



Australian Sailing Update

Northern Territory Clubs Conference

20 February 2021



Agenda



Darwin Sailing Club – 20th February 2021

START	FINISH	TOPIC	PRESENTER
0820	0830	Arrival & Coffee	
0830	0900	UPDATE - Australian Sailing & Welcome	Ben Callard Australian Sailing
0900	0915	UPDATE – NT Activities	Claire Hall Australian Sailing
0915	1000	UPDATE – Clubs	DSC, DBCYA & GBC
1000	1030	Morning Tea	
1030	1100	SPORTS INTERGRITY – Play by the Rules	Don Boyanton NT Sports Integrity Unit
1100	1130	GOVERNMENT – NT Government 2021 and beyond	Sasha Dennis NT Sport and Recreation
1130	1200	GOVERNANCE – Resources and how we can help	Kate Townsend Good Sports
1200	1300	Lunch	
1300	1330	MARKETING – Not for profit marketing, opportunities in Darwin, sporting trends and how to adapt	Anna Goat Silvergoat Marketing
1330	1400	RESOURCES – Australian Sailing marketing tools available	Ben Callard Australian Sailing
1400	1430	RETENTION – Turning learn to sail/SailPass into club members CASE STUDY / WORK SHOP	Ben Callard Australian Sailing
1430	1500	Afternoon Tea	
1500	1530	RATINGS – Systems & processes	Chris Zonca (virtual) Australian Sailing
1530	1600	RULES – Benefits of using Racing Rules of Sailing New rules and how they may affect your members	Glen Stanaway Australian Sailing
1600	1630	DISCUSSION - NT priorities for the next 12-24 months	Australian Sailing
1630	1730	Drinks / Networking	

Welcome

- Introductions
- AS Staff
- YNT





Australian Sailing Update

Ben Callard – Regional Manager



Australian Sailing Update

1. Stakeholder engagement project
2. Fee structure review
3. COVID- advocacy
4. National redress scheme
5. World Sailing- representation & appointments
6. Olympics
7. Pathways, Futures
8. MYA deregistration
9. Strategic plan
10. SailPass update & RRS 46
11. Insurance changes
12. Membership and Participation



Stakeholder engagement project

- Over the course of the **past six months**, a **Working Group Chaired by Australian Sailing Vice President Alistair Murray** has been working on a **strategy to increase and improve the engagement between Australian Sailing and our Affiliated Clubs**.
- The resulting Stakeholder Engagement Plan will see a new set of communications rolled out to clubs explaining exactly what Australian Sailing's role is. **That role is simple, it is to grow sailing through a collaborative effort with our link to sailors via our Affiliated Clubs**.
- The objectives of the plan included:
 - Listening to the clubs, through personal engagement and club surveys, to deliver the “product” that clubs need.
 - Improving stakeholder awareness of the work done by AS on all fronts, including services provided and advocacy to all governing and associated bodies.
 - Promoting understanding of the importance of affiliation with AS, enabling clubs to communicate the value to their members.
 - Transparency and equity across Australia on all club matters.
- The project will see a structured set of club visits by key Australian Sailing representatives in each state. The visiting groups will include board members, staff members and members of the local State Member Yachting Associations and/or Regional Advisory Committees.

Fee Structure Review

- In 2018, Australian Sailing introduced a national banded fee structure for affiliation fees.
- At the time, a commitment was made to review this structure on its 3-year anniversary. To commence this process, a working group has recently been formed whose purpose is to:
 - Review the fee model and consider whether it has met its objectives
 - Identify improvements that contribute to better equity, transparency and simplicity
 - Identify any impediments for achieving full national implementation by 2022,
 - Make recommendations to the AS board for any changes
- Due for completion by end of March 2021.



COVID- Advocacy

- Australian Sailing was forced to reduce staffing by 12%, look seriously at spending and save where possible.
- Collaborated extensively with each State and Territory Government to ensure the best possible safe outcomes for Clubs.
- Secured funding for continuation and re-start initiatives in many states.
- Provided 50% discount to clubs on affiliation fees for the 2020/2021 year (1st July 2020 to 30th June 2021).



National Redress Scheme

- National Redress Scheme for Institutional Child Sexual Abuse. Established 1st July 2018
- Developed, as a result of the ***Royal Commission into Institutional Responses to Child Sexual Abuse***.
 - Which heard the failings on institutions to appropriately prevent and respond to child sexual abuse and found that sexual abuse can happen in many settings, including within sport and recreation contexts.
- Institutions can join as either individuals or as a group.
- By signing up accepting a certain process and being exonerated from civil action.
- No protection from criminal action.
- Payment up to \$150k, counselling or apology are the types of redress.
- Currently one sailing club named (Victorian Club).
- Australian Sailing is making enquiries and learning about the scheme.
- The Board are investigating the potential liability risk.
- No decision made on whether, or how to sign up to the Scheme.

World Sailing- Representation & Appointments

- Sarah Kenny as a Vice President of World Sailing
- Sarah Kenny also to Chair Sport Integrity Australia Advisory Council
- Daniel Belcher as representative of Oceania on the World Sailing Council
- Daniel Belcher also on Events Committee
- David Tillett on Constitution Committee
- Richard Slater is on Racing Rules Committee
- David Brookes on Race Officials Committee
- Barry Johnson on Measurer's Sub-Committee
- Chris Caldecoat on Regions & Development
- David Staley on Parasailing Committee
- Shevaun Bruland on Equipment Committee
- Matt Allen on Oceanic & Offshore Committee
- Glen Stanaway on Offshore Special Regulations Sub-Committee



Olympics

- Going ahead as planned unless we hear otherwise.
- All supported AS classes selected except for 470W and Finn (covid delays).
- Strong medal chances in 470M, Laser and Nacra.



Pathways & Futures Program

- Ashley Brunning, new role as National Pathway Manager
- Sarah Ogilvie, new role as Network Lead Club Coaching
- Arthur Brett, new role as Windfoiling National Pathway Coordinator
- Ryan Palk, new role as Kite Foil Racing National Pathway Coordinator
- Lunch of AS Futures Program
 - The purpose of ASF is to:
 - To support the development of athletes and coaches identified as having strong potential to contribute to future high performance outcomes
 - To bring together emerging athletes and key coaches from across Australia for high quality training, racing and development opportunities
 - To foster a strong and sustainable pipeline of capable sailors vying for selection to high performance programs and raise the standard of performance and professionalism across the Australian Sailing Performance Pathway
 - To prepare athletes for a successful transition to the next phase of their involvement in sailing
 - Build the foundation skills, standards and high performance mindset required to be an internationally successful sailor



MYA deregistration

- Yachting NSW deregistered Dec 2018.
- Yachting TAS deregistered 2020.
- Yachting VIC in the process of deregistering. Expected to take to clubs for a vote mid year.
- Yachting ACT and SA have expressed an interest waiting to see the smooth transition of VIC.
- Each MYA replaced with a Regional Advisory Committee. No loss of votes, status or ability to input into AS strategic priorities.
- It does relieve association officers of their legal responsibilities and liabilities.



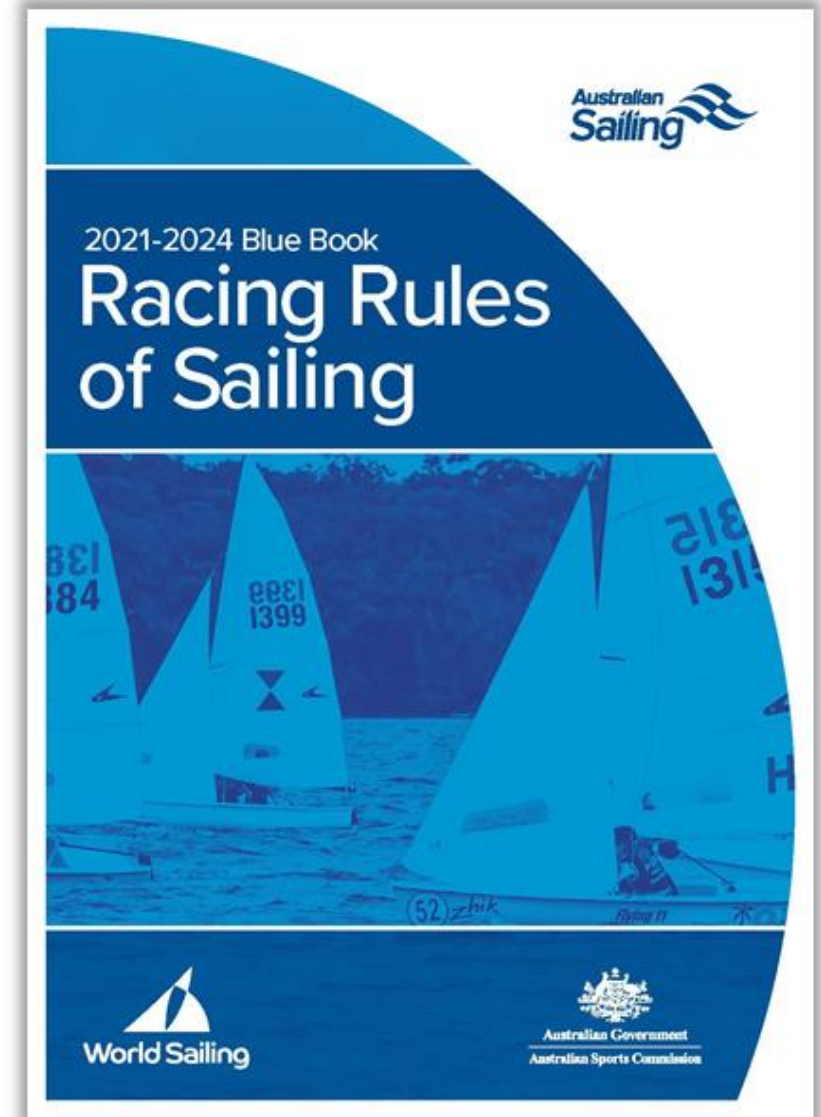
Strategic Plan

- AS is in need of a new Strategic Plan.
- Original process was delayed due to COVID-19.
- Draft is already with the AS Board.
- Management will join the Board for a two day workshop at the end of March.
- A draft will be circulated to MYA/Regional Advisory Committees during May 2021.
- Adoption of new Strategic Plan to align with AS 2021 AGM in October.



SailPass Update & RRS 46

- SailPass take up continue to grow around the country.
- RRS 46 still on track for 1 January 2022 implementation. All races, all crew a member of a club.



Insurance Changes

- Members of affiliated clubs are not covered by AS Personal Accident Insurance if participating in an organised event of a non-affiliated club/entity.
- PA policy coverage expanded, now includes non-traditional club based activities, windsurfing, kite boarding, stand up paddle, cruising, blokarting, motor boating (including navigational events but excluding power boat racing), kayaking/paddling, Rowing
- Registered SailPass holders covered for selected days.



Insurance - www.sailingresources.org.au/home

Network Insurance Group offer a suite of insurance services to Australian Sailing Affiliated Clubs, their members and the Sailing community in general. Network Insurance Group continue to build on the over 20 years of service to the sailing and yachting industry offered by Masterman Insurance Brokers who are now part of our specialist broking team.

Network Insurance Group proudly offer Australian Sailing Affiliated Clubs exclusive access to sailing travel insurance and personal injury insurance programs.

For all insurance related enquiries please contact Joel Steendam at joel@networksteadfast.com.au or 03 8420 8706

Dinghies, catamarans, windsurfers & skiffs

OFF THE BEACH

Personal Accident Insurance for members of Clubs

INDIVIDUALS

Public Liability, Directors & Officers, Property, Marine Hull, Personal Accident

CLUBS

Public Liability, Directors & Officers, Overseas regatta & Transit, Sailing Travel

CLASSES

- COVID-19 HUB
- STAFF CONTACTS
- SAILPASS
- DISCOVER SAILING MARKETING
- DISCOVER SAILING DAYS
- ONLINE SERVICES
- MEMBER & CHILD PROTECTION
- GRANTS & FUNDING
- CLUB CONFERENCES
- MEDIA GUIDE
- INCLUSION
- RESEARCH
- BEST PRACTICE
- WORKPLACE HEALTH & SAFETY

Off The Beach Dinghy insurance

Independent Auctioneers

Leisure & Entertainment >

Retail

Security

Unit Owners Insurance

Wineries

Alpine & Ski Fields >

Sailing Insurance >

Postal Industry – POAAL >

Golf Clubs >

Medical Practices

Motor Dealer Insurance

Party Hire Industry >

Handysure & Franchisees >

Marine Expertise >

Industries & Associations Sailing Insurance Off The Beach Dinghies

Off The Beach Dinghies



We are pleased to confirm we have entered into partnership with one of Australia's most progressive and largest boat insurers Club Marine to deliver an insurance package for owners and sailors of "Off The Beach Dinghies".

This cover is applicable to trailerable, non-powered sail boats launched off the beach.

Network Insurance Group's "Off The Beach Dinghy" cover offering is now provided by Club Marine, an Australian insurance agency backed by the strength of Allianz, one of Australia's largest general insurers. Club Marine actively supports more than 100 yacht clubs, fishing tournaments, boat shows, regattas and volunteer marine groups.

We have worked with Club Marine to develop an insurance package for "Off The Beach Dinghy" owners which may be tailored to suit your boating needs.

Features and Benefits:

- Sailboat racing cover up to 100NM race length
- Australia wide coverage
- Australia wide transit cover for boats designed to be transported on own trailer
- Up to \$10 Million legal liability cover arising from the use of the boat
- 24/7 emergency claims service

How to arrange cover:

NOTE: For the most competitive pricing, please use Promo Code **NTWRKSAIL**.

GET A QUOTATION / BUY ONLINE
AUTOCOVER/DINGHY OPTIONS



BOAT INSURANCE QUOTE

YOUR DUTY OF DISCLOSURE

Before you enter an insurance contract, you have a duty of disclosure under the Insurance Contracts Act 1984.

If we ask you questions that are relevant to our decision whether to insure you and on what terms, you must tell us anything that you know and that a reasonable person in the circumstances would include in answering the questions.

If you do not tell us something

If you do not tell us anything you are required to tell us, we may cancel your contract or reduce the amount we will pay if you make a claim, or both. If your failure to tell us is fraudulent, we may refuse to pay a claim and treat the contract as if it never existed.

By proceeding you confirm you have read and understood this duty.

You will need the following information to complete this section:

- Details about your boat, motor and trailer
- Where and how you are storing the boat
- Your experience including when you first obtained your licence or skippers ticket
- Your claims history over the past 5 years

(Fields marked with an asterisk * are required)

SUMMARY

Insurance type
Pleasure Craft Insurance

Period of insurance
19/02/2021-19/02/2022

BUY ONLINE SAVE 5%



PLEASURE CRAFT INSURANCE

This includes private recreational cover for:

- Your boat (accidental loss or damage, theft, malicious damage, water ingress)
- Legal liability to third parties for property damage, death or personal injury
- Death or injury to an insured person

SELECTED

BUY ONLINE SAVE 5%



THIRD PARTY INSURANCE

This includes private recreational cover for:

- Legal liability to third parties for property damage, death or personal injury

SELECT

* When would you like this insurance to start? ⓘ

19/02/2021



BOAT DETAILS

* Select the boat type ⓘ



RUNABOUT / TRAILERABLE
POWERBOAT



JETSKI / PERSONAL
WATERCRAFT (PWC)



CRUISER



YACHT



TRAILER SAILER



OFFBEACH DINGHY /
MULTIHULL

NT Boat Insurance

- Confirm we are continuing to apply pressure on Club Marine where possible and can advise the current position and their feedback as follows:
- Club Marine have advised they have performed analysis against their major competitors and confirmed that overall they are most competitive in the NT and far north QLD regions.
 - (This seems to be for dinghy insurance and apparently is about 5% cheaper.)
- As a strategic partner of AS, Network Steadfast, have negotiated with Club Marine that they will provide members their direct pricing through the AS portal.
- Club Marine unfortunately do tend to underwrite risks on a portfolio basis which is applied across all classes and factors in things like cyclone risk, location etc. This coupled with system factors creates a substantial hurdle in customising their rating capabilities.
- We are angling for improved/preferential pricing on this portal.
- Australian Sailing are working to improve the portal and negotiate a greater discount.

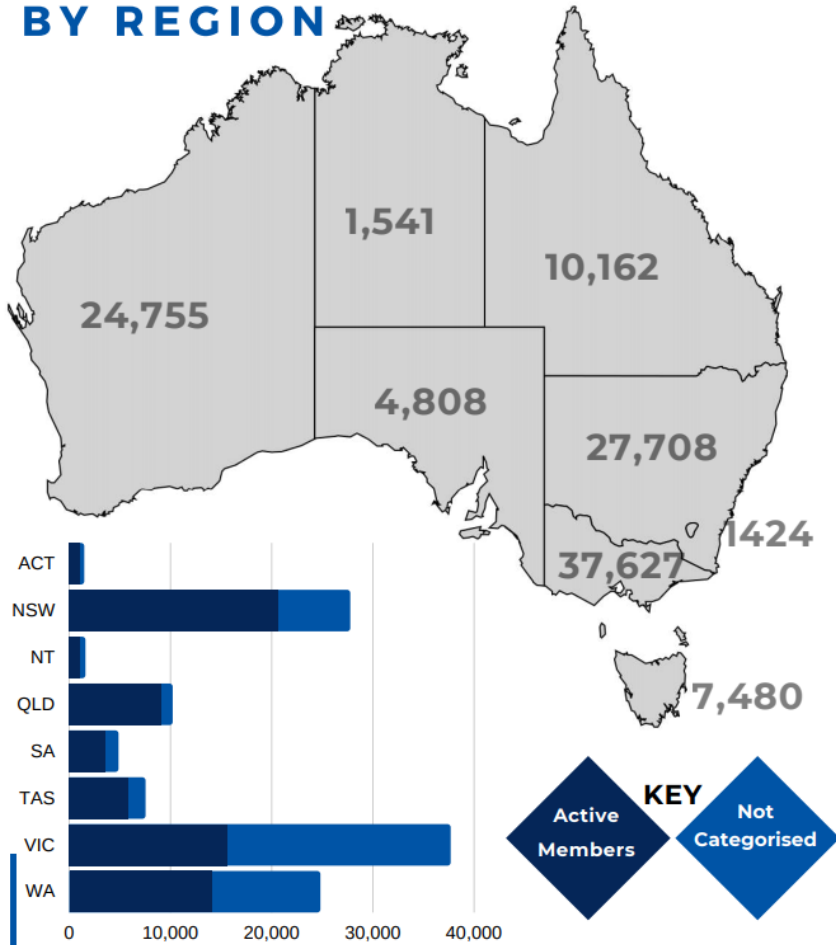
Membership & Participation

www.sailing.org.au/about/quarterly-report/

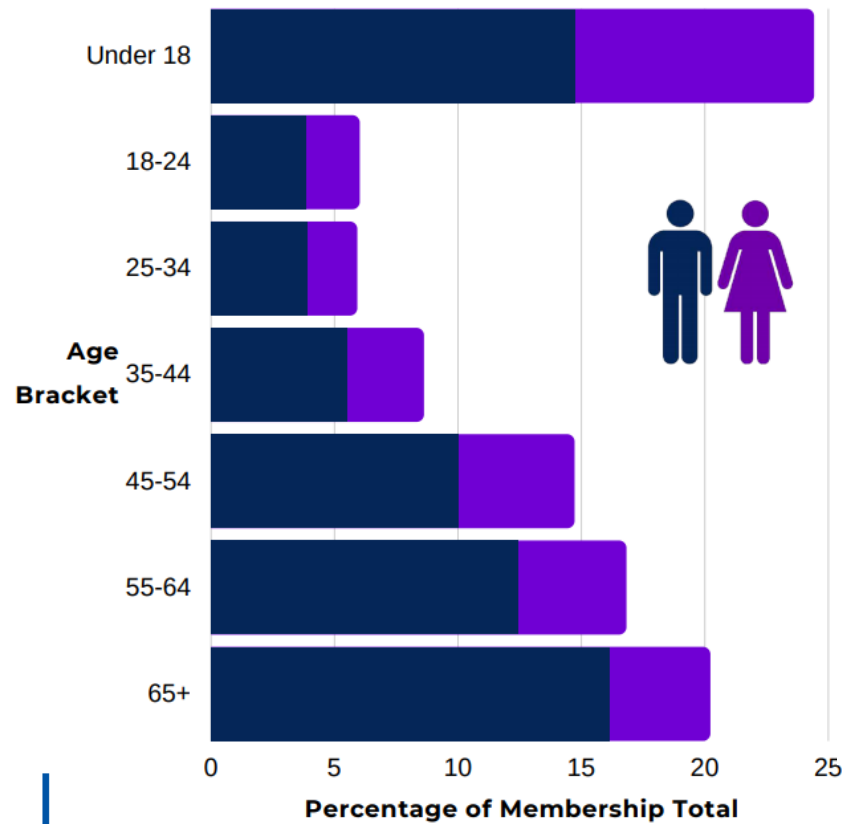
Quarter 2 = July to Dec 2020



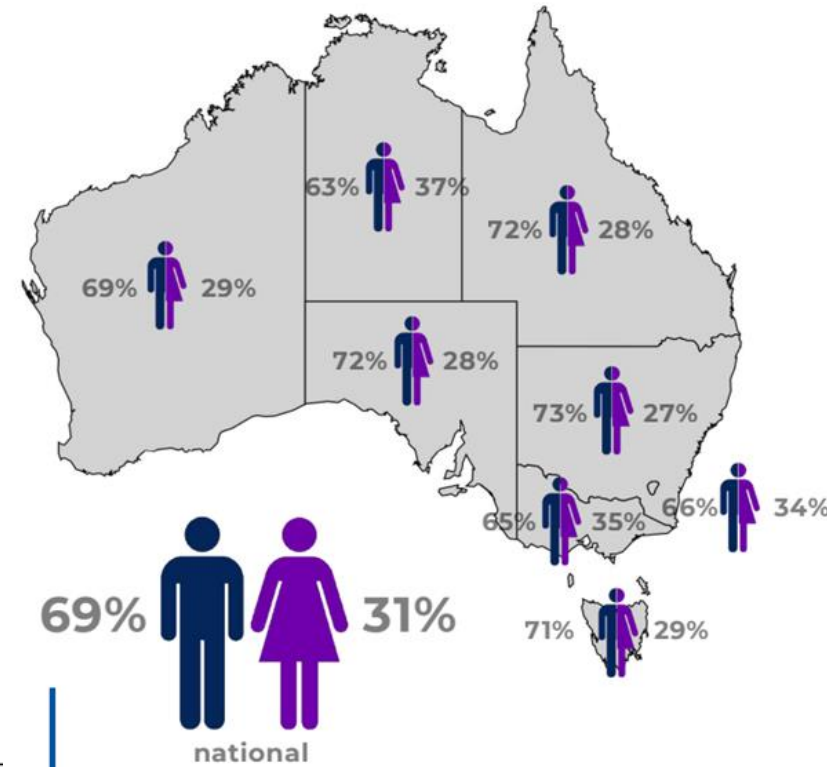
MEMBERSHIP BY REGION



GENDER BALANCE & AGE BREAKDOWN



MEMBERSHIP GENDER BALANCE ACROSS THE COUNTRY





INTRODUCTORY MEMBERSHIP

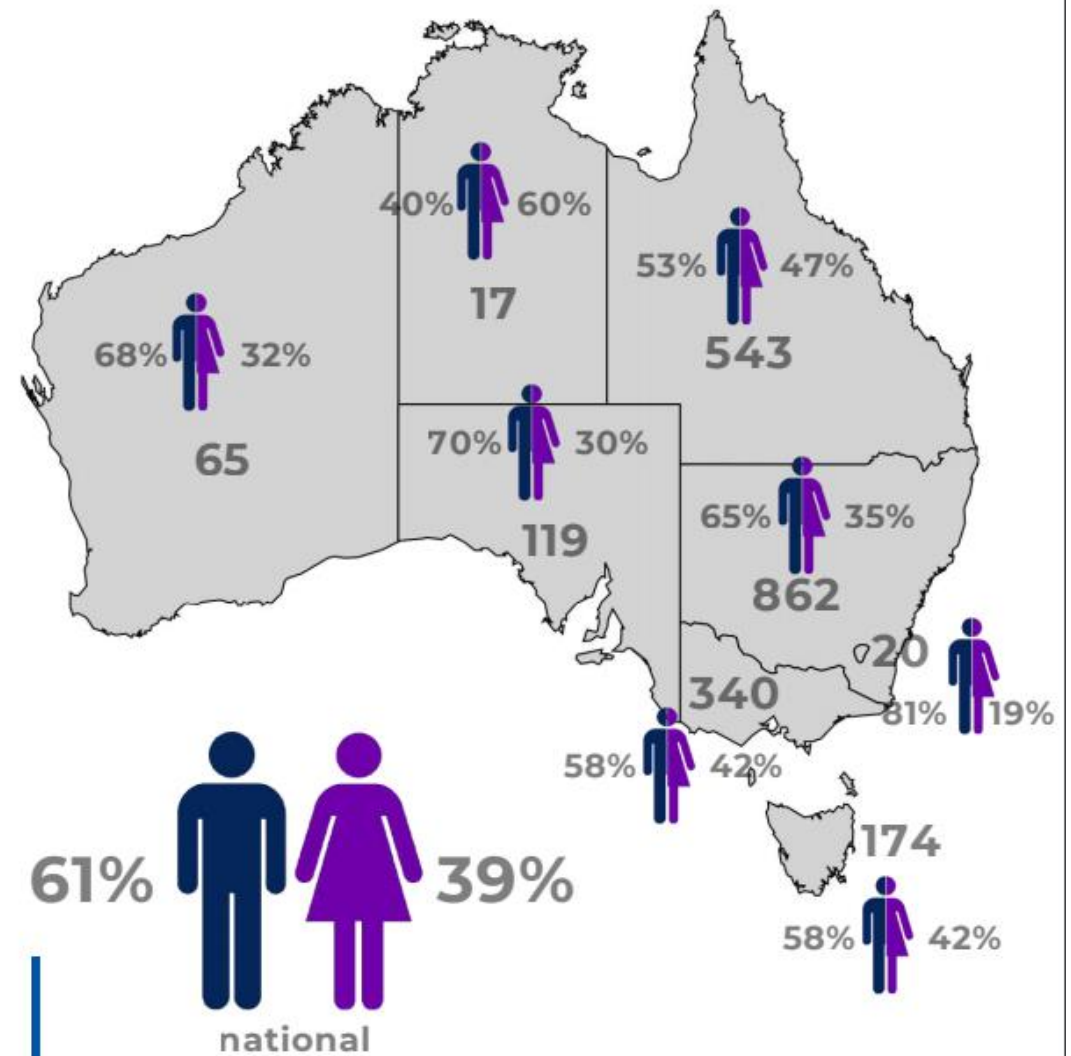
SailPass is a means by which non-members can go sailing at an affiliated Club - it's a form of introductory membership.

2,140

SAILPASS HOLDERS

Number of SailPass Holders issued between 1st July 2020 - 31st December, 2020.

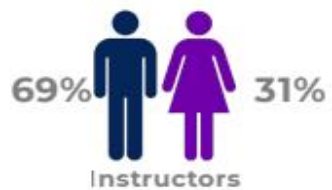
SAILPASS ACTIVITY BY REGION & GENDER



SAILING WORKFORCE BY REGION & GENDER

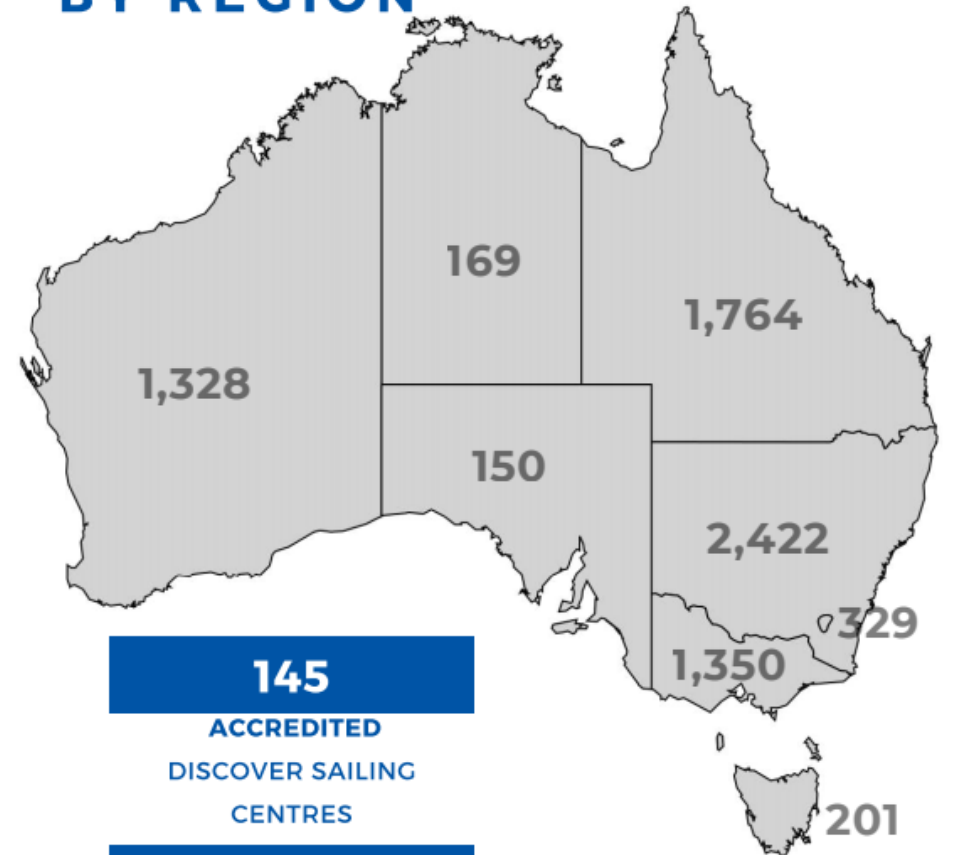
STATE	ACT		NSW		NT		QLD		SA		TAS		VIC		WA	
GENDER	M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F
INSTRUCTORS	100	51	1219	553	82	38	752	316	457	154	306	84	1073	506	583	222
COACHES	5	1	74	24	3	1	31	11	18	5	12	5	56	24	41	15
OFFICIALS	75	4	740	155	51	9	239	65	153	50	103	13	453	132	208	63
SUB TOTAL	180	56	2033	732	136	48	1022	392	628	209	421	102	1582	662	778	274
TOTAL	236		2792		170		1428		843		528		2293		1141	

PLEASE NOTE: THESE FIGURES ARE BASED ON QUALIFICATIONS GAINED, NOT INDIVIDUAL PEOPLE





PARTICIPANTS BY REGION



145

**ACCREDITED
DISCOVER SAILING
CENTRES**

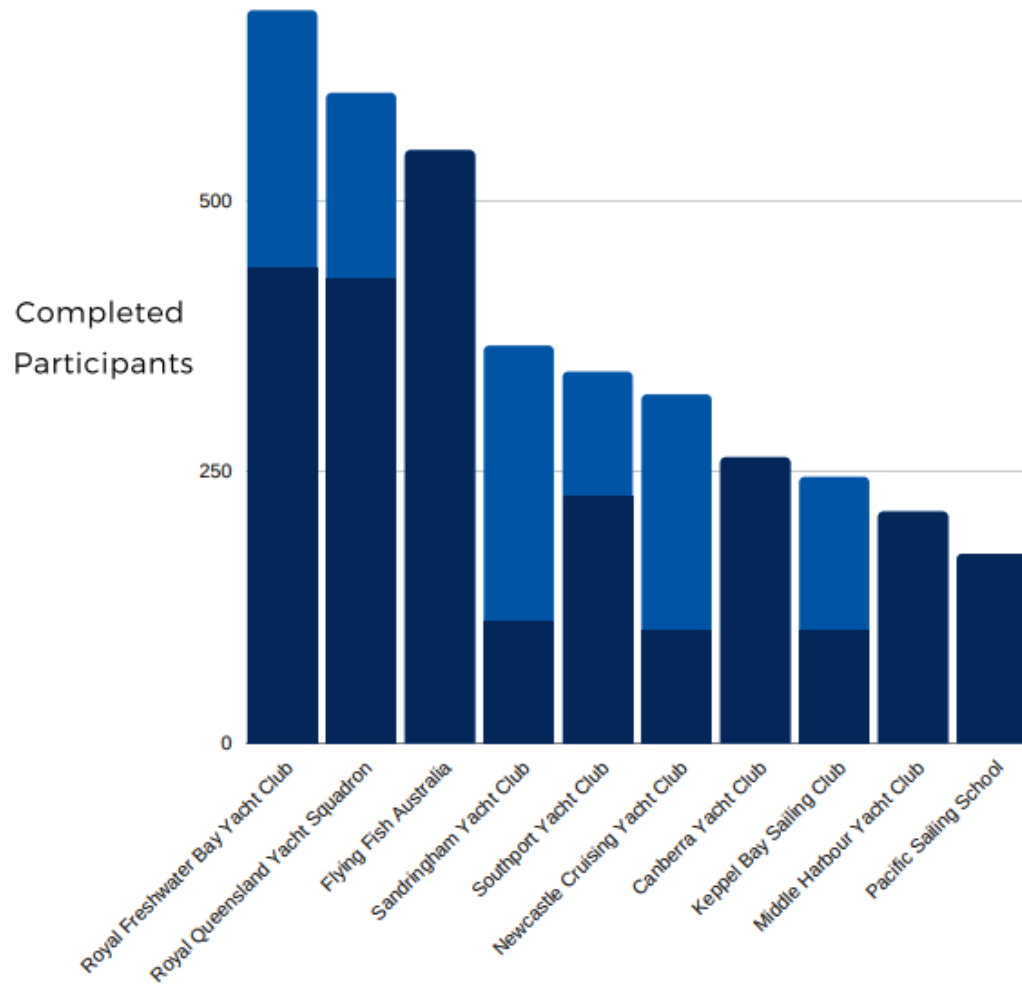
11

**ACCREDITED
SAFETY & SEA SURVIVAL
CENTRES**

TOP TEN DISCOVER SAILING CENTRES



750



**Northern Territory
2020 Course Participants.
278**



TACKERS

TACKERS PROGRAM

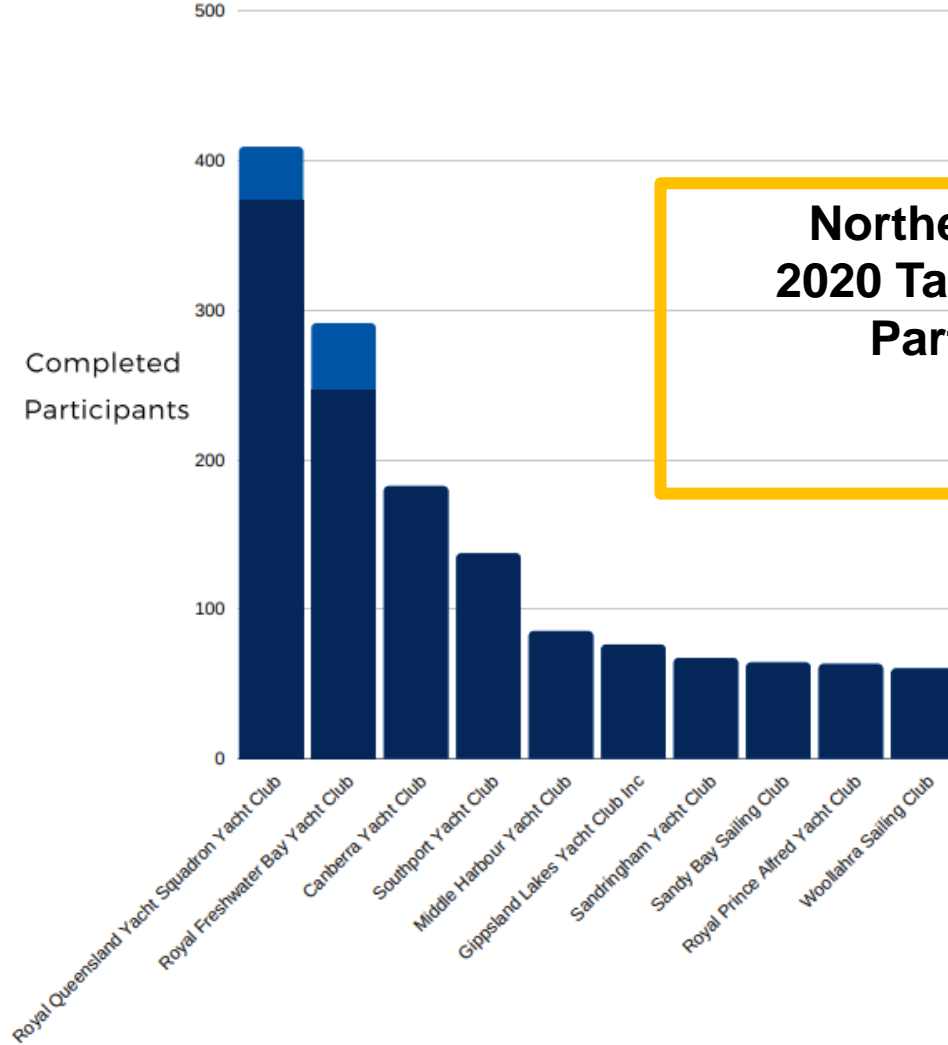
Tackers is a fun introductory, games-based sailing program designed for kids aged 7-12 years-old, delivered at recognised Tackers Centres.

3,068

TACKERS PARTICIPANTS

- Little Tackers
- Tackers Intro
- Tackers Intro - Sporting Schools
- Tackers 1 - Sporting Schools
- Tackers 1
- Tackers 2
- Tackers 3

TOP TEN TACKERS CENTRES





OUTTHERE SAILING PROGRAM

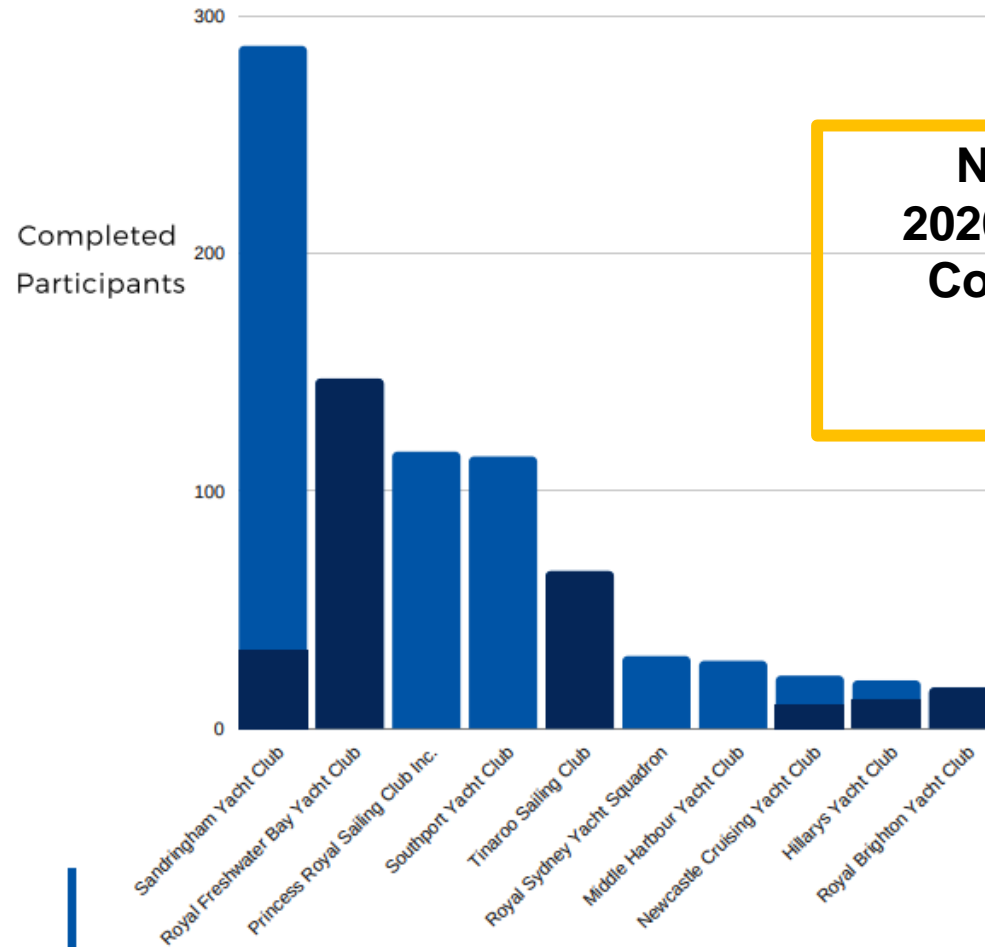
OutThere Sailing is a pilot program targeting 12-17 year-olds. The aim of the program is to have fun, spend time with friends and learn new skills.

1,140

OUTTHERE SAILING PARTICIPANTS

- OutThere Sailing Experience
- OutThere Sailing 1
- OutThere Sailing 2
- OutThere Sailing 3
- OutThere Sailing (Combined)

TOP TEN OUTTHERE SAILING CENTRES



**Northern Territory
2020 Out There Sailing
Course Participants.**

13



DINGHY PROGRAM

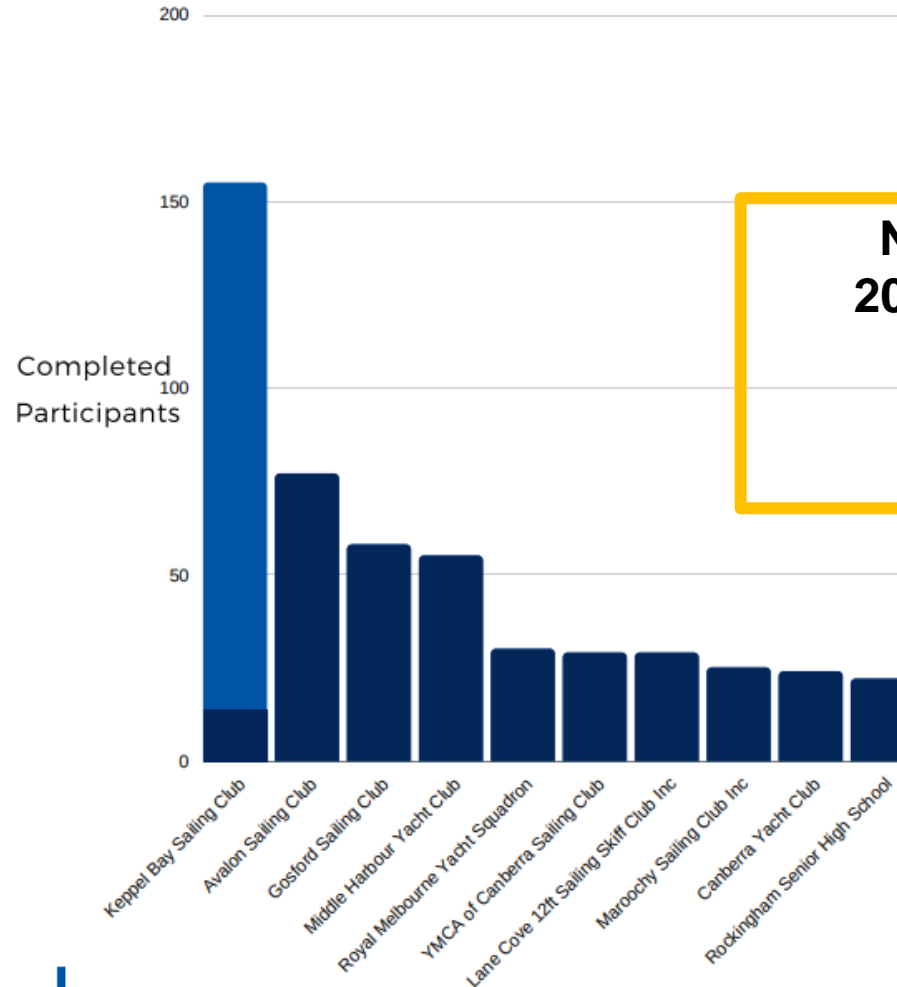
The Dinghy Program is a great way for people of all ages to get into small sailing boats. The program is fun, safe and a great introduction to sailing.

1,072

DINGHY PARTICIPANTS

- Dinghy Experience
- Start Sailing 1
- Start Sailing 2
- Better Sailing
- Start Racing
- Better Racing

TOP TEN DINGHY CENTRES



**Northern Territory
2020 Dinghy Course
Participants.**

51



KEELBOAT PROGRAM

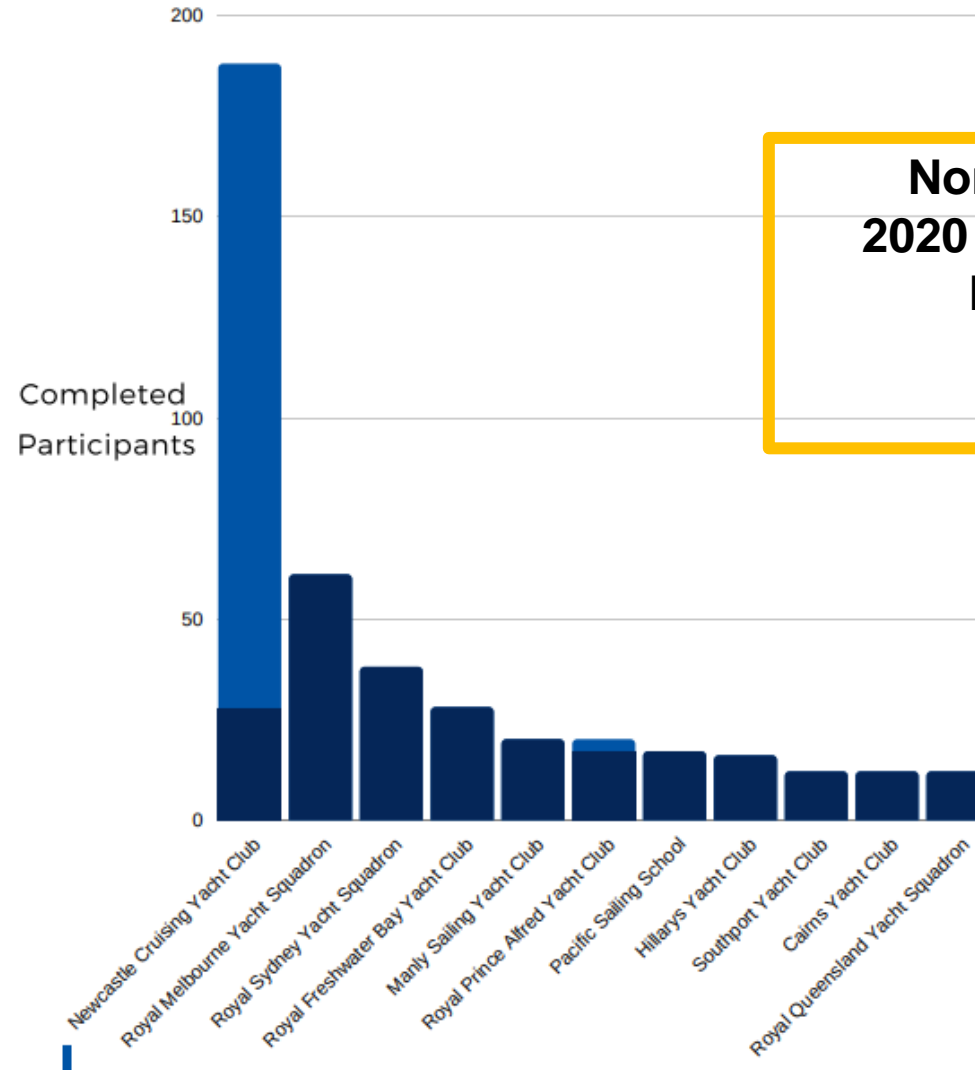
The Keelboat program allows participants to learn to sail, without the fear of capsizing, in self-righting vessels that are stable, yet responsive.

741

KEELBOAT PARTICIPANTS

- Keelboat Experience
- Start Crewing
- Start Helming
- Start Skippering
- Spinnakers
- Start Racing

TOP TEN KEELBOAT CENTRES



**Northern Territory
2020 Keelboat Course
Participants.**

41



POWERBOAT PROGRAM

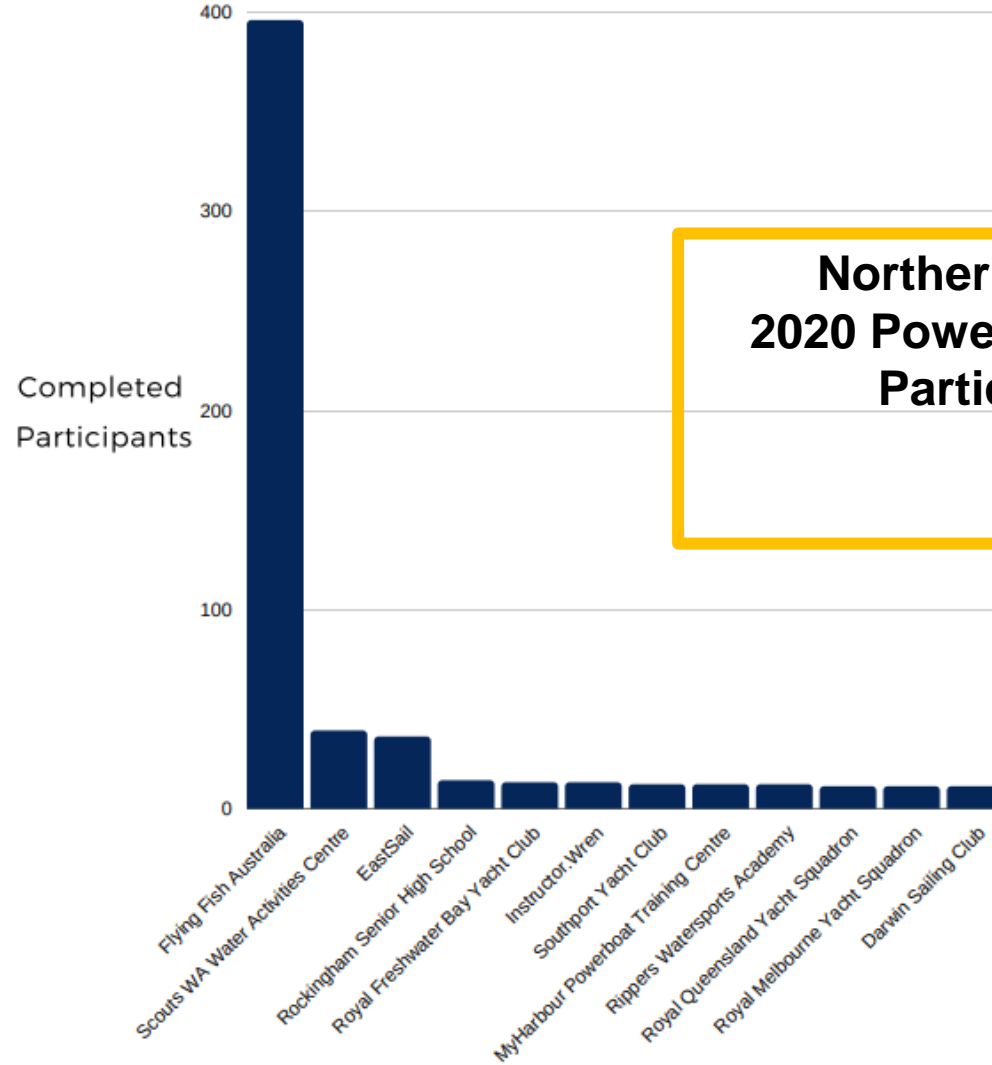
The Powerboat program aims to provide participants the necessary skills for the safe use of small powerboats.

1,116

POWERBOAT PARTICIPANTS

- Start Powerboating
- Powerboat Handling
- Safety Boat Operator

TOP TEN POWERBOAT CENTRES



**Northern Territory
2020 Powerboat Course
Participants.
13**

Areas that we can provide assistance to Clubs

- Risk management
- Safety
- Membership growth / retention / systems
- Member communications
- Funding applications – review / support
- Government relations / support
- Event requirements / documents
- Regatta personnel / officials
- Event/regatta scheduling / promotion
- Club Governance – resources / support
- Member Protection Issues / complaints
- Learn to sail programs
- Instructor / Coach training & development
- Race Officials training & development
- Volunteer training & development
- Participation programs
- Discover Sailing Days or similar
- Volunteer training & development
- Racing Rules information / appeals
- Sounding board for club ideas & initiatives.

Contacts

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Regional Manager

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Thank you. Any questions?
