	WA
Bendigo YC DSC	VIC	Somers Yacht Club Sailing School	VIC	The Cruising Yacht Club of WA	WA
Black Rock Yacht Club	VIC	Sorrento Sailing Couta Boat Club	VIC		
Blairgowrie Yacht Squadron	VIC	The Boatshed	VIC		
Chelsea Yacht Club Discover Sailing Centre	VIC	Westernport Training Centre	VIC		
Cowes Yacht Club	VIC	Williamstown Sailing Club	VIC		
Elwood Sailing Club	VIC	Claremont Yacht Club	WA		
Frankston Yacht Club	VIC	East Fremantle Yacht Club	WA		
Gippsland Lakes Yacht Club	VIC	Fremantle Sailing Club	WA		
Hobsons Bay Yacht Club	VIC	Geographe Bay Yacht Club	WA		
Loch Sport Boat Club	VIC	Geraldton Yacht Club	WA		
McCrae Yacht Club	VIC	Hillarys Yacht Club	WA		
Methodist Ladies College	VIC	Jervoise Bay Sailing Club	WA		
Mordialloc Sailing Club	VIC	Mandurah Offshore Fishing and Sailing Club	WA		

Strategic plan update

Our Vision

For sailing to be an iconic Australian endeavour that is welcoming, sociable and exciting.

Our Purpose

Through our clubs and volunteers, we will grow, advance and advocate for sailing as a sport and recreational activity.

We (the sailing community) strive to deliver dynamic, time efficient and exciting activities.

We are committed to leveraging technology to ensure sailing is a contemporary, inclusive and competitive sport that engages many Australians.

Our Targets

By focusing on our purpose, we will achieve 4% growth per year (300,000 participants by 2020), increase to 35,000 the number of regular competitive sailors, 100,000 registered club members per annum (up from 80,000) through increased diversity of age and gender as near-term priorities.

Our Goals

Build Sailing's Profile

- › Develop and implement an Ambassador program for sailing
- › Build the profile of a wide range of sailors across our community - e.g. Everyday Sailing Heroes Program
- › Market Australian Sailing programs (e.g. Safety & Sea Survival Course) through industry channels, cruising networks etc.
- › Build a sailing community fund to underpin expansion of marketing

Growing Participation

- › Expand sharing of innovations and successes between clubs/ programs nationally
- › Leverage current membership base to help recruit new participants
- › Develop new programs that address the needs of the current recreational user that are accessible, quick, safe, flexible, and social
- › Expand communication channels to support easy participation e.g. Day Pass
- › Grow initiatives to increase female participation in the sport

Ensuring Sailing's Sustainability

- › Expand our revenue streams through new sponsors and partners
- › Seek and obtain additional grants for initiatives and programs that grow the sport especially in areas of inclusion

- › Archive financial security by generating modest operating surpluses from activities to reinvest in the sport and improve our cash reserves

Maintaining High Performance

- › Showcase our performance capabilities in skills, systems and technology through the Australian Sailing Team
- › Enhance the performance pathway for all (athletes, coaches and sports professionals) to ensure excellence in our programs
- › Clarify and communicate the different performance pathways in our sport - Olympic, Class World Championships, VOLVO Ocean Race, Americas Cup, etc.

Enhancing our People, Structure and Culture

- › Develop strong and positive relationships, clear roles and purpose throughout the sailing community
- › Develop and deliver quality training and education programs for instructors, coaches, volunteers and race officials
- › Grow our human resources and develop them to ensure that good people are working in the appropriate roles

Australian Sailing Targets

300,000
participants

100,000
club members

0
Fatalities or
major incidents

females > 40,000

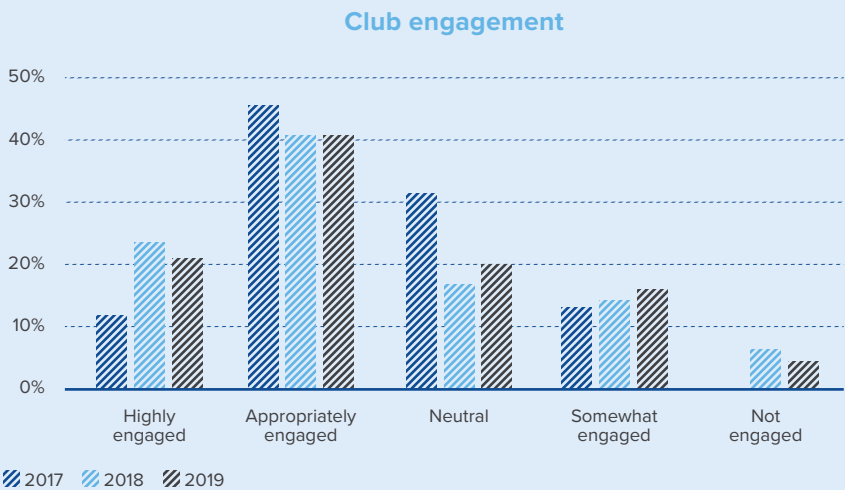
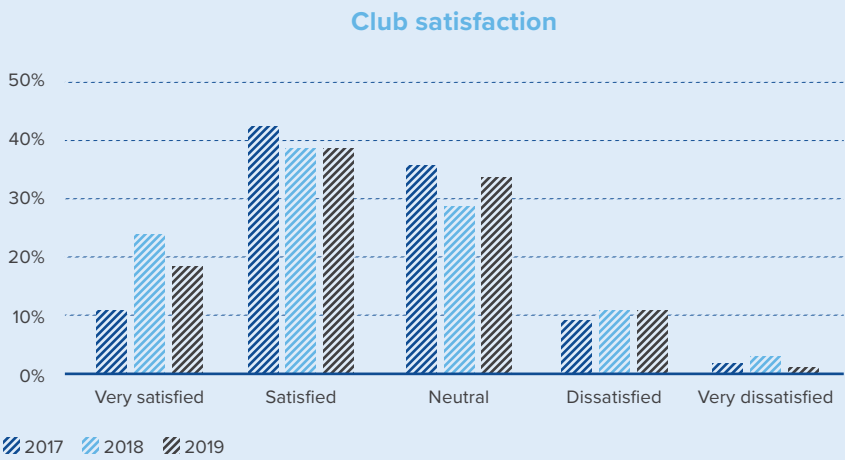
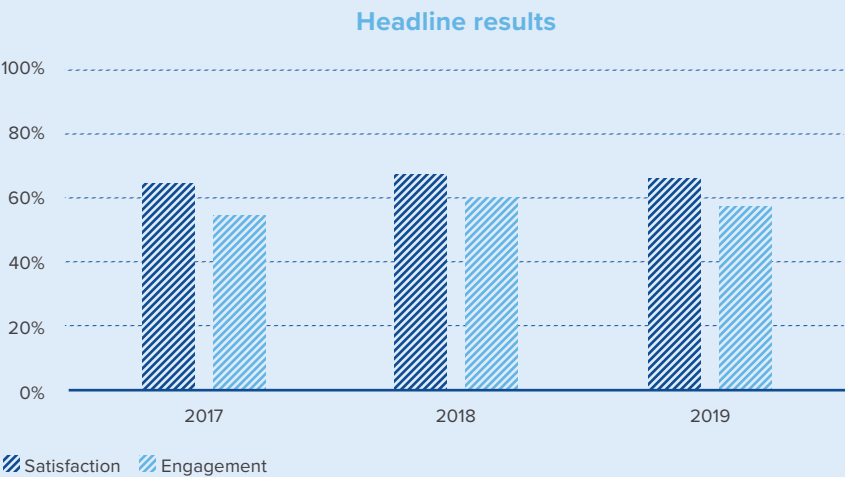
students > 20,000

200

Discover Sailing Centres



Club Satisfaction Survey



Club Satisfaction

By state

64.2%

2017

67.1%

2018

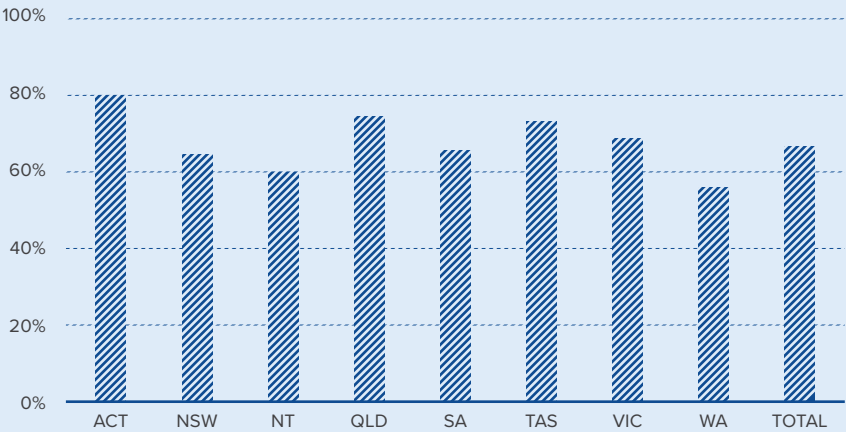
66.6%

2019

Net result is down on 2018
- but overall trend is positive

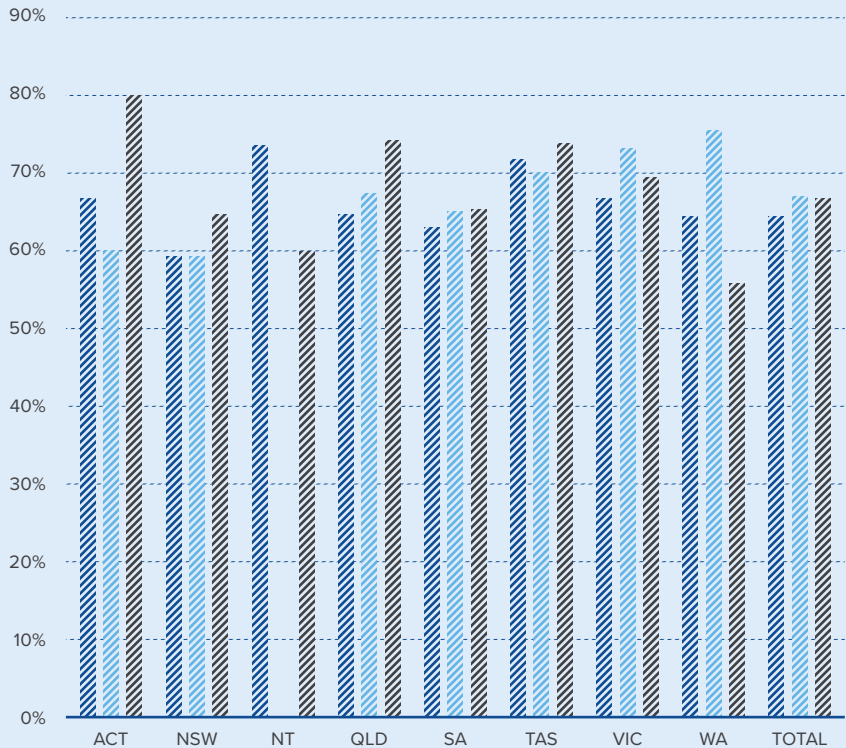
- › % more WA responses (-)
- › % less VIC responses (-)
- › % more NSW responses (+)

Satisfaction - by state



Satisfaction

Satisfaction - by state



2017 2018 2019

Club Engagement

55.0%
2017

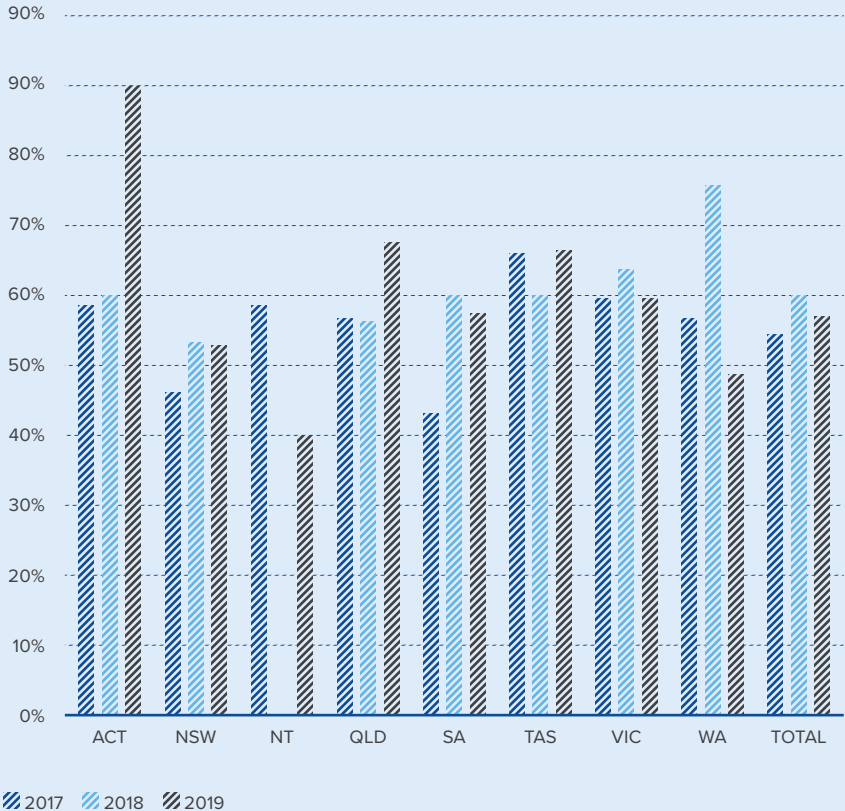
60.5%
2018

61.6%
2019

Engagement - by state



Engagement - by state



Club Conferences

The annual club conferences are important events on the Australian Sailing calendar. The conferences bring together clubs from across each state and are a great way to engage with other clubs and Australian Sailing.

They are an opportunity to hear from industry experts and learn from peer clubs sharing success stories and best practice ideas that can help develop skills, capacity and further strengthen clubs.

Leaders and representatives from over 140 clubs participated in this year's conferences. Topics included:

- › the introduction of SailPass
- › how to write winning grant applications
- › an introduction and successful adoption to the new AS online membership platform (revSPORT)
- › SheSails
- › OutThere Sailing
- › Sustainability
- › a number of diverse "club in focus" sessions where clubs presented on local initiatives and success stories.





Royal Freshwater Bay Yacht Club © Oliver Hartas



Club Membership

The Club Membership figure for 2018-19 is impressive, however slightly inflated due to transition to the revolutioniseSPORT membership platform from our previous system.

Pleasingly the gender balance in the younger generations is on the improve, compared to some of the older generations.

Also pleasing, is the fact that more than 25% of the membership is under the age of 25 years-old.

Members:

105,378

total club members*

60,796

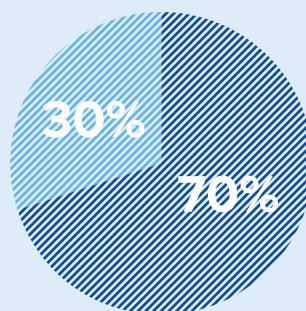
active club members

1,326

social non sailing members

42,711

'unpaid' / not yet linked to
a national payment class



— males
— females

Transition to revolutionise SPORT (revSPORT)

There are many positives to take away from the Online Services space in the past year namely the transition to our new system provider, revolutioniseSPORT (revSPORT).

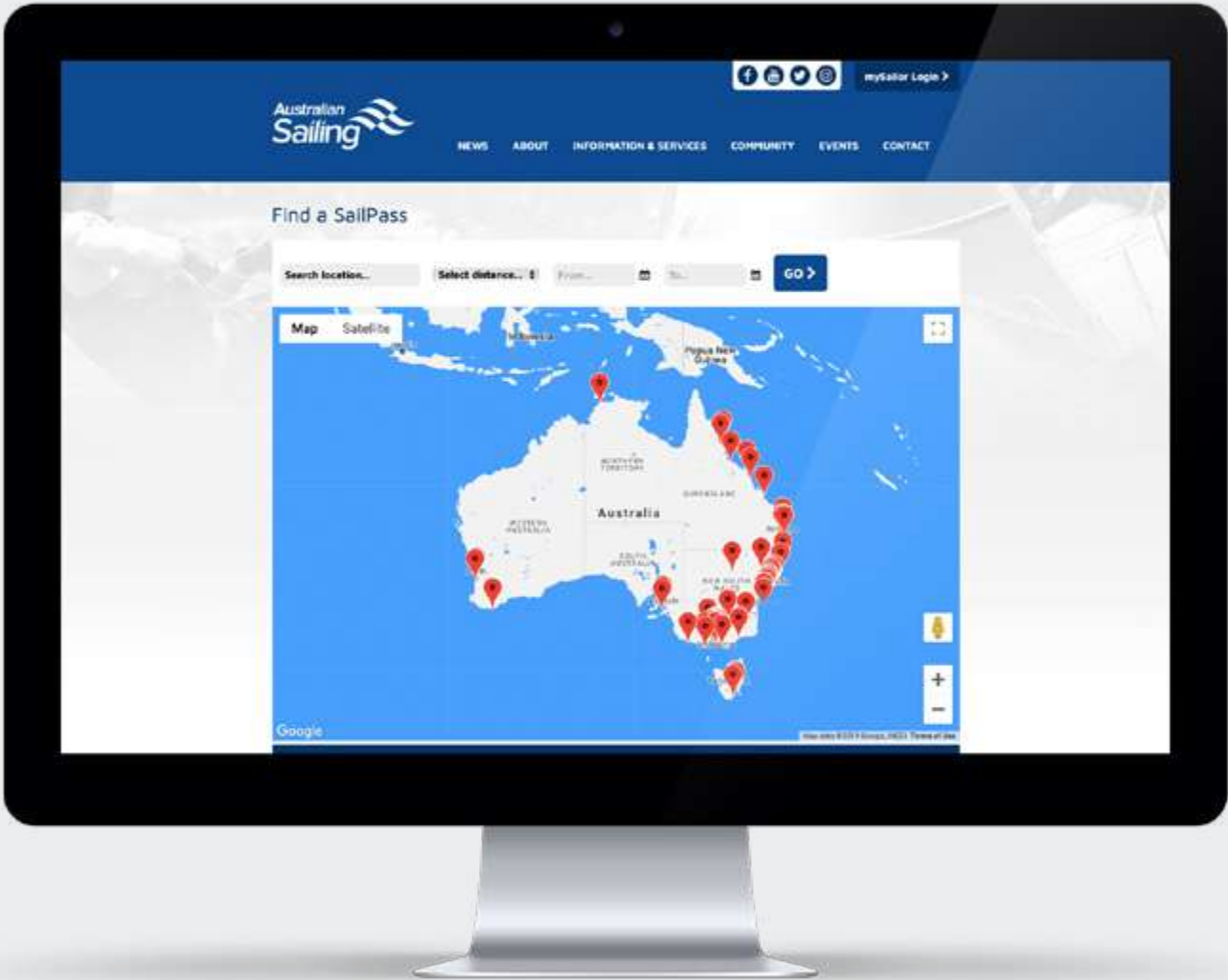
This transition required an 'all hands on deck' approach with the creation of 400 portals and transfer of membership data from more than 360 Clubs, transfer of 61 qualifications and the creation of more than 120 course templates. This transition also included the transfer of 104 websites.

Throughout this transition, we broadened our training approach to include online webinars in addition to traditional face-to-face sessions and over the phone training. The success of this transition can only be measured by the increase in utilisation across system functions like websites, online registration and overall increase in membership numbers as more and more clubs and classes are using the system end to end.

This past year also saw our first major system development in the introduction of temporary membership with SailPass. An initiative grown out of Victoria, thanks to VicHealth funding, SailPass allows clubs to offer a more flexible membership option to participants and has seen more than 50 clubs nationwide take on the functionality.

A great deal of appreciation can be extended to all of our system users: clubs, classes, centres and Australian Sailing staff in the rollout and adoption of the revSPORT system as we continue to build on our strong relationship with system provider revSPORT to further develop the system and provide support in the future.

revolutioniseSPORT



Programs

Almost all programs that accredited Discover Sailing Centres deliver have had an increase in participation compared to last year. A number of regions have boosted participation by up to 160% and our introductory program for primary-aged children, Tackers has seen an increase of almost 30%.

Centres choosing to deliver exposure-type experiences such as Little Tackers, Tackers Intro, Dinghy and Keelboat Experiences have increased by an impressive 80%. This reflects trends in other sports, where participants are looking for a shorter-term commitment. This new segment of participants have now had a taste of sailing and it is vital we look ahead and contact them to further engage in the sport.

Safety & Sea Survival has had steady growth compared to the low numbers experienced last year.

A new pilot program was launched during 2018 called OutThere Sailing. This new sailing program has

been developed with support from VicHealth and is aimed at engaging predominantly inactive teenagers. In the first year, more than 500 teenagers have participated in the OutThere Sailing program at Victorian Discover Sailing Centres. The program can involve a range of other activities, such as Stand Up Paddle Boarding, Powerboat Adventures and Windsurfing that can then be added to a Dinghy Sailing program. We have been successful in gaining a grant to roll the program out nationally, via Sport Australia's Move It Participation grant program.

State Participation Comparisons

	17-18	18-19	% change
ACT	1343	1111	-17%
NSW	2865	3728	30%
NT	81	211	160%
QLD	2311	2515	9%
SA	379	373	-2%
TAS	297	479	61%
VIC	5622	8155	45%
WA	3370	2348	-30%
Total	16268	18920	16%

Total participants

2,028

Discover Sailing Day

8,874

Tackers

5,516

Dinghy

3,965

Keelboat

1,491

Powerboat

125

Windsurfing

1,021

Safety & Sea Survival

Participation Program Comparisons

	17-18	18-19	% change
Dinghy Experience	1058	1367	29%
Dinghy Full Course	4343	4192	-3%
Dinghy Total	5401	5559	3%
Keelboat Experience	1407	2327	65%
Keelboat Full Course	1275	1650	29%
Keelboat Total	2682	3977	48%
Powerboat Total	1516	1495	-1%
Windsurfing Experience	0	33	N/A
Windsurfing Full Course	100	92	-8%
Windsurfing Total	100	125	25%
Tackers Intro	1489	3379	127%
Tackers Full Course	5503	5618	2%
Tackers Total	6992	8997	29%
Safety & Sea Survival	882	1028	17%
Experiences/Intros	3954	7106	80%
Full Courses	13619	14075	3%
Total	17573	21181	21%



Workforce Development

Part of Australian Sailing's service to clubs is administering and facilitating training courses to develop key personnel: Instructors, Coaches and Officials.

Throughout the year more than 500 new instructors across the range of programs have gained a qualification. Furthermore, we have trained more than 30 new Sailing Coaches and a further 500 new Race Officials. Building the workforce for the sport helps to provide good

experiences for participants, whether they are new to the sport via a learn to sail course or joining the performance pathway as an athlete, being trained by a quality coach and racing under quality officials.



Instructors	Dinghy	Keelboat	Powerboat	Windsurfing	Safety & Sea Survival
New accreditations	395	71	46	7	4
Reaccreditations	86	9	16	9	1

Coaches	Sailing Coach
New accreditations	35
Reaccreditations	4

Officials	Judge	Race Officer	Umpire	Equipment Auditor	Measurer
New accreditations	63	306	11	23	96
Reaccreditations	21	75	4	7	32

Instructor Conferences

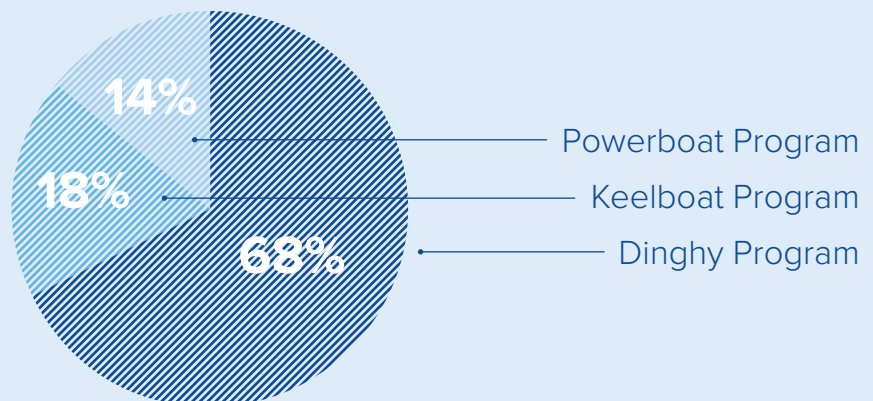
Australian Sailing conducted seven Instructor Conferences across WA, SA, VIC, ACT, NSW and QLD, with 300 attendees.

72%
male

28%
female

↑ 84% increase

on last years numbers - WA and VIC attendance numbers very high with 85 and 61 respectively.



The majority of participants attended for professional development reasons and topics that were covered included:

- › Introducing new Keelboat Spinnaker Resources
- › Approaching a MOB
- › Righting a capsized vessel
- › Showcasing new initial on-water sessions for the Dinghy and Tackers programs.

Presentations/workshops also included; 'Sailing Oh the places you'll go', Safeguarding Children in Sailing and Managing Conflict.



Safety & Sea Survival Centres

Safety & Sea Survival Centre	State
7 Seas Academy	NSW
Above & Beyond Boating	NSW
Bellerive Yacht Club	TAS
Darwin Sailing Club	NT
Derwent Sailing Squadron	TAS
Flying Fish Australia	NSW
Fremantle Sailing Club	WA
Mainstay Sailing	QLD
Marine Academy at Cruising Yacht Club of South Australia	SA
Marine SafetyWorks	NSW
Master Class	NSW
Ocean Racing Club of Victoria	VIC
Offshore Maritime Training Australia	NSW & QLD
Pacific Sailing School	NSW
Royal Yacht Club of Tasmania	TAS
Sunshine Sailing Australia	QLD
Tasman Adventures	NSW
Yachtmaster Sailing School	VIC



Safety Rules and Representation

This year saw safety lifted as a priority with committee and staffing changes being made.

Ray Shaw from Victoria and David Austin from Queensland have joined the National Safety Committee bringing with them significant experience in offshore yachting club administration, short-handed sailing and incident management. A decision was made to bring Glen Stanaway back onto the safety portfolio which restores over twelve years of experience to support clubs, classes and committees. Australian Sailing also made a commitment to include state and territory safety committees as sub-committees of the National Safety Committee. This is to not only address the practicalities of handling state committees as Yachting NSW deregistered, but also and more importantly to ensure alignment of purpose and effort.

Two amendments were made to the Special Regulations. One being relatively minor addressing changes to the availability of low dose Codeine. The other being significant introducing mandatory reporting of safety incidents. Organising Authorities in Australia now must investigate and report on incidents and help sailing learn how to improve safety.

The areas of service, operations and policy relating to the Racing Rules of Sailing were relatively quiet with a low number of appeals being considered and determined nationally.

Sailing in Australia is represented in the region through the Oceania Sailing Federation and globally through World Sailing. Daniel Belcher was elected onto the OSAF Executive Board as a Vice-President to replace Karyn Gojnich. Karyn is thanked by Australian Sailing for her dedication and years of service performing the Vice-President role with OSAF.

World Sailing is attended by nine delegates from Australia. The major roles are carried by Sarah Kenny who represents as Councillor for Group L. Matt Allen has represented Australia as the national delegate at the AGM. Delegates on other committees are to consider and pursue the interests of the sport of sailing generally.



Awards

The 2018 Australian Sailing Awards and Hall of Fame inductions were hosted at Doltone House in Sydney on Friday 19 October 2018.



Wendy Tuck, who became the first female skipper to ever win an around the world yacht race, scooped the pool taking out top honour in winning the Female Sailor of the Year as well as bagging the inaugural Offshore Sailor of the Year award for her efforts in leading Sanya Serenity Coast to victory in the Clipper Round the World Race in July.

Australian Sailing Team member and Tokyo 2020 representative Matt Wearn took out the Male Sailor of the Year award after a stunning year on the international circuit in the Laser class. His year was highlighted by silver medals at both the World Championships in Kiel and the World Cup and Olympic test event in Enoshima, Japan.

The full list of winners of the 2018 Australian Sailing Awards is:

Male Sailor of the Year
Matt Wearn (WA)

Female Sailor of the Year
Wendy Tuck (NSW)

Offshore Sailor of the Year
Wendy Tuck (NSW)

Youth Sailor of the Year
Zac Littlewood (WA)

Sailor of the Year with a Disability
Chelseann Osborne (QLD)

Sport Promotion Award
Nicole Douglass (NSW)

Sports Professional Award
Jordan Reece (NSW)

Lifetime Achievement Award
John Longley (WA)

President's Award
Kevin and Ross Wilson (VIC)
Denis Thompson (NSW)

Club of the Year
Sandringham Yacht Club (VIC)

Coach of the Year
Michael Blackburn (NSW)

Official of the Year
Mike Rogers (SA)

Instructor of the Year
Alan Polglaze (WA)

Volunteer Award
David Kemp (QLD)

CYCA SOLAS Trust Bravery Award
Phil Sommerville-Ryan
and the crew of Huckleberry





Australian Sailing Hall of Fame

This year's inductees to the Australian Sailing Hall of Fame include:



Australian Olympic sailing pioneer – Alexander 'Jock' Sturrock MBE opened up the world of international sailing competing overseas in the late 1930s and remains one of the most influential figures in Australian sailing history. A four-time Olympian, revered ocean racer with more than four hundred World, Australian and State Championships to his name and a member of the Sport Australia Hall of Fame, Sturrock was lauded for his achievements both on and off the water. In 1962 he was the Skipper of America's Cup Challenger "Gretel", the first boat to take a race win from the Americans, the first by a challenger since 1934. In the same year, Jock was recognised as the inaugural Australian Yachtsman of the Year, the Australian Sportsman of the Year as well as being named the Australian of the Year.

Renowned sailor and personality – Syd Fischer AM OBE

is an Australian pioneer in ocean racing. His celebrated career spans 47 Sydney to Hobart races, an Admiral's Cup win, a One Ton Cup world championship, five America's Cup challenges and induction into the America's Cup Hall of Fame in 2017. Fischer is an eminent statesman of ocean racing and exposed the world to the depth and capability of talented Australian sailors who continue to dominate the world racing scene. He has raised the profile of sailing to the Australian public and is well respected for his contribution to the sailing community.

Round-the-world sailor and adventurer – Jon Sanders AO OBE

CitWA has completed ten global circumnavigations and set numerous world records, including the longest distance ever sailed continuously by any vessel unassisted and solo. Having completed his latest circumnavigation at the age of 78, he is a testament to the fact sailing is a sport for all ages.

1972 gold medal winning Star Class sailors – David Forbes OAM and John Anderson OAM's gold medal-winning performance in the highly competitive Star Class at the 1972 Munich Olympics was a significant Olympic sailing achievement for Australia. At the time, winning a major event in the Star Class was considered one of the biggest achievements in international sailing. Their win inspired a generation of Olympic sailors.

1972 gold medal winning Dragon class sailors – John Cuneo OAM, Thomas Anderson OAM and John Shaw created history when they won gold in the Dragon class at the 1972 Olympics, on the same day Thomas' twin brother won gold in the Star Class. These three talented and proficient sailors were amongst the most capable of their era with multiple World and Australian Championships, America's Cup campaigns, Admiral's Cup trials, Pan-Am Clipper Cup series and Sydney Hobart Yacht Races to their name. Each of them has made a remarkable contribution to sailing.

Australian Sailing Team

The Australian Sailing Team has been very successful over the last three Olympic quadrenniums and today's team includes a mix of established athletes and emerging talent. The coaching and support staff at the National Training Centre are the world's best with a huge amount of experience and success.



World Sailing outlined its plans including new events and classes for Paris 2024. With an equal gender balance in 2024 we have invested in more support for the women and we await finalisation of the equipment and competition to understand the new events.

The new National Training Centre was commissioned adding new offices, a gymnasium and technical support facilities, adding efficiency and depth to the team.

The build-up in 2018 – 2019 is critical to check the team's competitive position as we move towards the Tokyo 2020 games.

It has been a very busy attending all the major regattas on the Olympic circuit including the AST's major hit out at the combined World Championships in Aarhus Denmark where we have fine-tuned our support services to the athletes.

The results on the water were led by the 470, Laser and Nacra classes over the year. At the combined World Championships in Aarhus we placed 2nd in the Nacra and Lasers. We placed 5th in the 470M, and although these results were below our expectations, encouraging signs (which have since been realised) are emerging.

Strong performances towards the end of the season also saw Mara Stransky, Will and Sam Phillips and Nia Jerwood and Monique de Vries become members of the Australian Sailing Team.

The Australian Sailing Team notable performances were:
49er**David & Lachy Gilmour**

- › 1st › Sail Sydney
- › 1st › Sail Melbourne
- › 1st › World Cup Genoa
- › 4th › French Olympic Week, Hyeres

49er**Will & Sam Phillips**

- › 3rd › New Zealand National Championships
- › 8th › European Championships

Men's 470**Mat Belcher & Will Ryan**

- › 1st › Trofeo Sofia
- › 1st › Sail Sydney
- › 1st › World Cup Series Marseilles
- › 1st › Kiel Week
- › 1st › Sail Melbourne
- › 1st › World Championships
- › 1st › European Championships

Women's 470**Nia Jerwood & Monique De Vries**

- › 1st › Sail Sydney
- › 2nd › Sail Melbourne
- › 9th › European Championships

Laser Radial**Mara Stransky**

- › 1st › Sail Sydney
- › 2nd › Sail Melbourne
- › 6th › World Cup Series Genoa
- › 7th › European Championships

Laser**Tom Burton**

- › 1st › World Cup Miami
- › 1st › Australian Championships
- › 3rd › World Cup Series Miami
- › 4th › European Championships

Laser**Matt Wearn**

- › 1st › European Championships
- › 1st › French Olympic Week, Hyeres
- › 1st › Sail Sydney
- › 1st › Sail Melbourne
- › 2nd › World Championships

Nacra 17**Jason Waterhouse & Lisa Darmanin**

- › 1st › World Cup Series Enoshima
- › 1st › Enoshima Olympic Week
- › 1st › Sail Sydney
- › 1st › World Cup Series Miami
- › 1st › Trofeo Princess Sofia

Nacra 17**Nathan Outteridge & Haylee Outteridge**

- › 2nd › World Championships

The 2018-2019 Australian Sailing Team is:

Tom Burton	NSW
Matt Wearn	WA
Jason Waterhouse	NSW
Lisa Darmanin	NSW
Will Ryan	NSW
Matthew Belcher	QLD
Sam Phillips	VIC
Will Phillips	VIC
Mara Stransky	QLD
Nathan Outteridge	NSW
Haylee Outteridge	NSW

Australian Sailing Squad

The Australian Sailing Squad operates within the AST and is the pathway to support emerging athletes. ASS athletes competed through the year with some strong results.

49er

David and Lachlan Gilmour

› 1st › Genoa World

FX

Natasha Bryant and Annie Wilmot

› 11th › World Championships
› 11th › European Championships
› 5th › Miami World Cup

Laser

Luke Elliot

› 4th › French Olympic Week

Finn Aleander

› 5th › French Olympic Week

Laser Radial

Zoe Thompson

› 7th › French Olympic week

Nacra

Paul Darmanin and Lucy Copeland

› 5th › Miami World Cup

Finn

Jake Lilley

› 3rd › Kiel Week
› 9th › Marseille World Cup

Australian Youth Team

Australia competed at the World Youth Championships with success and the youth remains a critical piece of the pathway to the AST as we look towards Paris 2024.

Nacra 15

Will Cooley & Bec Hancock

1st

Laser Radial

Zac Littlewood

2nd

29er

Archie Cropley & Max Paul

3rd



Australian Sailing Team Patrons

The Australian Sailing Team Patrons are a group of high achieving individuals with a passion and commitment to sailing and Olympic competition, who financially support and interact with the Australian Sailing Team athletes.

The Australian Sailing Team Patrons provide essential additional funding and services for the competing athletes.

The Patrons provide the impetus for the team to attract and establish a comprehensive commercial partner program. The program was introduced with the inception of the Australian Sailing Team in March 2006 and includes the support of a small group of generous people from within the sailing community:

Patrons:

- › John Bacon
 - › Marcus Blackmore AM
 - › John Calvert-Jones AM
 - › David Gotze
 - › Dr Leslie Green
 - › Simon McKeon AO
 - › Andrew (Sandy) Oatley
 - › Norman Rydge AM, OBE
 - › Robert Salteri
 - › Lang Walker AO
-



Barranjoey Pin

The Australian Sailing Team Alumni Program, the Barranjoey Pin, started in 2018. It is designed to acknowledge the legacy and history of Olympic and Paralympic class sailing in Australia, and recognise those athletes who have achieved the Australian Sailing Team standard since the Team's establishment in 2006.



Every athlete who has represented Australia at either an Olympic Class World Sailing Championship, IYRU Women's World Championship, Olympic Games or Paralympic Games prior to 2006 and achieved a Top 10 performance, as well as those athletes who qualified for the Australian Sailing Team after 2006, will receive a uniquely numbered Pin to commemorate their achievement.

The Barranjoey Pin is an embodiment of the great traditions and values of those who have competed and continue to compete at the highest level for Australia in sailing.

Pin No.	Year	Class	Event	Name/s
1	1948	Star	Olympic Games	Alexander 'Jock' Sturrock
2	1948	Star	Olympic Games	Len Fenton
3	1948	Firefly	Olympic Games	Robert (Bob) French
4	1952	Star	Olympic Games	Bart Harvey
5	1952	Dragon	Olympic Games	Bevan Worcester
6	1952	Dragon	Olympic Games	Doug Buxton
7	1952	Star	Olympic Games	Kevin Wilson
8	1952	Finn	Olympic Games	Peter Attrill
9	1956	Dragon	Olympic Games	Brian Carolan
10	1956	Finn	Olympic Games	Colin Ryrie
11	1956	5.5	Olympic Games	Devereaux Mytton
12	1956	Dragon	Olympic Games	Graham Drane
13	1956	Dragon	Olympic Games	James Carolane
14	1956	Star	Olympic Games	John Downey
15	1956	12m Sharpie	Olympic Games	Malcolm Scott
16	1956	12m Sharpie	Olympic Games	Rolland 'Rolly' Tasker
17	1958	Flying Dutchman	Worlds	Ian Palmer
18	1960	Dragon	Olympic Games	Alan Cain
19	1960	5.5	Olympic Games	David Bingham
20	1960	5.5	Olympic Games	Ernest Wagstaff
21	1960	Dragon	Olympic Games	Harold Brooke
22	1960	Dragon	Olympic Games	John Coon
23	1960	Finn	Olympic Games	Ron Jenyns
24	1962	Flying Dutchman	Worlds	Andrew White
25	1964	5.5	Olympic Games	Bill Northam
26	1964	Dragon	Olympic Games	Ian Quartermain
27	1964	Flying Dutchman	Olympic Games	Ian Winter

Pin No.	Year	Class	Event	Name/s
28	1964	5.5	Olympic Games	James Sargeant
29	1964	Flying Dutchman	Olympic Games	John Dawe
30	1964	Star	Olympic Games	Martin Visser
31	1964	5.5	Olympic Games	Peter O'Donnell
32	1964	Star	Olympic Games	Thomas Owens
33	1965	5.5m	Worlds	Norman Booth
34	1968	Flying Dutchman	Olympic Games	Carl Ryves
35	1968	Star	Olympic Games	David Forbes
36	1968	5.5m	Olympic Games	Sir James Hardy
37	1968	Dragon	Olympic Games	John Cuneo
38	1968	Dragon	Olympic Games	John Ferguson
39	1968	Star	Olympic Games	Richard Williamson
40	1968	5.5m	Olympic Games	Scott Kaufman
41	1968	Dragon	Olympic Games	Tom Anderson
42	1968	5.5m	Olympic Games	William Solomons
43	1969	Dragon	Worlds	Bradbury
44	1969	Dragon	Worlds	John Shaw
45	1970	Flying Dutchman	Worlds	Craig Whitworth
46	1970	Flying Dutchman	Worlds	Robert Miller (Ben Lexcen)
47	1971	Finn	Worlds	John Bertrand
48	1972	Soling	Olympic Games	Denis O'Neil
49	1972	Tempest	Olympic Games	Gordon Ingate
50	1972	Star	Olympic Games	John Anderson
51	1972	Soling	Olympic Games	Ken Berkeley
52	1972	Flying Dutchman	Olympic Games	Mark Bethwaite
53	1972	Tempest	Olympic Games	Rob Thornton
54	1972	Flying Dutchman	Olympic Games	Tim Alexander

Pin No.	Year	Class	Event	Name/s
55	1976	Tornado	Olympic Games	Brian Lewis
56	1976	470	Olympic Games	Ian Brown
57	1976	470	Olympic Games	Ian Ruff
58	1976	Tempest	Olympic Games	James Byrne
59	1976	Tornado	Worlds	Jim Dachtler
60	1976	Tempest	Olympic Games	Jorn Hellner
61	1976	Tornado	Olympic Games	Warren Rock
62	1978	420	Womens Worlds	Addy Bucek
63	1978	Laser	Womens Worlds	Lyndall Patterson
64	1978	420	Womens Worlds	Sophie Bucek
65	1978	Laser	Womens Worlds	Vanessa Dudley
66	1980	Tornado	Olympic Games	Barry Robson
67	1980	470	Olympic Games	Garry Gietz
68	1980	Soling	Olympic Games	Gary Sheard
69	1980	Finn	Olympic Games	Geoff Davidson
70	1980	Flying Dutchman	Olympic Games	Glenn Bourke
71	1980	470	Olympic Games	Greg Johns
72	1980	Star	Olympic Games	Peter O'Donnell
73	1980	Star	Olympic Games	Richard Coxon
74	1980	Soling	Olympic Games	Tim Dorning
75	1982	Star	Worlds	Colin Bate
76	1982	Soling	Worlds	Glenn Read
77	1982	Soling	Worlds	Ian McDiarmid
78	1982	Star	Worlds	Phil Baker
79	1982	Soling	Worlds	William Packer
80	1983	470	Womens Worlds	Jenny Lidgett
81	1983	Soling	Worlds	Lachy Simpson

Pin No.	Year	Class	Event	Name/s
82	1983	Soling	Worlds	Lloyd Lissiman
83	1983	470	Womens Worlds	Nicola Bethwaite
84	1983	Soling	Worlds	Peter Gilmour
85	1983	Windsurfer	Womens Worlds	Sarah Kenny
86	1984	Tornado	Olympic Games	Christopher Cairns
87	1984	Finn	Olympic Games	Chris Pratt
88	1984	470	Olympic Games	Chris Tillett
89	1984	Star	Olympic Games	Colin Beashel
90	1984	Soling	Olympic Games	Dean Gordon
91	1984	Tornado	Worlds	Graeme Harbour
92	1984	Tornado	Worlds	Graeme Parker
93	1984	WindGlider	Olympic Games	Greg Hyde
94	1984	Flying Dutchman	Olympic Games	James Cook
95	1984	Flying Dutchman	Olympic Games	James Wilmot
96	1984	470	Olympic Games	Richard Lumb
97	1984	Tornado	Olympic Games	Scott Anderson
98	1987	Mistral Board	Womens Worlds	Jessica Crisp
99	1987	Star	Worlds	Sean Leonard
100	1988	Tornado	Olympic Games	Bradley Schafferius
101	1988	Flying Dutchman	Olympic Games	David Connor
102	1988	Flying Dutchman	Olympic Games	Gary Smith
103	1988	Star	Olympic Games	Greg Torpy
104	1988	470	Olympic Games	Karyn Gojnich
105	1988	Soling	Olympic Games	Matthew Percy
106	1988	Soling	Olympic Games	Robert Wilmot
107	1988	Tornado	Olympic Games	Roger Colman
108	1989	Tornado	Worlds	Allan Goddall

Pin No.	Year	Class	Event	Name/s
109	1989	Tornado	Worlds	Greg Cann
110	1990	Laser Radial	Worlds	Jacqueline Ellis
111	1992	Single Handed	Olympic Games	Christine Bridge
112	1992	Star	Olympic Games	David Giles
113	1992	Lechner Board	Olympic Games	Fiona Taylor
114	1992	Tornado	Olympic Games	John Forbes
115	1992	Lechner Board	Olympic Games	Lars Kleppich
116	1992	Soling	Olympic Games	Michael Mottl
117	1992	Tornado	Olympic Games	Mitch Booth
118	1992	Soling	Olympic Games	William Hodder
119	1995	Laser Radial	Worlds	Heidi Gordon
120	1996	Tornado	Olympic Games	Andrew Landenberger
121	1996	Mistral Board	Olympic Games	Brendan Todd
122	1996	Soling	Olympic Games	Matt Hayes
123	1996	Laser	Olympic Games	Michael Blackburn
124	1996	Mistral Board	Olympic Games	Natasha Sturgess
125	1996	470	Olympic Games	Owen McMahon
126	1996	Finn	Olympic Games	Paul McKenzie
127	1996	Soling	Olympic Games	Steve Jarvin
128	1996	Soling	Olympic Games	Steven McConaghy
129	1996	470	Olympic Games	Tom King
130	1997	Tornado	Worlds	Adam Beashel
131	1997	49er	Worlds	John Boyd
132	1999	49er	Worlds	Ed Smyth
133	1999	49er	Worlds	Emmett Lazich
134	1999	49er	Worlds	Teague Czislowski
135	2000	Finn	Olympic Games	Anthony Nossiter

Pin No.	Year	Class	Event	Name/s
136	2000	470	Olympic Games	Belinda Stowell
137	2000	49er	Olympic Games	Chris Nicholson
138	2000	49er	Olympic Games	Daniel Phillips
139	2000	Tornado	Olympic Games	Darren Bundock
140	2000	Soling	Olympic Games	David Edwards
141	2000	Sonar	Paralympics	Graeme Martin
142	2000	Sonar	Paralympics	Jamie Dunross
143	2000	470	Olympic Games	Jenny Armstrong
144	2000	Soling	Olympic Games	Joshua Grace
145	2000	470	Olympic Games	Mark Turnbull
146	2000	Europe Dinghy	Olympic Games	Melanie Dennison
147	2000	Soling	Olympic Games	Neville Wittey
148	2000	Sonar	Paralympics	Noel Robins
149	2000	2.4m	Paralympics	Peter Thompson
150	2002	2.4m	Worlds	Michael McLean
151	2004	49er	Olympic Games	Gary Boyd
152	2004	Yngling	Olympic Games	Kristen Kosmala
153	2004	2.4m	Worlds	Lachlan Gilbert
154	2004	470	Olympic Games	Malcolm Page
155	2004	470	Olympic Games	Nathan Wilmot
156	2004	Europe Dinghy	Olympic Games	Sarah Blanck
157	2005	Star	Worlds	Andrew Palfrey
158	2005	Yngling	Worlds	Helen Impey
159	2005	Star	Worlds	Iain Murray
160	2005	Finn	Worlds	Joshua Beaver
161	2006	RSX	AST	Allison Shreeve
162	2006	Yngling	AST	Angela Farrell



Pin No.	Year	Class	Event	Name/s
163	2006	49er	AST	Ben Austin
164	2006	Finn	AST	Brendan Casey
165	2006	470	AST	Elise Rechichi
166	2006	Tornado	AST	Glenn Ashby
167	2006	Yngling	AST	Krystal Weir
168	2006	470	AST	Mat Belcher
169	2006	49er	AST	Nathan Outteridge
170	2006	470	AST	Nick Behrens
171	2006	470	AST	Tessa Parkinson
172	2006	Laser	AST	Tom Slingsby
173	2009	Sonar	AST	Colin Harrison
174	2009	Skud 18	AST	Daniel Fitzgibbon
175	2009	Skud 18	AST	Rachael Cox
176	2009	Sonar	AST	Russell Boaden
177	2010	49er	AST	Iain Jensen
178	2010	WMR	AST	Jessica Eastwell
179	2010	WMR	AST	Katie Spithill
180	2010	WMR	AST	Lucinda Whitty
181	2010	WMR	AST	Nicky Souter
182	2010	WMR	AST	Nina Curtis
183	2010	WMR	AST	Olivia Price
184	2011	Skud 18	AST	Ame Barnbrook
185	2011	Skud 18	AST	Lindsay Mason
186	2012	Laser	AST	Ash Brunning
187	2012	Sonar	AST	Jonathan Harris
188	2012	Skud 18	AST	Leisl Tesch
189	2012	Sonar	AST	Stephen Churm

Pin No.	Year	Class	Event	Name/s
190	2012	Laser	AST	Tom Burton
191	2013	2.4m	AST	Matt Bugg
192	2013	470	AST	Sarah Cook
193	2013	470	AST	Will Ryan
194	2014	49erFX	AST	Caitlin Elks
195	2014	Nacra 17	AST	Jason Waterhouse
196	2014	Nacra 17	AST	Lisa Darmanin
197	2014	Laser	AST	Matt Wearn
198	2015	Finn	AST	Jake Lilley
199	2016	Laser Radial	AST	Ashley Stoddart
200	2016	470	AST	Carrie Smith
201	2016	470	AST	Jaime Ryan
202	2016	Finn	AST	Oliver Tweddell
203	2016	49er	AST	Sam Phillips
204	2016	49er	AST	Will Phillips
205	2017	49er	AST	David Gilmour
206	2017	49er	AST	Joel Turner
207	1999	49er	Worlds	Euan McNicol
208	2018	Nacra 17	Worlds	Haylee Outteridge
209	1992	470	Olympic Games	Jeni Danks
210	2019	Laser Radial	AST	Mara Stransky
211	1984	Windglider	Olympic Games	Stuart Gilbert
212	2019	470	AST	Nia Jerwood
213	2019	470	AST	Monique de Vries



Financial Report

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Australian Sailing Limited
Directors' Report

Directors' Report

The Directors of Australian Sailing Limited present their Report together with the financial statements of the company for the year ended 30 June 2019 and the Independent Audit Report thereon.

Directors

The following persons were Directors of the Company during or since the end of the financial year.

Mr Matt Allen AM

Director since 8 April 2011
President since 19 October 2013

Ms Sarah Kenny

Director since 17 December 2010
Vice President since 19 October 2013

Mr Daniel Belcher

Director since 18 October 2014

Mrs Joanne Keen

Director since 29 October 2016

Mr Garry Langford

Director since 19 October 2013

Mr Cole Michael Lissiman OAM

Director since 29 October 2016

Ms Jennifer Maclean

Director since 6 November 2015

Mr Alistair Murray AM

Director since 29 October 2016

Mrs Sarah Ogilvie

Resigned May 2019

Principal activities

During the year, the principal continuing activities of the Company were to act as the National Sporting Organization (NSO) for the sport of sailing in Australia including:

- › In collaboration with the state and territory Member Yachting Associations (MYA's) and Federal Government agencies, set objectives, plans and priorities to deliver a successful and growing future for sailing.
- › Develop the Australian Sailing Strategic Plan which determines the priority strategies, initiatives, programs and policies.
- › Represent sailing to the Federal Government advocating the interests of its member associations and their member clubs on a range of issues including those that affect the sport, safety, communication and the environment.
- › Develop world class athletes including the management of the Olympic, Para-sailing, Youth and State Sailing Performance Pathway programs.
- › Represent Australian Sailing as a member of World Sailing to influence international sailing policy and regulations.
- › Support club based competitive sailing and assist clubs to increase participation in sailing.



Australian Sailing Limited Directors' Report

- › Provide pathways for sailors and officials with relevant training and development opportunities to provide internationally and commercially recognised sailing and boating qualifications.
- › General support for clubs and their members including insurance, IT platforms, and organising National and State Committees to implement major plans, policies and programs.

There has been no significant change in the nature of these activities during the year.

Short-term and Long-term Objectives

The company's short-term and long term objectives are to:

- › Build sailing's profile across Australia.
- › Growing participation.
- › Ensuring sailing's sustainability
- › Maintain high performance.
- › Enhancing our people, structure and culture.

Strategy for achieving short and long-term objectives

Australian Sailing has developed key strategies and key performance indicators as part of our Strategic plan, *"Many Passions, One Love of Sailing"*.

Operating Results for the Year

The surplus from continuing operations for the year ended 30 June 2019 was \$482,848 (2018 Surplus \$636,959).

Total Revenue for Australian Sailing Limited was \$17,896,855.

Total Expenses for the year were \$17,414,007.

The total surplus reported for Australian Sailing Limited is \$482,848.

This is made up of \$148,392 in Services and \$334,456 in Performance.

The net surplus across all the Service Departments is \$148,392 (this is 2.1% of our total turnover) in services. The surplus in Performance is effectively zero after carried forward amounts booked, however is showing \$334,456 due to the capital asset fund release.

Revenue

Total revenue across all departments was \$17,896,855. It includes Grants both Federal and State of \$11,088,491 (62% of the total revenue), Club Membership fees of \$2,628,005 (15%), Services revenue of \$2,557,287 (14%).

Grants revenue includes the base performance grant of \$7,550,000 and participation funding of \$650,000.

The performance surplus results from a release to revenue of

the capital asset fund provided to us from the Australian Sport Commission (ASC) in June 2018. Total assets purchased by performance during the year was \$334,456. This amount is included as grant revenue and is shown as a surplus.

The performance carried forward surplus was \$790,316; this is shown as a reduction in revenue above and transferred to the balance sheet account for deferred revenue. We also have a carried forward surplus for other grants, all shown in the finance report for carried forward balances. The total carried forward ASC surplus is shown as \$2,062,719 down from the prior year balance of \$2,547,986.

Club membership includes the affiliation fees paid by our 348 clubs across Australia showing a total of \$2,628,005. This is in line with our club fee model. The 2019 revenue includes fee relief of \$62,903, plus we have provided for \$12,339 for possible doubtful debtors.

Service revenue total \$2,557,287, this mainly includes, training courses (\$878,567), regatta and event fees (\$483,828), sailing sessions & RST (\$302,853), Rating certificates (\$271,381).

Sponsorship revenue is \$1,107,736, of which \$353,753 is cash including Hamilton Island, Network Insurance Group and Sharp.

Australian Sailing Limited Directors' Report

The VIK sponsorship totals \$753,751, mainly from Zhik and includes Blackmores, Navionics, Ronstan, Navico, Liros and Maui Jim.

Donations from our patrons through the Australian Sports Foundation was \$175,535.

Expenses

Total expenses across all departments was \$17,414,007.

The main expenses being for staff at \$6,713,466 (39% of the total costs) and contractors for \$1,641,032 (9%).

Other major cost items being travel for \$1,877,933 (11%) and athlete funding of \$1,592,317 (9%).

All other costs are generally in line with the forecasted costs in 2019.

Significant Changes in the state of affairs

There were no significant changes to the state of affairs of the Company during the year.

Dividends

The Company is a not-for-profit organisation and is prevented by its constitution from paying dividends.

Directors meetings

The number of meetings of Directors held during the year and the number of meetings attended by each Director, is as follows:

Meetings of Directors

	Held	Eligible to Attend	Attended
Matt Allen	10	10	10
Sarah Kenny	10	10	10
Daniel Belcher	10	10	9
Joanne Keen	10	10	8
Garry Langford	10	10	9
Cole Michael Lissiman	10	10	10
Jenni Maclean	10	10	10
Alistair Murray	10	10	10
Sarah Ogilvie (Resigned May 2019)	10	8	8

Australian Sailing Limited
Directors' Report

Information on Directors

Mr Matt Allen AM

B.Bus

Non-Executive President since
19 October 2013.

- › Director of Australian Sailing Limited since 18 October 2014.
- › Director of Yachting Australia Incorporated from 8 April 2011 to 18 October 2014.
- › Member of AOC Executive since May 2017
- › Director of the Australian Olympic Foundation
- › Chair AOC Finance Commission
- › Member of the Australian Olympic Foundation Investment Advisory Committee;
- › Vice-Chair World Sailing offshore and Oceanic Committee.
- › Member of the Australian Sailing Nominations and Remuneration Committee
- › Current Director and former Chairman of CYCA SOLAS Trusts
- › Former Commodore of Cruising Yacht Club of Australia
- › Past President of the Australian Farr 40 Class
- › Past Treasurer of the International

Farr 40 Class

- › President of the Australia Day Regatta
- › Past Rear Commodore of the Royal Ocean Racing Club
- › Former Chairman of the Volvo Ocean Race Australian Challenge in 2005/06;
- › Member of the Olympic Team Appeal Committee (NSW)
- › Sat on the arbitration Panel for the 35th Americas Cup
- › Competitor in 29 Sydney to Hobart Yacht races overall winner in 1983 and in 2017
- › Four time winner of the Kings Cup
- › Former World champion in the 11 Metre Class
- › Runner up in the 2006 Farr 40 World Championships and current Australian IRC, IMS and ORCi title holder.
- › Extensive experience in financial services industry including Regional CEO and President of UBS AG Japan and Managing Director of Swiss Bank Corporation in Australia.

Ms Sarah Kenny

LLB (Hons), Graduate AICD

Non-Executive Vice President since
19 October 2013.

- › Director of Australian Sailing Limited since 18 October 2014.
- › Director of Yachting Australia

Incorporated from 17 December
2010 to 18 October 2014.

- › Member of Australian Sailing Remuneration Committee and Nominations Committee.
- › Member of World Sailing Council
- › Member and Chair of World Sailing Events Committee
- › Past Vice-Chair of World Sailing Women's Forum;
- › Past member of World Sailing Windsurfing & Kite and Youth & Development Committees;
- › Member of Australian and New Zealand Sports Law Association;
- › Member of the 2008, 2012 and 2016 and 2020 Australian Sailing Olympic Nomination panels.
- › Until May 2019, Non-executive Director and member of Audit and Risk, Nomination, and Remuneration Committees of Propertylink Group
- › Ambassador for The Helmsman Project outdoor adventure charity
- › Sarah is a Consultant at Herbert Smith Freehills after a 20 year career as a partner in the Corporate group of the Sydney office.
- › From a dinghy sailing background and successfully competed at national and international windsurfing events including multiple World Championships and the Los Angeles Olympics in the windsurfing demonstration event.

Australian Sailing Limited Directors' Report

Mr Daniel Belcher

**LLB/B.Com (Accounting), MBA,
Graduate AICD**

Independent Non-Executive Director of Australian Sailing Limited since 18 October 2014.

- › Director of Oceania Sailing Federation since 2018.
- › Co-founder and Deputy Chairman of Melanoma Patients Australia, a non-profit organisation;
- › Member of Australian Sailing Squad 2000-2004 (470 Class) winning international, Australia, and state titles (top 10 World Sailing ranking in 2004);
- › Etchells racing since 2004;
- › Winner of International 420 World and World Junior Championships in 2000.
- › Daniel is the Managing Director of Redwood North, a mid-market Private Equity firm. Previously Daniel was a management consultant with McKinsey & Co in New York and Sydney.

Mrs Joanne Keen

**LLB(Hons), LLM, Member (AICD),
Member (ACLA)**

Independent Non-Executive Director of Australian Sailing Limited since 29 October 2016.

- › Member of Ethics Commission of World Sailing

- › Director of Share the Dignity a not for profit organisation supporting women and girls.
- › Former director of the Leukaemia Foundation of Queensland
- › General Counsel of Queensland Rail with extensive experience as a General Counsel and senior executive.
- › Recipient of Rotary Ambassadorial Scholarship.
- › Has sailed Hobie 16s at State, National and International level. Competed in Brisbane to Gladstone yacht race, sailed east coast of Australia with her husband for 6 months, and enjoys kitesurfing and sailing with her family in their trimaran.

Mr Garry Langford

Independent Non-Executive Director of Australian Sailing Limited since 18 October 2014.

- › Director of Yachting Australia Incorporated from 19 October 2013 to 18 October 2014.
- › Member and Chair of Audit and Risk Committee.
- › Consultant in the development, protection and management of new fruit products, internationally. Awarded Churchill Fellowship in 1994;
- › Past President of Yachting Tasmania; sailed in 3 Sydney to Hobart Yacht races in the 80's;

- › Established Tasmanian High performance program with the Tasmanian Institute of Sport;
- › Life member of the Association of Apex Clubs;
- › Past Director and current member of International Fruit Tree Association (USA);
- › Retired Director of Prevar Limited (NZ) and Coregeo (UK).

Mr Cole Michael ("Skip")

Lissiman O.A.M

**GradDipBus (Marketing), DipEng
(Surveying)**

Independent Non-Executive Director of Australian Sailing Limited since 29 October 2016.

- › Executive Chairman of Poppy Lissiman & Co Pty Ltd, a family global on-line fashion accessories business.
 - › Managing Director of Skue Holdings Pty Ltd trading as Skip Lissiman Consulting.
 - › CEO from 1991 – 2016 of Western Australian Yachting Foundation.
 - › Founding Board member of Western Australia 2011 Pty Ltd from 2006 to 2011, hosting the ISAF 2011 sailing world championships off Fremantle in December 2011.
 - › Member of Audit and Risk Committee.
 - › Past Vice President of International 12m Class Association
-

Australian Sailing Limited Directors' Report

- › Competed in three America's Cups representing Australia, including being part of the crew on Australia II that won the 1983 Americas Cup.
- › Senior Manager and Team coach for 2003 Swedish Americas Cup team, 'Victory Challenge'.
- › Project manager for Alan Bond's Americas Cup campaigns from 1983 to 1990.
- › Competed in 6 Sydney to Hobart races, including line honours in 1990 as sailing master on 'Drumbeat'.
- › Has represented Australia in international sailing competition over 40 times.
- › On going active sailor in many different dingy and keel boats throughout Australian and internationally, including winning Australian championships in Etchells, J24's & Match Racing.
- › Awarded Order of Australia Medal (OAM) in 1984 for services to yachting.
- › Advance Australia Award for outstanding contribution to yachting in 1983.
- › Australian Sports Medal in 2000.
- › Inducted into Sport Australia Hall of Fame, 'Team Sport Australia Award' as a member of winning 1983 Americas Cup 'Australia II crew'
- › Inducted into Australian Sailing Hall of Fame, as a member 'the Team of Australia II'

Ms Jennifer Maclean

Juris Doctor in Law, Master of Sport Management, Grad. Dip Arts in Recreation, B.App Science (Distinction in Medical Biophysics and Scientific Instrumentation)

Independent Non-Executive Director of Australian Sailing Limited since 6 November 2015.

- › Chair of National Safety Committee
- › Senior Commercial Lawyer at Frasers Property Australia
- › Past director of Yachting Victoria (YV) and chair of YV Risk Management & Safety Committee
- › Former Commodore of Blairgowrie Yacht Squadron
- › Prior to her career in law, she was a leader in the national and state water safety and aquatic recreation industry working for peak not-for-profit organizations
- › Former director and life member of Life Saving Victoria
- › Former director and life member of Aquatics & Recreation Victoria
- › Active club sailor in her Farr 1020; enjoys racing and cruising in her Beneteau Cyclades 43.3 in the Whitsundays.

Mr Alistair Murray AM

Independent Non-Executive Director of Australian Sailing Limited since 29 October 2016.

- › Member of Australian Sailing Strategic Advisory Committee.
- › 43 years with international yacht fittings market leader, Ronstan; following 20 years as CEO, currently Chairman.
- › Awarded an AM in 2017 for services to sailing, as a supporter of young sports people, and to the manufacturing and export industries.
- › Has been involved in numerous activities to promote sailing, including Chairman of the International Sailing Summit and Board memberships of Sail Melbourne, Sail America, Volvo Ocean Race Stopover and Sandringham Yacht Club.
- › Other industry roles have included current Boating Industry Association of Victoria directorship President of the marine industry export body, AIMEX.
- › Recognised with numerous awards, including Austrade Export Hero, a Federal Government Centenary Award, Australian Manufacturing Hall of Fame, Victorian Governor's Export Award, US Sailing Industry Award for Outstanding Contribution, Australian Sailing Lifetime Achievement Award and BIAV

Australian Sailing Limited Directors' Report

Industry Champion Awards.

- › Has sailed numerous classes of dinghies and keelboats, winning numerous State and National Titles, and a World Masters Championship in Tasars.

Significant Events after the Reporting Date

There were no significant events after balance date.

Corporate Information

Australian Sailing Limited is a company limited by guarantee that is incorporated and domiciled in Australia.

The registered office and principal place of business is:

Level 1, 22 Atchison Street,
St Leonards NSW 2065

Likely developments and expected results

There are no likely developments which may affect either the Company's operations or expected results of those operations.

Environmental regulation

The Company's operations are subject to various environmental regulations under both Commonwealth and State legislation. The Board believes that the Company has adequate systems in place for the management of its environmental requirements and is not aware of any breach of those environmental requirements as they apply to the Company.

Indemnification and insurance of directors and officers

During or since the financial year, the Company has paid premiums in respect of a contract insuring all the directors of Australian Sailing Limited against legal costs incurred in defending proceedings for conduct involving:

- (a) a wilful breach of duty; or
- (b) a contravention of sections 182 or 183 of the Corporations Act 2001, as permitted by section 199B of the Corporations Act 2001.

The amount of the premium cannot be disclosed due to policy conditions.

Indemnification of auditors

To the extent permitted by law, the Company has agreed to indemnify its auditors, Ernst & Young, as part of the terms of its audit engagement agreement against claims by third parties arising from the audit (for an unspecified amount). No payment has been made to indemnify Ernst & Young during or since the financial year.

Membership

The Company is limited by guarantee and without a share capital. The number of members as at 30 June 2019 is eight (8) (2018: 8).

Contribution in Winding Up

The Company is incorporated under the Corporations Act 2001 and is a company limited by guarantee. If the Company is wound up, the constitution states that each member is required to contribute a maximum of \$1 each towards meeting any outstanding obligations of the entity. At 30 June 2019, the total amount that members of the Company are liable to contribute if the Company is wound up is \$8 (2018: \$8).

Australian Sailing Limited
Directors' Report

Auditors Independence Declaration

A copy of the Auditor's Independence Declaration as required under Section 307C of the Corporations Act 2001 is included at page 62 of this financial report and forms part of the Directors' Report.

Signed in accordance with a resolution of the Directors.



Matt Allen

Director

Dated the 20th September 2019



Ernst & Young
200 George Street
Sydney NSW 2000 Australia
GPO Box 2646 Sydney NSW 2001

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Fax: +61 2 9248 5959
ey.com/au

Auditor's Independence Declaration to the Directors of Australian Sailing Limited

As lead auditor for the audit of Australian Sailing Limited for the financial year ended 30 June 2019, I declare to the best of my knowledge and belief, there have been:

- a.) no contraventions of the auditor independence requirements of the Corporations Act 2001 in relation to the audit; and
- b.) no contraventions of any applicable code of professional conduct in relation to the audit.

Ernst & Young

Daniel Cunningham
Partner
20 September 2019

A member firm of Ernst & Young Global Limited
Liability limited by a scheme approved under Professional Standards Legislation

Australian Sailing Limited

Statement of Profit or Loss and other Comprehensive Income

For The Year Ended 30 June 2019

	Note	2019 \$	2018 \$
Revenue	3	17,843,667	18,313,347
Finance Income		53,188	40,924
Total Revenue		17,896,855	18,354,271
Employee Benefits Expense	4	6,712,300	6,995,694
Depreciation Expense		545,242	330,304
Operating Expenses	5	10,156,465	10,391,314
Total Expenses		17,414,007	17,717,312
Profit/(Loss) from Continuing Operations for the Year		482,848	636,959
Other Comprehensive Income for the Year	15	242,455	-
Total Comprehensive Profit/(Loss) for the Year		725,303	636,959

The above Statement of Profit or Loss and Other Comprehensive Income should be read in conjunction with the notes to the financial statements.

Australian Sailing Limited

Statement of Financial Position

For The Year Ended 30 June 2019

	Note	2019 \$	2018 \$
Assets			
Current Assets			
Cash and Cash Equivalents	6	4,491,163	3,712,599
Trade and Other Receivables	7	517,622	893,874
Prepayments & Other Assets	8	648,005	270,324
Other Financial Assets	9	155,553	99,679
Total Current Assets		5,812,343	4,976,476
Non-Current Assets			
Trade and Other Receivables	7	79,411	56,667
Prepayments & Other Assets	8	18,389	44,013
Other Financial Assets	9	20,534	89,637
Property, Plant & Equipment	10	2,145,297	2,384,382
Total Non-Current Assets		2,263,631	2,574,699
Total Assets		8,075,974	7,551,175
Liabilities			
Current Liabilities			
Trade and Other Payables	11	1,392,824	1,145,674
Deferred Revenue	12	3,089,865	3,759,180
Employee Benefits Liabilities	13	587,820	508,929
Interest-Bearing Borrowings	14	215,816	-
Total Current Liabilities		5,286,325	5,413,783
Non-Current Liabilities			
Employee Benefits Liabilities	13	109,822	182,868
Total Non-current Liabilities		109,822	182,868
Total Liabilities		5,396,147	5,596,651
Net Assets		2,679,827	1,954,524
Equity			
Retained Equity		1,954,524	1,317,565
NSW Contributed Funds		242,455	-
Current Year Earnings		482,848	636,959
Total Equity	15	2,679,827	1,954,524

The above Statement of Financial Position should be read in conjunction with the notes to the financial statements.

Australian Sailing Limited

Statement of Changes in Equity

For The Year Ended 30 June 2019

	Accumulated funds	Natural disaster relief fund \$	National Training Centre funding \$	Other Asset Funding \$	NSW Contributed Funds \$	Total \$
At 1 July 2017	(188,889)	30,000	1,083,987	392,467	-	1,317,565
Profit /(Loss) for the year	636,959	-	-	-	-	636,959
Transfer to reserve	(514,145)	-	(92,629)	606,774	-	-
At 30 June 2018	(66,075)	30,000	991,358	999,241	-	1,954,524
Profit/(Loss) for the year	482,848	-	-	-	242,455	725,303
Transfer to reserve	(170,268)	-	(68,742)	239,010	-	-
At 30 June 2019	246,505	30,000	922,616	1,238,251	242,455	2,679,827

The above Statement of Changes in Equity should be read in conjunction with the notes to the financial statements.

Australian Sailing Limited

Statement of Cash Flows

For The Year Ended 30 June 2019

	Note	2019 \$	2018 \$
Cash Flows from Operating Activities			
Receipts from Operations		19,188,859	19,374,701
Payments to Suppliers and Employees		(17,632,376)	(17,596,002)
Interest Paid		(11,899)	(6,108)
Interest Received		53,188	40,924
Net cash inflows from operating activities		1,597,772	1,813,515
Cash Flows from Investing Activities			
Proceeds from sale of property, plant and equipment		135,000	75,480
Payments for property, plant and equipment		(381,054)	(1,224,353)
Net cash outflows from investing activities		(246,054)	(1,148,873)
Cash Flows from Financing Activities			
Loans to non-related parties		(60,474)	(58,984)
Repayments of Loans to non-related parties		62,830	178,113
Repayments of loan from non-related party		(575,510)	(295,254)
Net cash inflows/(outflows) from financing activities		(573,154)	(176,125)
Net Increase in Cash Held		778,564	488,517
Cash at beginning of year		3,712,599	3,224,082
Cash at End of Year	6	4,491,163	3,712,599

The above Statement of Cash Flows should be read in conjunction with the notes to the financial statements.

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Notes to the Financial Statements

For The Year Ended 30 June 2019

Note 1. Corporate Information

The financial statements of Australian Sailing Limited (the Company) for the year ended 30 June 2019 were authorised for issue in accordance with a resolution of the directors on 19th September 2019.

Australian Sailing Limited is a "Not-for-Profit" entity.

Note 2. Summary of Significant Accounting Policies

Basis of Preparation

The financial report is a general purpose financial report, which has been prepared in accordance with the requirements of the Corporations Act 2001, Australian Accounting Standards – Reduced Disclosure Requirements and other authoritative pronouncements of the Australian Accounting Standards Board. The financial report has also been prepared on a historical cost basis. The financial report is presented in Australian dollars.

Comparative Figures

The financial statements provide comparative information in respect of the previous period.

Where required, comparative figures from the previous period have been adjusted to conform to changes

made in the presentation for the current financial year.

Going Concern

The Company's financial statements have been prepared on a going concern basis, which contemplates continuity of normal business activities and the realisation of assets and settlement of liabilities in the ordinary course of business.

During the financial year ended 30 June 2019 the Company has experienced an operating surplus of \$482,848, compared to an operating surplus in 2018 of \$636,959.

At 30 June 2019 the Company had increased cash resources over the prior year by \$778,564 and also had net current assets of \$526,013 (2018 net current liabilities of \$437,307). Management is focused on diversifying its revenue sources to reduce its reliance on Federal and State government grant funding.

The continued viability of the Company and its ability to continue as a going concern is dependent upon the Company being successful in its continuing efforts to grow its revenue base and the ongoing tight management of operational costs. The Australian Sports Commission has confirmed that the National

Sporting Organisation for the sport of Sailing will continue to receive funding of High Performance through to the Tokyo Olympics in 2020, and the Participation funding component will be maintained at current levels until December 2020. Australian Sailing has also met the recommended criteria for recognition as National Sporting Organisation by the Australian Sport Commission up until 2023.

The board is confident that the Company will be successful in continuing to rebuild its reserves and accordingly has prepared the financial statements on a going concern basis.

Statement of Compliance

The Company has adopted AASB 1053 Application of Tiers of Australian Accounting Standards and AASB 2010-2 Amendments to Australian Accounting Standards arising from Reduced Disclosure Requirements for the past two financial years.

The Company is a not-for-profit, private sector entity, which is not publicly accountable. Therefore the financial statements for the Company are tier 2 general purpose financial statements which have been prepared in accordance with

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Australian Accounting Standards – Reduced Disclosure Requirements (AASB – RDRs) (including Australian Interpretations) adopted by the Australian Accounting Standards Board (AASB) and the Corporations Act 2001.

The adoption of AASB1053 and AASB 2010-2 allowed Australian Sailing Limited to remove a number of disclosures. There were no other impacts on the current or prior year financial statements.

Changes in Accounting Policy, Accounting Standards and Interpretations

The accounting policies adopted are consistent with those of the previous financial year.

The new and amended Australian Accounting Standards and AASB Interpretations that apply for the first time in 2018/2019 do not impact the financial statements of the Company.

Current versus Non-Current Classification

The Company presents assets and liabilities in the statement of financial position based on current/non-current classification. An asset is current when it is:

- › Expected to be realised or intended to be sold or consumed in the normal operating cycle
- › Held primarily for the purpose of trading

- › Expected to be realised within twelve months after the reporting period, or
- › Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is current when:

- › It is expected to be settled in the normal operating cycle
- › It is held primarily for the purpose of trading
- › It is due to be settled within twelve months after the reporting period, or
- › There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period

The Company classifies all other liabilities as non-current.

Foreign Currency Translation

Both the functional and presentation currency of Australian Sailing Limited is Australian dollars (\$).

Transactions in foreign currencies are initially recorded by the Company at the functional currency spot rates at the date the transaction first qualifies for recognition. Monetary assets and liabilities

denominated in foreign currencies are translated at the functional currency spot rates of exchange at the reporting date. Differences arising on settlement or translation of monetary items are recognised in profit or loss.

Revenue Recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured, regardless of when the payment is being made. Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment and excluding taxes or duty. The Company has concluded that it is acting as a principal in all of its revenue arrangements since it is the primary obligor in all the revenue arrangements, has pricing latitude and is also exposed to inventory and credit risks. The specific recognition criteria described below must also be met before revenue is recognised.

Sale of Goods

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer, usually on delivery of the goods.

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Subscriptions

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

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.

Sponsorship

Sponsorship revenue is recognised in terms of both cash received and value 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.

At the same time an equal offsetting value in kind expense is recognised in the relevant expense category (for example uniforms provided to the Company at no cost are recognised

as sponsorship revenue and as an expense in the Uniforms category).

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.

Government grants

Government grants are recognised where there is reasonable assurance that the grant will be received and all attached conditions will be complied with. When the grant relates to an expense item, it is recognised as income on a systematic basis over the periods that the related costs, for which it is intended to compensate, are expensed. When the grant relates to an asset, it is recognised as income in full and the grant released to profit or loss. The grant released is also recognised in a reserve to offset future depreciation on the relevant asset/s. The depreciation incurred on the asset is also recognised as a reduction in the reserve. As at 30 June 2019 there are two capital asset reserves recognised, one for the National Training Centre at Middle Harbour Yacht Club, and one for other capital assets.

When the Company receives grants of non-monetary assets, the asset and the grant are recorded at nominal amounts and released to profit or loss over the expected useful life in a pattern of consumption of the benefit of the underlying asset by equal annual instalments.

Income Taxes

The Company is exempt from income tax under division 50 of the Income Tax Assessment Act 1997.

Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST except where the GST incurred on 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 statement of financial position.

Cash flows included in the Statement of Cash Flows are 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.

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the taxation authority.

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 or loss as incurred. The assets' residual values, useful lives and amortisation methods are reviewed, and adjusted, if appropriate, at each financial year end.

Depreciation

The depreciation rates used for each class of assets are:

Computer equipment	3 years
Boats and Equipment	3 - 15 years
Motor vehicles	10 years
Office furniture and equipment	5-15 years
Leased assets	Term of lease
Leasehold improvements	Term of lease
National Training Centre – Marina Deck	Term of lease

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 or loss in the year the asset is derecognised.

Leases

Finance leases, 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 Company 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 in trade and other payables

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

when received and subsequently reduced by allocating lease payments between rental expense and reduction of the liability.

Borrowing Costs

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalised as part of the cost of the asset. All other borrowing costs are expensed in the period in which they occur. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

Financial Assets

Financial assets are classified, at initial recognition, as financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, available-for-sale financial assets, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial assets are recognised initially at fair value plus, in the case of financial assets not recorded at fair value through profit or loss, transaction costs that are attributable to the acquisition of the financial asset.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the

market place (regular way trades) are recognised on the trade date, i.e., the date that the Company commits to purchase or sell the asset.

Subsequent Measurement

For purposes of subsequent measurement, financial assets are classified in four categories:

- › Financial assets at fair value through profit or loss
- › Loans and receivables
- › Held-to-maturity investments
- › Available-for-sale financial investments

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.

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 twelve months or less. For the purposes of the Statement of Cash Flows, cash and cash equivalents consist of cash and cash equivalents as defined above.

Provisions

Provisions are recognised when the Company 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.

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.

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.

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Trade and Other Receivables

Trade receivables, which generally have 30-day terms, are recognised and carried at original invoice amount less an allowance for any uncollectible amounts.

i) Impairment of Financial Assets

The Company recognizes an allowance for expected credit losses (ECLs) for all debt instruments not held at fair value through profit and loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Company expects to receive, discounted at an approximation of the original effective interest rate. The expected cash flow will include cash flows from the sale of collateral held or other credit enhancements that are integrated to the contractual terms.

ECLs are recognised in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECL are provided for credit losses that result from default events that are possible within the next 12 months. For those credit exposure for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the

exposure, irrespective of the timing of the default (a lifetime ECL).

For trade receivables and contract assets, the Company applies a simplified approach in calculating ECLs. Therefore, the Company does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date.

i) Impairment of Non-Financial Assets

The Company assesses, at each reporting date, whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the

Company estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash generating unit (CGU)'s fair value less costs to sell and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

Trade and Other Payables

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

Economic Dependence

The Company is dependent upon the ongoing receipt of Federal and State Government grants, corporate sponsorships, and donations to ensure the ongoing continuance of its programs. At the date of this report, management has no reason to believe that this financial support will not continue.

Significant Management Judgement in applying Accounting Policies

When preparing the financial statements, management undertakes a number of judgements, estimates and assumptions about the recognition and measurement of assets, liabilities, income and expenses.

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Note 3. Revenue

	2019 \$	2018 \$
Membership Fees	2,628,005	2,592,339
Training Centre registration	41,742	38,806
Rating Certificates	271,381	251,558
Training Course fees	878,567	683,085
Training Resources	97,639	175,948
Regatta and Function Fees	494,369	342,224
Service Fees	343,305	61,942
Rental and Hire Income	138,616	160,159
Instructor Registration	105,236	91,363
Other income	179,107	358,005
Australian Olympic Committee Grants	7,823	30,561
Australian Sports Commission Grants	9,529,012	10,250,883
State Government Grants	1,186,656	1,301,199
State Institutes of Sport Grants	365,000	340,000
Athlete contributions	293,939	401,305
Donations	175,535	183,150
Sponsorship	1,107,736	1,043,450
Gain on disposal of property, plant and equipment	-	7,370
Total Revenue	17,843,668	18,313,347

Note 4. Employee Benefits Expense

Salaries	5,772,550	5,993,043
Superannuation	612,212	659,154
Other Employee Related Costs	321,691	346,079
Employees Provisions Expense	5,847	(2,582)
Total Employee Benefits Expense	6,712,300	6,995,694

Australian Sailing Limited
Notes to the Financial Statements
30 June 2019

Note 5. Operating Expenses	2019 \$	2018 \$
Accommodation	327,136	734,135
Airfares	582,878	552,098
Athlete Funding	1,592,317	1,744,982
Audit Fees	87,824	104,881
Bad Debt Expense	3,775	-
Bank and Finance Charges	51,452	45,537
Boat Hire and Maintenance	352,111	611,746
Clothing	606,985	236,921
Contractors	1,641,032	1,343,261
Equipment	313,227	455,512
Event Logistics	168,413	140,349
Government Certification Fees	79,922	-
Grants Paid	412,859	241,500
Ground Travel	305,553	310,175
Insurance	465,093	384,141
Legal Fees	76,693	90,671
Marketing	99,820	244,808
Meetings & Representation	7,741	20,406
Miscellaneous Expenses	87,780	62,491
Motor Vehicle Expenses	76,175	100,777
Performance Camp & Regatta Expenses	114,278	65,301
Phone & IT Expenses	196,099	236,549
Printing Postage & Stationery	99,130	31,092
Race Management	140,515	109,340
Rating Certificate Expenses	121,788	94,708
Regatta Entry Costs	12,829	104,517
Rent	874,881	876,123
Repairs & Maintenance	85,578	332,786
Shipping	373,382	380,943
Staff Training	17,452	17,470
Subscriptions	255,720	154,888
Sustenance	289,475	207,888
Training Resource Expenses	114,422	174,822
Utilities & Rates	38,864	45,272
Venue Hire	83,266	135,224
Total Operating Expenses	10,156,465	10,391,314

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Note 6. Cash	2019 \$	2018 \$
Cash On Hand	8,574	1,916
Cash at Bank Operating	380,628	1,753,214
Cash At Bank Online Saver	1,151,961	7,469
Cash At Bank Notice Saver	2,950,000	1,950,000
Total Cash	4,491,163	3,712,599
Note 7. Trade and Other Receivables		
Current		
Account Receivable	531,440	876,994
Allowance for Expected Credit Loss	(12,339)	(9,155)
Other Deposits	(1,479)	26,035
Total Current Trade and Other Receivables	517,622	893,874
Non Current		
Long Term Deposit - AST Olympic Base	25,759	25,759
Long Term Deposit - Storage Facilities	24,508	24,508
Other Deposits	29,144	6,400
Total Non Current Trade and Other Receivables	79,411	56,667
Note 8. Prepayments and Other Assets		
Current		
Prepayments	569,854	255,194
Accrued income	78,151	15,130
Total Current Prepayments & Other Assets	648,005	270,324
Non-Current		
Prepayments	18,389	44,013
Total Non-Current Prepayments & Other Assets	18,389	44,013

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Note 9. Other Financial Assets

Current

Term deposit – Office premises (i)	54,157	-
Term deposit – Credit card facility (ii)	60,000	60,000
Loans to Non-Related Parties (iii)	41,396	39,679
Total Current Other Financial Assets	155,553	99,679

Non-Current

Term deposit – Office premises (i)	-	52,939
Loans to Non-Related Parties (iii)	20,534	36,698
Total Non Current Other Financial Assets	20,534	89,637

Note 9. Other Financial Assets (continued)

- (i) A deposit is held as security with the Company's bankers in relation to the lease of premises at 22 Atchison Street, St Leonards NSW. The lease on these premises was renewed effective 1 July 2018 for a further 18 months. The Term Deposit acting as security for the previous lease was refunded by our bankers at the same time that a Term Deposit was created for the new lease. The fixed interest rate is 2.3% maturing 1 November 2019 at which time it may or may not be renewed as the underlying property is subject to a Development Application and possible demolition by this time.
- (ii) A deposit is held as security with the Company's bankers in relation to a credit card facility provided by the Company's bankers. The fixed interest rate is 2.0% renewable every three months thereafter until the facility is cancelled by either party.
- (iii) Loans are provided to Non-related Parties to purchase boats that may be used to provide Tackers learn to sail courses. These loans are provided at a 0% nominal interest rate but a penalty interest rate of 10% may be applied in the instance of overdue repayments. There are 10 loans currently with clubs at 30 June 2019 (2018: 9 loans) with maturity dates between 1 July 2019 and 30 June 2023.

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Note 10. Property, Plant & Equipment

	Computer Equipment	Boats and Equipment	Office Equipment	Leasehold Improvements	Motor Vehicles	National Training Centre Assets	Total
Cost							
Balance 1 July 2018	186,359	1,973,622	54,256	248,523	61,185	1,283,811	3,807,756
Additions	41,941	339,113	0	0	0	0	381,054
Disposals	0	(153,874)	0	0	0	0	(153,874)
Balance 30 June 2019	228,300	2,158,861	54,256	248,523	61,185	1,283,811	4,034,936
Depreciation							
Balance 1 July 2018	(118,159)	(831,350)	(53,561)	(131,728)	(11,092)	(277,484)	(1,423,374)
Disposals	0	78,976	0	0	0	0	78,976
Depreciation	(41,014)	(394,608)	(695)	(34,348)	(5,834)	(68,742)	(545,242)
Balance 30 June 2019	(159,173)	(1,146,982)	(54,256)	(166,076)	(16,926)	(346,226)	(1,889,640)
Book Value 30 June 2019	69,127	1,011,879	0	82,447	44,259	937,585	2,145,297
Book Value 30 June 2018	68,200	1,142,272	695	116,795	50,093	1,006,327	2,384,382
Movement	927	(130,393)	(695)	(34,348)	(5,834)	(68,742)	(239,085)

All depreciation charges are included within 'depreciation expense' in the Statement of Profit or Loss and Other Comprehensive Income.

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

	2019 \$	2018 \$
Note 11. Trade and Other Payables		
Accounts Payable	865,313	739,049
Accrued Expenses	460,474	145,642
GST Liability	24,527	178,646
Other Creditors and Accruals	42,510	82,337
Total Trade and Other Payables	1,392,824	1,145,674
Note 12. Deferred Revenue		
Club Membership Fees in Advance	233,572	558,823
Sponsorship in Advance	-	112,500
Revenue in Advance	97,404	229,820
Grants in Advance	1,996,895	1,850,418
Grants in Advance Performance Asset Funding	761,994	1,007,619
Total Deferred Revenue	3,089,865	3,759,180
Movement in Grants In Advance		
At 1 July	1,850,418	1,566,310
Received during the Year	10,599,477	11,748,691
Released to Revenue	(10,453,000)	(11,464,583)
At 30 June	1,996,895	1,850,418
Movement in Grants In Advance Performance Asset Funding		
At 1 July	1,007,619	1,295,110
Received during the Year	88,830	-
Released to Revenue	(334,455)	(287,491)
At 30 June	761,994	1,007,619
Note 13. Employee Benefits Liabilities		
Current		
Provision for Annual Leave	347,319	342,922
Provision for Long Service Leave	240,501	166,007
Total Current Employee Benefits Liabilities	587,820	508,929
Non-Current		
Provision for Long Service Leave	109,822	182,868
Total Non Current Employee Benefits Liabilities	109,822	182,868

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

	2019 \$	2018 \$
Note 14. Interest Bearing Borrowings		
Loan Payable	215,816	-
Total Loan Payable	215,816	-

Australian Sailing used short-term Premium Funding Finance from Westpac Banking Corporation to pay for Insurance policies for policy period commencing 1st October 2018. The financing was only required for a 12 month period at an effective interest rate of 2.045% per annum. The loan was repaid in full by 24th August 2019.

	2019 \$	2018 \$
Note 15. Equity and Reserves		
Natural Disaster Relief Fund (i)	30,000	30,000
National Training Centre funding (ii)	922,616	991,358
Other Capital Asset funding (iii)	1,238,251	999,241
NSW Contributed Funds(iv)	242,455	-
Accumulated Funds	246,505	(66,075)
Total Reserves	2,679,827	1,954,524

- (i) The Natural Disaster Relief Fund was established to enable Australian Sailing to respond on a case-by-case basis to affiliated Clubs and MYA's unable to pay their membership fees as a consequence of being affected by drought or some other natural disaster.
- (ii) A Marina Deck has been constructed at the National Training Centre at Middle Harbour Yacht Club using a grant from the Australian Sports Commission. The Marina Deck has been recognised as a Fixed Asset (refer Note 10) during the year ended 30 June 2014 as well as further costs on this project since 1 July 2015, and the grant, whilst released as income each financial year to match any expenditure on the project, has been recognised as a reserve to offset future depreciation of the asset.
- (iii) Other assets including computer equipment, coach boat motors, a motor vehicle, boats and equipment have been acquired using grant funding from the Australian Sports Commission. These assets have been recognised as a Fixed Asset (refer Note 10) during each year ended 30 June, and the grant, whilst recognised as income during the year, has been recognised as a reserve to offset future depreciation of the asset.
- (iv) Funds contributed following on from the deregistration of Yachting NSW Incorporated.

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

	2019 \$	2018 \$
Note 16. Auditor Remuneration		
The Auditor of Australian Sailing Limited is Ernst & Young. Amounts received or due and receivable by Ernst & Young for:		
An auditor review of the financial report of the Company	59,500	60,255
Other services in relation to the Company	16,000	14,420
Total	75,500	74,675

Note 17. Leases

Operating Lease Commitments as Lessee

The Company has entered into a commercial lease at the following locations

- › Head office premises in the Sydney suburb of St Leonards NSW.
- › Boat storage facilities in the Sydney suburb of Brookvale NSW.
- › Residential apartment in the Sydney suburb of Balgowlah NSW.
- › Boat storage area in the grounds of the Southport Yacht Club QLD.
- › Residential houses in Kamakura, Kanagawa Prefecture, Japan .
- › Office premises for the Australian Sailing Team at Middle Harbour Yacht Club.
- › Boat Storage and Marina access for the Australian Sailing Team at Middle Harbour Yacht.
- › NT Regional office in the Darwin suburb of Millner, Northern Territory.
- › SA Regional office in the Adelaide suburb of Hindmarsh, South Australia.
- › QLD Regional office at Royal Queensland Yacht Squadron, QLD.
- › QLD Storage in the grounds of Royal Queensland Yacht Squadron, QLD.
- › VIC Regional office in the Melbourne suburb of Albert Park, Victoria.
- › WA Regional Office at the Royal Perth Yacht Club, Western Australia.

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

	2019 \$	2018 \$
Within one year	743,732	717,807
After one year but no more than five years	1,103,233	836,303
More than five years	1,566,784	720,152
Total minimum lease payments	3,413,749	2,274,262

The Company has signed a heads of agreement and intends to commit to a 20 Year Lease for office space located at Platypus Base North Sydney. The amounts above include the rental for the new lease.

Australian Sailing Limited
Notes to the Financial Statements
 30 June 2019

Operating Lease Commitments as Lessor

Sub-lease to Hydraulic Towing of a boat storage facility in the Sydney suburb of Brookvale, NSW commencing 1 March 2018 and Expiring 24 November 2019.

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

	2019 \$	2018 \$
Within one year	18,575	47,000
After one year but no more than five years	-	18,757
More than five years	-	-
Total minimum lease payments	18,575	65,757

Note 18. Related Party Transactions

There were no related party transactions during the year.

Note 19. Key Management Personnel

During the year, the company had 9 Directors, with nil remuneration.

In addition to above there were 8 Key Management Personnel (in 2018 there were 8).

Total Compensation to Key Management Personnel was as follows:

	2019 \$	2018 \$
Short-Term Employee Benefits	1,208,305	1,294,341
Post-Employment Benefits	28,165	94,976
Other Long term Benefits	36,718	15,924
Total Compensation	1,273,188	1,405,241

Note 20. Significant Events after Balance Date

There were no significant events after balance date.

Note 21. Members Guarantee

The Company is incorporated under the Corporations Act 2001 and is a Company limited by guarantee. If the Company is wound up, the constitution states that each member is required to contribute a maximum \$1 each towards meeting any outstanding obligations of the entity. At 30 June 2019, the total amount that the members of the Company are liable to contribute if the Company wound up is \$8 (2018: \$8).

Australian Sailing Limited
Directors' Declaration

Directors' Declaration

In accordance with a resolution of the directors of Australian Sailing Limited, I state that:

1. In the opinion of the Directors of Australian Sailing Limited:

- (a) The financial statements and notes of Australian Sailing Limited are in accordance with the Corporations Act 2001, including:
 - (i) Giving a true and fair view of its financial position as at 30 June 2019 and of its performance for the financial year ended on that date; and
 - (ii) Complying with Australian Accounting Standards - Reduced Disclosure Requirements (including the Australian Accounting Interpretations) and the Corporations Regulations 2001;
- (c) There are reasonable grounds to believe that Australian Sailing Limited will be able to pay its debts as and when they become due and payable.

Signed on behalf of the board:



Matt Allen

Director

Dated the 20th September 2019



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Independent Auditor's Report to the Members of Australian Sailing Limited

Opinion

We have audited the financial report of Australian Sailing Limited (the Company), which comprises the statement of financial position as at 30 June 2019, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, notes to the financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of the Company is in accordance with the Corporations Act 2001, including:

- a) giving a true and fair view of the Company's financial position as at 30 June 2019 and of its financial performance for the year ended on that date; and
- b) complying with Australian Accounting Standards – Reduced Disclosure Requirements and the Corporations Regulations 2001.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Company in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's *APES 110 Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

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

Information Other than the Financial Report and Auditor's Report Thereon

The directors are responsible for the other information. The other information is the directors' report accompanying the financial report.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



Responsibilities of the Directors for the Financial Report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards – Reduced Disclosure Requirements and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However,



future events or conditions may cause the Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

The Ernst & Young logo, featuring the company name in a stylized, handwritten-style script.

Ernst & Young

A handwritten signature in black ink, which appears to read 'Daniel Cunningham'.

Daniel Cunningham Partner
Sydney
20 September 2019

Australian Sailing Staff

As at 30 Jun 2019

Position as at 30/06/2019	Name	Commenced
Corporate		
Chief Executive	Ben Houston	March 2019
Head of Finance and Corporate Services	Manuel Vlandis	October 2018
Finance Controller	Brian Chalmers	March 2015
Finance Manager	Jeannie Lee	February 2007
Corporate Services Officer	James Begbie	October 2018
Finance Officer	Toby Chu	July 2017
Commercial and Communications		
Head of Commercial and Communications	Michael Martin	June 2018
Corporate Partnerships Manager	Toby Plowman	January 2018
Programs, Education and Online Services		
Head of Programs, Education and Online Services	Chris Tate	May 2013
Education & Training Manager	Fergus Gillanders	September 2016
Education & Training Administrator	Jenny Welsh	November 2015
Education & Training Officer	Greg Dixon	December 2015
Chief Instructor - Dinghy & Windsurfing#	Chris Goldacre	September 2009
Deputy Chief Instructor - Dinghy#	Sean Hogan	September 2017
Chief Instructor - Keelboat#	Nickie Jones	July 2016
Online Services Manager	Chantal Lawrence	July 2011
Online Services Officer	Federico Guzzo	August 2016
Ratings Manager	Nicolas Degorce	April 2019
Chief Instructor - Safety & Sea Survival	Tony Dillon	August 2018

Position as at 30/06/2019	Name	Commenced
Safety, Rules and Regulations		
Head of Safety Rules and Representation & Regional Manager TAS	Glen Stanaway	March 2006
Club Services & Operations		
General Manager, Club Services & Operations	David Edwards	January 2011
Club Services Officer NSW & Deputy Chief Instructor - Keelboat	Carl Webster	October 2016
Club Services Officer NSW & Chief Instructor - Powerboat	Craig Ferris	March 2015
Regional Manager QLD	Ben Callard	March 2009
Club Services Officer QLD	Grant Willmott	January 2017
Club Services Officer QLD	Annie Watson	November 2018
Club Services Officer NT	Claire Hall	July 2015
Regional Manager VIC	Gavin Wall	January 2012
Club Services Officer VIC	Adam Gristwood	August 2016
Club Services Officer VIC	Ian Wall	September 1987
Club Services Officer VIC	Sue Phillips	September 2016
Club Services Officer VIC	Chris Jones	March 2018
Club Services Officer VIC	Clare Ridgway	February 2018
Club Services Officer VIC & OutThere Sailing Project Officer	Jack Sharman	September 2018
Regional Manager SA	Ian Leeson	June 2012
Club Services Officer SA	Emma Short	September 2014
Club Services Officer SA & OutThere Sailing Project Officer	Nicholas Neale	January 2019
Regional Manager WA#	Andy Fethers	September 2018
Club Services Officer WA	Kate Wearn	December 2018
Club Services Officer WA	Jenn Suffield	February 2019
Club Services Officer WA	Leanne Alderson	October 2010
Administration Assitant WA#	Morgan Gurney	October 2018
Manager - RTO	Grant Hunt	September 2015
Manager Regattas & Events	Lesley Fasala	December 2013

Position as at 30/06/2019	Name	Commenced
Performance		
Performance Director#	Iain Murray	October 2017
Performance Manager	Caroline Brisebois	August 2017
Manager, Athlete Wellbeing and Engagement	Donna Jones	December 2012
Talent Development Manager	Elise Rechichi	August 2015
SSSM Manager and National Nutrition Lead	Benita Lalor	June 2018
Performance Pathway Coordinator	Tony Outteridge	August 2017
Technical and Performance Analysis	Sam Ellis	July 2017
Operations and Logistics Coordinator	Harrison Fullard	May 2019
Performance Program Coordinator	Amanda Vidas	June 2017
Administration Coordinator	Tatiana Kovalenko	March 2002
Physical Performance Coordinator	Geoff White	July 2017
Paralympic Coordinator	David Staley	January 2018
High Performance Coach NSW	Tristan Brown	April 2016
High Performance Coach VIC	Carrie Smith	April 2018
High Performance Coach QLD	Ashley Brunning	Jun 2015
Physiotherapist	Ashley Merkur	December 2018
Australian Sailing Team Technical Expert	Andrew Lechte	March 2013
Performance Pathway Office & Coach	Danny Fuller	April 2017
Australian Sailing Team Coach - Nacra 17	Darren Bundock	Feb 2016
Australian Sailing Team Coach - Multihull	Emmett Lazich	April 2009
Australian Sailing Team Coach - 49er	Euan McNicol	January 2018
Australian Sailing Team Coach - Laser	Michael Blackburn	February 2009
Australian Sailing Team Junior Performance Engineer	Paul Darmanin	September 2018
Australian Sailing Team Coach - Finn	Rafa Trujillo Villar	December 2017
Australian Sailing Team Coach - 470M	Victor Kovalenko	October 1997

= contractor

Some of the employed personnel previously provided services to Australian Sailing as an independent contractor.

The commencement date for all personnel in that category is the date the individual became an Australian Sailing employee.

