



# Australian Sailing Club Conference

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WA Club Conference

18<sup>th</sup> JUNE 2022



# Welcome & Introductions

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- Introductions
- Australian Sailing Staff
- Yachting Western Australia Committee
- Australia Sailing Directors



# Agenda



Time	Topic	Presenter
0830 - 0900	Arrival and Coffee	
0900 - 0910	Welcome	Rob Parker   RFBYC Commodore
0910 - 0920	Yachting WA Update	Mark Nicholas   Yachting WA President
0920 - 1015	Australian Sailing Strategic Plan	Alistair Murray   Australian Sailing Vice President
1015 - 1100	Australian Sailing Update	Ben Houston   Australian Sailing CEO Ben Callard   Australian Sailing National GM-Club Support
1100 - 1115	Coffee Break	
1115 - 1145	Growing Club Participation	Sarah Ogilvie   Head of Sport Development and Growth
1145 - 1230	Q & A Panel Discussion	Alistair Murray   AS Vice President Mark Nicholas   Yachting WA President Ben Houston   AS CEO Ben Callard   AS National GM - Club Support
1230 - 1330	Lunch & Networking	
1330 - 1400	Safety & Incident Reviews	Glen Stanaway   Australian Sailing Head of Governance, Rules, and Safety
1400 - 1430	Insurance	James Finucane   Network Steadfast
1430 - 1515	Sport Integrity	Glen Stanaway   Australian Sailing Head of Governance, Rules, and Safety
1515 - 1530	Coffee Break	
1530 - 1600	Department of Transport - Marine Safety	Peter Beattie   Manager Compliance and Investigations
1600 - 1630	Conference close	
1630 - 1730	Club Networking Session & Drinks	





# Australian Sailing Strategic Plan

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Alistair Murray – Australian Sailing Vice President





# Australian Sailing



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## Who we are

Australian Sailing is the governing body for the sport of sailing in Australia. Our Purpose is to grow sailing by leading, inspiring and supporting sailors and their communities.

We are a member-based organisation that represents the interests and provides services & support to over 350 clubs across Australia; as well as more than 150 accredited Discover Sailing Centres (clubs which also offer accredited training programs).

# Our Role



**Promote sailing to the broader community**



**Governance - best practice structures to underpin the sport**



**Participation programs to drive club membership**



**Safety and risk management; Personal accident insurance cover**



**Strong online platforms to support club volunteers**



**Advocacy - to Federal & State Government agencies and peak sporting bodies**



**Training & accreditation for volunteer officials; instructors and coaches**



**Oversight of Racing Rules & Special Regulations**

# Australian Sailing

Funding: Sources & Uses



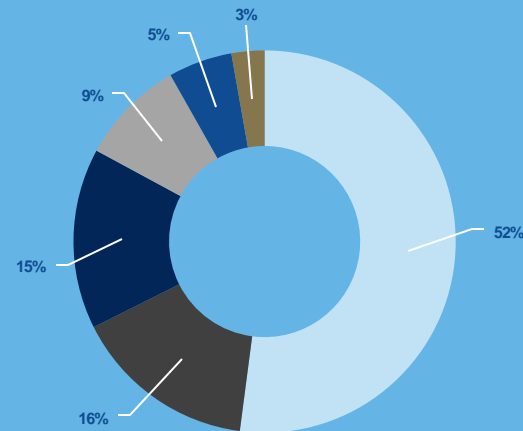
We are funded by a combination of affiliation fees, government grants, course fees, commercial partners and sponsors.



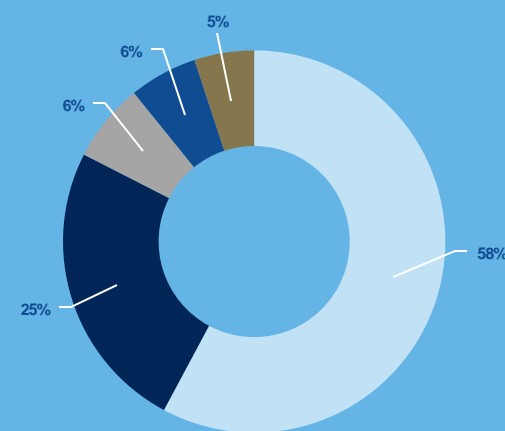
No Club affiliation fees are used to fund High Performance programs. 100% of HP funding is derived from government grants, sponsors and patrons.

## FUNDING SOURCES AND USES (2019-20 FY)

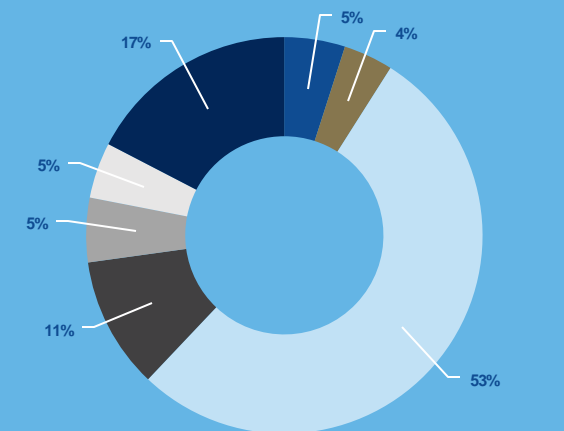
TOTAL REVENUE  
High Performance and Club Services



EXPENSES - Club Services  
(by Cost Centre)



EXPENSES - Club Services  
(by Function)



- High Performance
- Government Grants
- Training Revenue
- Membership Revenue
- Operating Revenue
- Sponsorship, Donations, other

- Employee Expenses
- Other General Expenses
- Office Expenses
- Operating Expenses
- Travel Expenses

- Safety
- Club support & advocacy
- Communications & Events
- Finance & Other
- Online services
- Participation & programs
- Insurance



# Our sport

**350+**

Affiliated Clubs

**100,000+**

Club members

**250,000+**

Participants

**70+**

Affiliated Class Associations

**150+**

Discover Sailing Centres

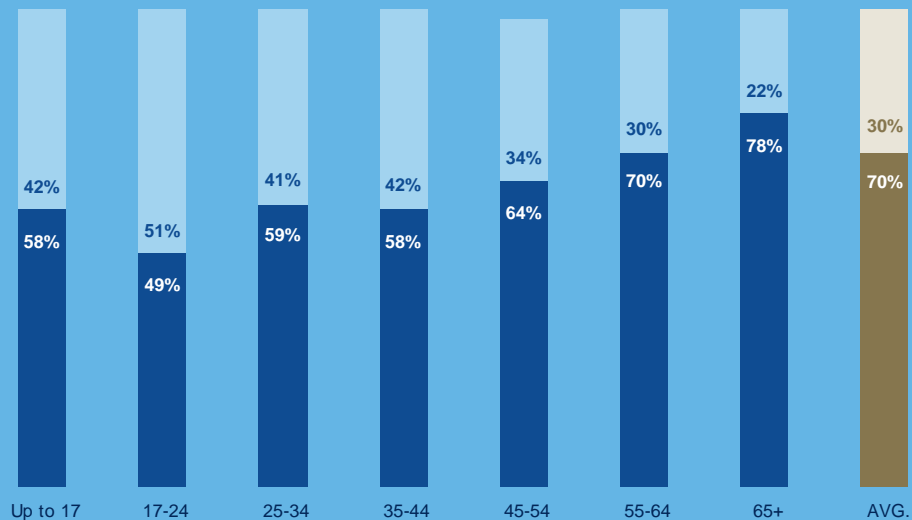
**20,000+**

Course Participants

# Our Challenge

## GENDER PROFILE:

MALE FEMALE



BY 2032, TOGETHER WITH CLUBS  
WE ARE AIMING FOR:

**350,000**  
participants

**50% Females**  
(Currently 30%)

**150,000**  
club members

**25,000**  
course participants per annum

# How we get there



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Whole of  
sport strategy

**Our Purpose**

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To lead, inspire and empower  
Sailing - more people on the  
water, in more ways, more often!

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Whole of  
sport strategy

## Our People

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The future strength of Sailing in Australia lies in our people - the staff and volunteers operating at all levels of Sailing and in all environments.

We will proactively attract, train, support and retain people who love Sailing. With the express goal of converting participants into life long club members!

# Three Strategic Pillars



## SUPPORT

An enhanced Sailing delivery system providing positive and rewarding Sailing experiences.



## GROW

More people on the water, in more ways, more often.



## WIN

#1 Olympic Sailing nation in the world, uniting and inspiring Australia.

# Six Strategic Foundations



## FUTURE FOCUS

Our cultural, governance & integrity, operating and financial frameworks are best practice and perfectly placed to support our organisation and Sailing into the future.



## ENVIRONMENTAL SUSTAINABILITY

With the ocean, lakes and rivers as our playground, Sailing and the environment are intrinsically connected. We play an active role in ensuring all Australians have clean and safe waterways on which to sail.



## DIVERSITY & INCLUSION

Sailing is a great way to show how diverse and inclusive we can be as a nation. We want to see Sailing reflecting our communities. Inclusive sport = inclusive communities; and Sailing is part of this.



## INNOVATION

We are open to new ideas and will continually challenge our assumptions to improve the way we operate.



## SAFETY

We promote a Sailing safety culture.



## PARTNERSHIPS

We positively partner with all elements of the Australian Sailing community for the benefit of Sailing.





# Support





# Support

An enhanced sailing delivery system delivering positive and rewarding Sailing experiences.



## OUR GOAL

All clubs and Discover Sailing Centres access Australian Sailing programs and support to help them deliver sailing to their communities and achieve their goals.

## WHAT WE DO



Help clubs connect with new members through SailPass



Contribute to the development of the Racing Rules and Special Regulations



Ratings & handicapping systems, yardsticks and certification



Provide Personal Accident insurance coverage for Club members



Host Club Conferences and Instructor Conferences



Provide the Sailing Resources website with tools, templates and information



# Support

An enhanced sailing delivery system delivering positive and rewarding Sailing experiences.



## OUR GOAL

All clubs and Discover Sailing Centres access Australian Sailing programs and support to help them deliver sailing to their communities and achieve their goals.

## WHAT WE DO



Support volunteer committees and provide access to leadership programs



Advocate for maintaining access to waterways and minimisation of red tape



Source Government funding and grants to support sailing



Represent Australia at World Sailing



Maintain self-regulation of safety



Provide access to tax deductible fundraising through the Australian Sports Foundation





Grow





## Grow

More people on the water, in more ways, more often.



### OUR GOAL

Is for sailing to be more visible, accessible, relevant and rewarding for all.

### WHAT WE DO



Keep sailors in the sport with the Sailing Participant Pathway



Promote female participation through SheSails



Support over 150 Discover Sailing Centres with Learn To Sail programs



Train and accredit over 2,200 instructors and coaches and 2,000 officials each year



Support programs for school aged children (Tackers, OutThere Sailing & Sporting Schools)



Powerboat training courses and licencing





## Grow

More people on the water, in more ways, more often.



### OUR GOAL

Is for sailing to be more visible, accessible, relevant and rewarding for all.

### WHAT WE DO



Conduct state and national Australian Sailing awards



Partner with clubs to deliver major events



Deliver the Australian Sailing Hall of Fame in partnership with the Australian Maritime Museum



Promote Sailing through initiatives including Discover Sailing Day and Welcome to Our Playground



Promote the achievements of sailors in the media



Help clubs and classes bring major events to Australia



Win





## Win

**No.1 Olympic sailing country in the world, uniting and inspiring our community and nation**



### OUR GOALS

- Consistently winning multiple medals (prioritising gold) at Olympics and World Championships.
- Embedded High Performance processes, producing and retaining a pipeline of athlete and coach talent at a scale to deliver on our performance objectives.
- Our athletes and team have a positive influence on retaining and growing our sailing community.

### WHAT WE DO



**Have a comprehensive High Performance strategy for long term success, on the world stage**



**Deliver the Barranjoey Pin, which celebrates the legacy of Olympic and Paralympic sailing**



**Work closely with the Australian Institute of Sport and the Australian Olympic Committee**



**Australia's fifth most successful Olympic sport with 13 gold, 8 silver and 8 bronze medals; as well as 4 gold, 2 silver and 1 bronze Paralympic medals**



**Work with State Sport Institutes and Academies to develop athletes**

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# Australian Sailing Team

## Patrons Program

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The Australian Sailing Team Patrons are a group of 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 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.

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### CURRENT AUSTRALIAN SAILING TEAM PATRONS:

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



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*Australian Sailing is interested in developing its Patrons Program further.  
If you have interest in becoming a Patron please contact Michael Martin at [Michael.martin@sailing.org.au](mailto:Michael.martin@sailing.org.au).*

# Sailing 2032

## The Strategic Plan for Australian Sailing 2022-2032

SAILING 2032 is the platform from which Australian Sailing and our key partners will make exciting changes to what we do, when we do it, how we do it, where we do it, and who we do it with.

### Our Purpose

To grow sailing by leading, inspiring, and supporting sailors and their communities.

### Our People

The future of Australian Sailing lies in our people. We will proactively attract, train, support and retain people who love Sailing and are committed to achieving our purpose.

### Our Culture

Our values define our character and guide how we behave as we collectively do what is right for Sailing.

**R**

#### Respect

We value each other's experience and knowledge

**I**

#### Integrity

We act honestly and take responsibility

**T**

#### Teamwork

We work as one crew to help each other perform

**E**

#### Excellence

We exceed expectations and strive for the best

### Our Strategic Focus Areas

Our drive to deliver on our strategic plan and achieve our purpose will be focused on three key strategic pillars and six strategic foundations.

## OUR STRATEGIC PILLARS



### SUPPORT

An enhanced Sailing delivery system delivering positive and rewarding Sailing experiences.



#### OUR GOALS

- » All clubs and Discover Sailing Centres access Australian Sailing programs and support to help them deliver Sailing to their communities and achieve their goals



### GROW

More people on the water, in more ways, more often.



#### OUR GOALS

- » Sailing is safer, more visible, accessible, relevant and rewarding for all



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#### OUR GOALS

- » Consistently winning multiple medals
- » Produce and retaining a pipeline of athlete and coach talent
- » Have a positive influence on retaining and growing our Sailing community

## OUR STRATEGIC FOUNDATIONS



### FUTURE FOCUS

Our cultural, governance and integrity, operating and financial frameworks are best practice and perfectly placed to support our organisation and Sailing's delivery system into the future.



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# Australian Sailing Update

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Ben Houston - CEO



# Australian Sailing Update

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1. Strategic Organisational Structure
2. Club Survey Results
3. Insurance Review
4. HP – Futures and Pathways
5. RRS 46 and SailPass
6. Significant Events – State & National Awards / Hall of Fame / Instructor Conferences
7. Membership and Participation Data
8. Local topics



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# What will we do





# Our Strategic Projects

To bring **SAILING 2032** to life, work needs to be done on each project, which align with a specific strategic priority area and are measured by our Success Indicators. In doing so, the successful delivery of these projects will help us achieve our purpose –

*“To grow sailing by leading, inspiring, and supporting sailors and their communities.”*



## SUPPORT

- » **Club Support Program** – will be designed to assist Clubs to identify how they are operating in key areas and provide them with support resources to enhance their capability and capacity to grow the sport locally.
- » **Club Surveys** – Annual club surveys will be disseminated across the network and key improvements implemented, as required.
- » **Digital Strategy** – We will provide digital platforms, systems and tools to help all elements of the Australian Sailing community to operate more effectively and efficiently.



## GROW

- » **Participation and Membership Growth Strategy** – We will implement initiatives to increase the number of people engaging in Sailing at all levels, in all roles and in all environments.
- » **Sailing Participant Pathway Framework** – We will make it easy for participants of all forms of Sailing (competitive, recreational and Para Sailing) and those who support them, to know how and where they can engage with Sailing in positive, safe and meaningful ways, for a lifetime.
- » **Coach, Instructor and Official Development Strategy** – We will develop and implement national programs to more effectively attract, train, support and retain the coach, instructor and officiating workforce needed for Sailing to achieve its delivery and retention targets.



## WIN

- » **Australian Sailing High Performance 11-Point Plan** – We will implement, monitor and review the Australian Sailing High Performance Strategy - #nextlevel.
- » We will implement world class campaign plans; and coaching and performance support teams for all AST/ASS Paris 2024 Olympic Games targeted athletes.
- » **Event Hosting Strategy** – We will secure important events in Australia in the lead up to the Brisbane 2032 Olympic Games.
- » **Paralympic Inclusion Strategy** – will be designed to advocate for the inclusion of Sailing in the Brisbane 2032 Paralympic Games.

# Foundation Projects

- » **One Sailing Strategy** – We will continue to implement the One Sailing initiative, so that Australian Sailing’s governance and operating structures are considered best practice and enable Sailing to act with both speed and precision.
- » **Culture Crew** – An internal working group, made up of cross-functional employees will focus on activating the Values & Behaviours of Australian Sailing and ensuring there are mechanisms in place to reward and recognise success.
- » **National Safety and Integrity Framework** – We will implement a comprehensive response to emerging safety and integrity risks facing Sailing in Australia (i.e. on water safety at events, coaching or program activities, child safeguarding, anti-doping, illicit drugs, betting, corruption, member protection, whistleblowing, etc)
- » **People Plan** – We will ensure the Australian Sailing staffing structure and associated support systems are fit for purpose to drive the successful delivery of our Strategic Plan.
- » **Stakeholder Engagement Strategy** – We will connect with and collect insights from key elements of the Sailing community to better understand what they want and how and where Sailing can best support this.
- » **Diversity, Inclusion and Accessibility Strategy** – We will provide the Australian Sailing community with guidance, resources and support to continue building on our strengths in the areas of diversity and inclusion, while tackling the barriers that may hinder true inclusion.
- » **Funding Strategy** – We will review our sources and uses of funding and implement a strategy to sustainably fund our activities, with a balance of commercial revenue and government funding that leverages affiliation fee income.
- » **Environmental Action Plan** – Develop an environmental action plan for Australian Sailing, Clubs and the sailing community.

# Strategy – Structure – People

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- Centralised Senior Leadership Team, representing the strategic pillars and functions of the sport and organisation.
- Ensuring all strategic projects and priorities have an ‘owner’.

SUPPORT	GROW	WIN
OPERATIONS		
FINANCE		
SAFETY & INTEGRITY		
PEOPLE & CULTURE		
MARKETING & COMMUNICATIONS		

# Strategy – **Structure** – People

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- Creation of the ‘**Grow**’ team to focus on participation, club pathways program and education & training.
- ‘**Support**’ team is our largest team, located across the country, focused on supporting Clubs & Classes.
- Title changes:
  - General Managers, instead of Regional Managers.
  - Club Support Officers, instead of Club Services Officers.
- Vital for **collaboration** between our Support & Grow teams.



# Contact Us

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- Main point of contact for Clubs remains the same:
  - General Managers, and/or
  - Club Support Officers

**[sailing.org.au/about/ourstaff/](https://sailing.org.au/about/ourstaff/)**

# Club Survey Results

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- 152 responses (43%)

## Key Challenges facing clubs:

- On water participation
  - Recruiting & retaining volunteers
  - Funding for infrastructure & maintenance
  - Attracting new members
- 58% agree with the strategic plan (38% haven't read it yet), 14% disagree

## Top initiatives from the AS strategic plan:

- Participation and Membership Growth
- Club Support Program
- Sailing Participant Pathway
- National Safety and Integrity Framework
- 70% Net Promotor Score



# Club Survey Results

Club rating of AS support:

<u>Rating</u>	<u>Importance</u>	<u>Usage</u>	<u>Effectiveness</u>
1.	Officials training & development (race officers, judges, measurers & equipment auditors)	Provision of the Racing Rules of Sailing and AS Prescriptions	Provision of the Racing Rules of Sailing and AS Prescriptions
2.	Instructor and Coach training and development	Online Support (revSPORT) Assistance and Support	Officials training & development (race officers, judges, measurers & equipment auditors)
3.	Provision of the Racing Rules of Sailing and AS Prescriptions	Instructor and Coach training and development	Online Support (revSPORT) Assistance and Support

# AS Strategic Projects

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Strategic Project	Activation
Participation and Membership Growth Strategy	2022
Sailing Participant Pathway Framework	2022
Stakeholder Engagement	2022
National Safety and Integrity Frameworks	2022
Coach, Instructor and Official Development Plan	2022
Club Support Program	2022
Environmental Action Plan	2023
Diversity & Inclusion	2023
Digital / IT Strategy	2023



# Personal Accident Insurance Review

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- Review underway to ensure that the AS Personal Accident insurance policy is providing coverage that is both relevant and valued by clubs and their members.
- Feedback sought from clubs via a short survey, addressing:
  - The Scope of coverage for the current policy
  - The importance of the elements (Benefits) of the current policy
  - Whether it would be beneficial for individuals to have options to increase scope
- Targeting implementation of changes for 1st July

# Personal Accident Insurance Review

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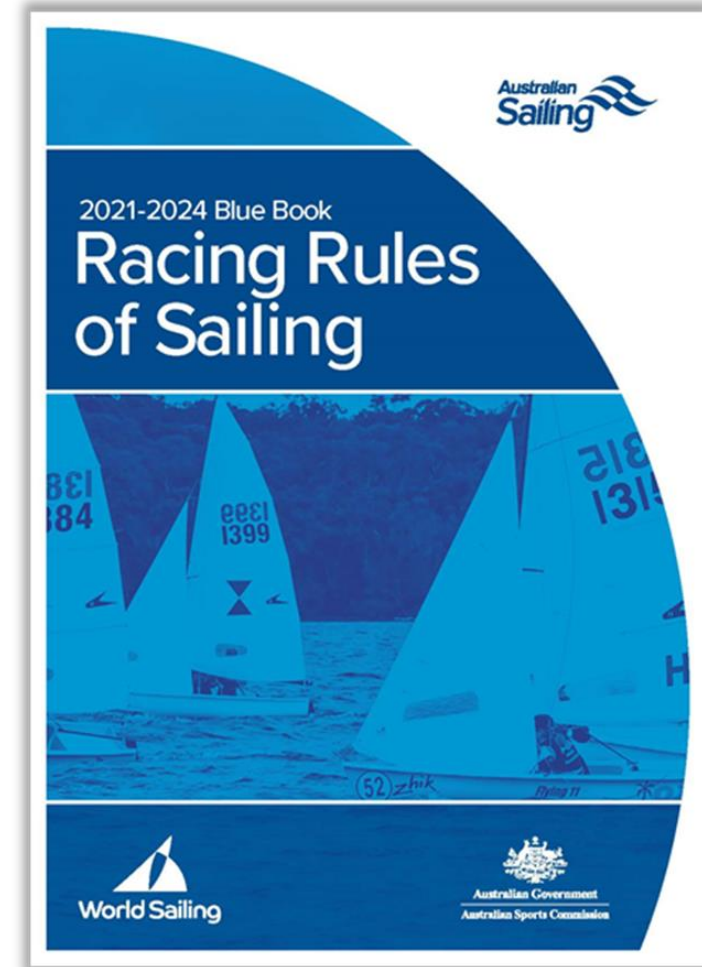
Survey- Key take outs:

- 60% of club office bearers have limited knowledge of the policy
- Those that have made a claim, have generally had a poor experience
- **Club run events** and **volunteering** are the most valued activities to be covered
- **Permanent disablement** and **non-Medicare medical** expenses are the most important elements
- 65% of respondents think it would be beneficial for individuals to have options to increase coverage

# Racing Rules of Sailing Rule 46

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- RRS 46 implemented on 1 January 2022.
- All crew are required to be a member of a club.
- SailPass is a flexible tool that clubs can use to comply with RRS 46. ie. Introductory membership categories.
- SailPass is not compulsory- it is a resource to support clubs grow their membership.
- SailPass take up continues to grow around the country.
- SailPass does not impact club affiliation fees.



# One Sailing Update.

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- Yachting NSW deregistered Dec 2018.
- Yachting TAS deregistered July 2020.
- Yachting VIC deregistration (Agreed at SGM 21<sup>st</sup> February 2022)
  
- YNSW, YTAS and YVIC clubs supported their votes with >95% in favour
  
- Yachting QLD and Yachting SA both had a members discussion as part of their Club Conferences.
- 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.







# Support

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Ben Callard – National General Manager – Club Support



# Club Support Responsibilities:

- Clubs & Classes Support & Engagement
  - Affiliation & Governance
  - Planning & Risk Management
  - Facilities
  - Workforce: Instructors, Coaches, Officials & Volunteers
  - Membership Services: Programs, Recruitment & Retention
  - Events
  - Marketing & Promotion
  - Leadership
  - Fundraising & Grants
- Discover Sailing Centre's
- Workforce Training Courses
- revSPORT Liaison, Digital Services, Websites,
- Conferences
- Representation
- Participation and Membership Growth Strategy



## Support

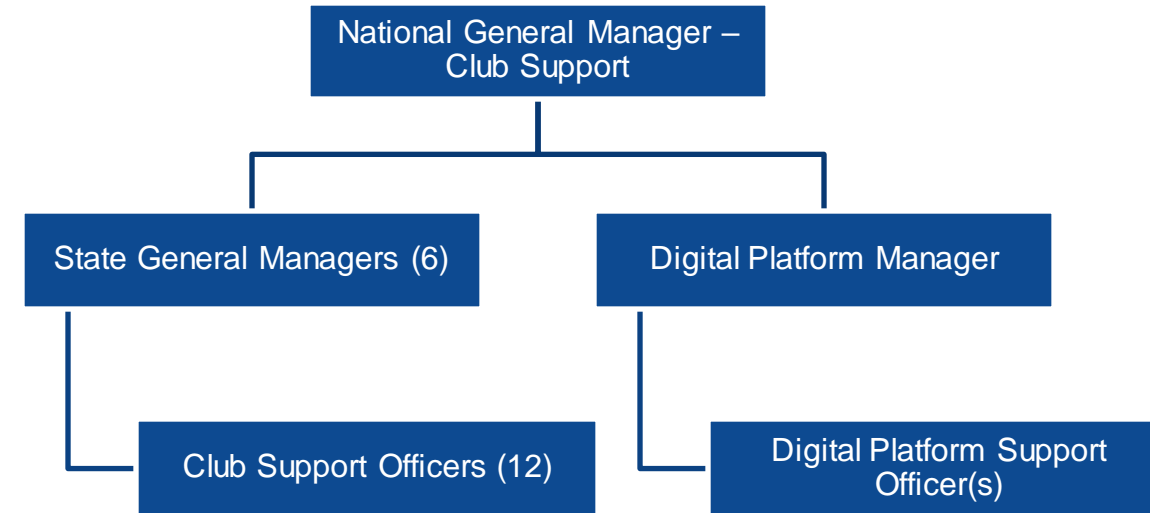
An enhanced sailing delivery system delivering positive and rewarding Sailing experiences.

## > Our Goals

- » All clubs and Discover Sailing Centres access Australian Sailing programs and support to help them deliver sailing to their communities and achieve their goals.

# What will we do differently & better

- Develop and implement a **Club Support Program**
- Implement a relationship model
- Execute the **Stakeholder Engagement Strategy**
- Implement consistent reporting of the “**Club Voice**” – Including **Club Surveys**
- Share success and challenges nationally
- Implement a **Class Association Engagement Strategy**
  
- Implement consistent PD opportunities for our Support staff (staff on the ground)



**Delivery & Engagement**

# Club Support Success Measures:

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- Club Resources Website Content: 'Club in a Box'
- Club Engagement
- Membership, Growth & Retention
- Clubs have ongoing access to waterways & facilities
- Event Participation
- State Funded Projects & Expectations Met
- Budget: State Funding, Affiliation, Student Fees, Workforce Training income
- Discover Sailing Centre Reviews
- Discover Sailing Course Participant Growth
- Workforce Targets: New # instructors, # coaches, # officials
- Growth in Participation Programs
- Increasing trend in conversion of participation to members





## Support

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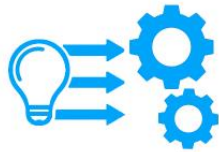


## Grow

More people on the water, in more ways, more often.

## > Our Goals

- » Sailing is more visible, accessible, relevant and rewarding for all.



## Implement

Assist Clubs & Centres to put the vision into effect



## Define

Collate & Identify where Clubs & Centres' problems or success exist



## Test | Pilot

Collaborate to deliver pilot programs and/or refine current programs with Clubs & Centres



## Ideas

Develop a range of innovative & creative ideas. based on feedback and/or market trends



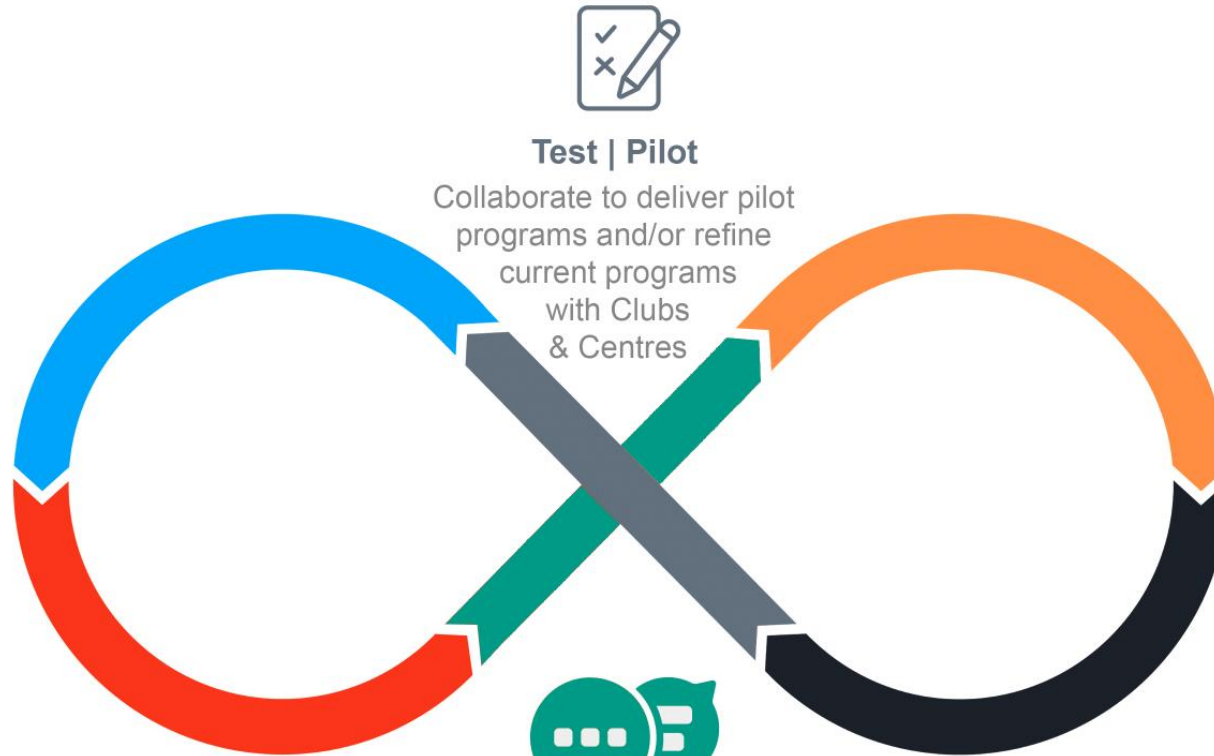
## Feedback

Ensure the Clubs & Centres' voice is heard



## Develop

Build the prototype product | improve current product using Subject Matter Experts



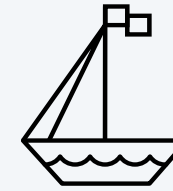
# Digital Platform - revSPORT

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## Development Projects



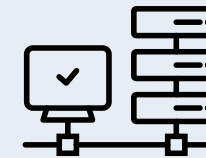
Digital membership card



Boat & crew register



Membership API  
For use by third party membership systems

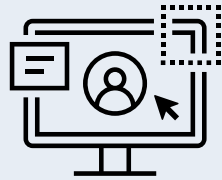


Member Endpoint API  
for race management and result systems

# Digital Platform - revSPORT

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## Development Projects



### **Course space development**

Improved reporting options for Centres  
Greater management of participants – moving between courses, updating core details etc  
Spots left made visible in course listing



### **Updated finders**

Club finder: allow users to find a club based on what they offer  
Officials finder: locate an official near you



# WA Update

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Ben Callard – National General Manager – Club Support



# WA Staff

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- Welcome back Kate Wearn into a Club Support Officer Role.
- Welcome and introduce Lawson Dixon in the General Manager – WA.
- Recruiting for 2 x full time Club Support Officer roles.





# Instructor and Coach Training



Instructor & Coach –

2022 WA Offseason Schedule

Proudly supported by



All prerequisites must be linked to a participant's Australian Sailing mySailor profile prior to registering – further information on the prerequisite and accreditation process can be found [HERE](#). The Australian Sailing myLearning portal has a catalogue of free and useful online courses created by Australian Sailing and Play By The Rules that could benefit clubs, members, volunteers, administrators and instructors. Click [HERE](#) to access the online learning catalogue.

- Opportunities for Instructor and Coach training.
- Identified a need for more Race Officials training opportunities.
- There are a number of FREE online training opportunities that we encourage you to participate in.

## Dinghy Assistant Instructor

[Sat 11 June](#)

0830 – 1700

@ Perth Flying Squadron Yacht Club

## Dinghy Instructor

[Sat 25 & Sun 26 June](#)

0830 – 1700

@ Mandurah Offshore Fishing & Sailing Club

[Sat 2 & Sun 3 July](#)

0830 – 1700

@ Royal Freshwater Bay Yacht Club

[Sat 9 & Sun 10 July](#)

0830 – 1700

@ Hillarys Yacht Club

[Sat 16 & Sun 17 July](#)

0830 – 1700

@ Camarvon Yacht Club

[Sat 6 & Sun 7 August](#)

0830 – 1700

@ Nedlands Yacht Club

[Sat 1 & Sun 2 October](#)

0830 – 1700

@ Royal Perth Yacht Club

[Sat 22 & Sun 23 October](#)

0830 – 1700

@ Geographe Bay Yacht Club

## Windsurfing Instructor

[Sat 16 & Sun 17 July](#)

0830 – 1700

@ Royal Perth Yacht Club

[Sat 3 & Sun 4 September](#)

0830 – 1700

@ Royal Perth Yacht Club

## Powerboat Instructor

[Sun 24 & 31 July](#)

0900 – 1700

@ Nedlands Yacht Club

## Keelboat Instructor

[Sat 14 & Sun 15 May](#)

0830 – 1700

@ Fremantle Sailing Club

[Sat 11 & Sun 12 June](#)

0830 – 1700

@ Royal Perth Yacht Club

[Sat 23 & Sun 24 July](#)

0830 – 1700

@ Royal Perth Yacht Club

[Sat 23 & Sun 24 July](#)

0830 – 1700

@ Adventure Sailing DSC (Busselton)

[Sat 6 & Sun 7 August](#)

0830 – 1700

@ South of Perth Yacht Club

## Racing Keelboat Instructor

[Tues 30 Aug & Sat 3 Sept](#)

Tues 30 Aug: 1800 – 2100 (Australian Sailing office)

Sat 3 Sept: 0800 – 1700 (Host Club)

@ South of Perth Yacht Club

## Sailing Coach

[21, 25 & 26 June](#)

Tues 21: 1800 – 2030 (theory via Microsoft Teams)

Sat 25 & Sun 26: 0800 – 1700 (practical)

@ Perth Flying Squadron Yacht Club

[5, 9 & 10 July](#)

Tues 5: 1800 – 2030 (theory via Microsoft Teams)

Sat 9 & Sun 10: 0800 – 1700 (practical)

@ South of Perth Yacht Club

[16, 20 & 21 August](#)

Tues 16: 1800 – 2030 (theory via Microsoft Teams)

Sat 20 & Sat 21: 0800 – 1700 (practical)

@ Royal Freshwater Bay Yacht Club

[13, 17 & 18 September](#)

Tues 13: 1800 – 2030 (theory via Microsoft Teams)

Sat 17 & Sun 18: 0800 – 1700 (practical)

@ Nedlands Yacht Club

# Discover Sailing Day Funding Opportunities

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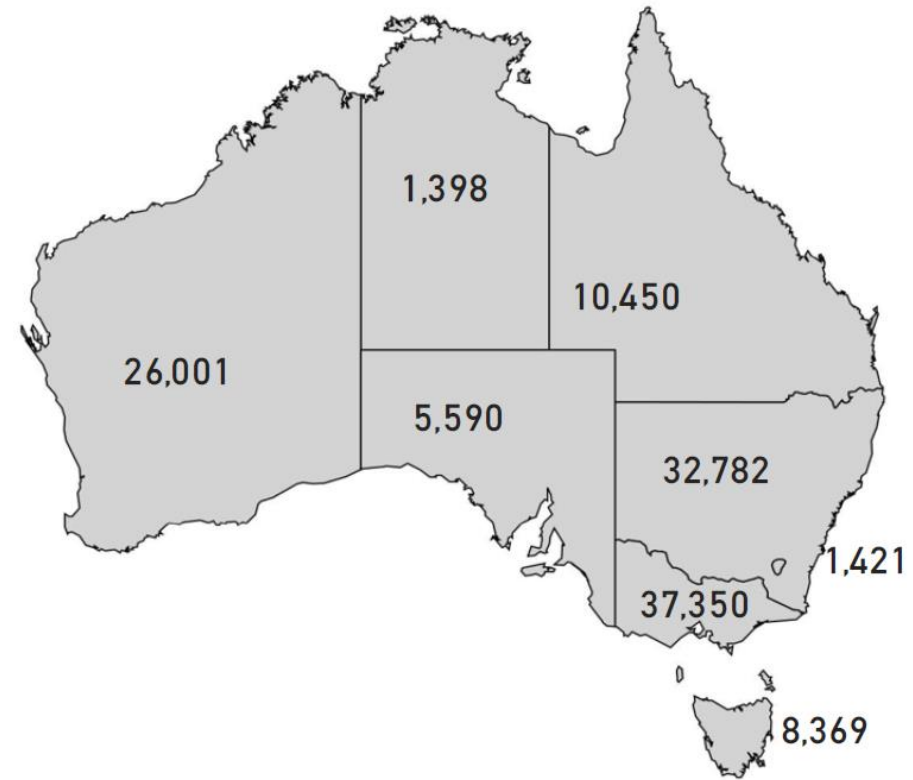
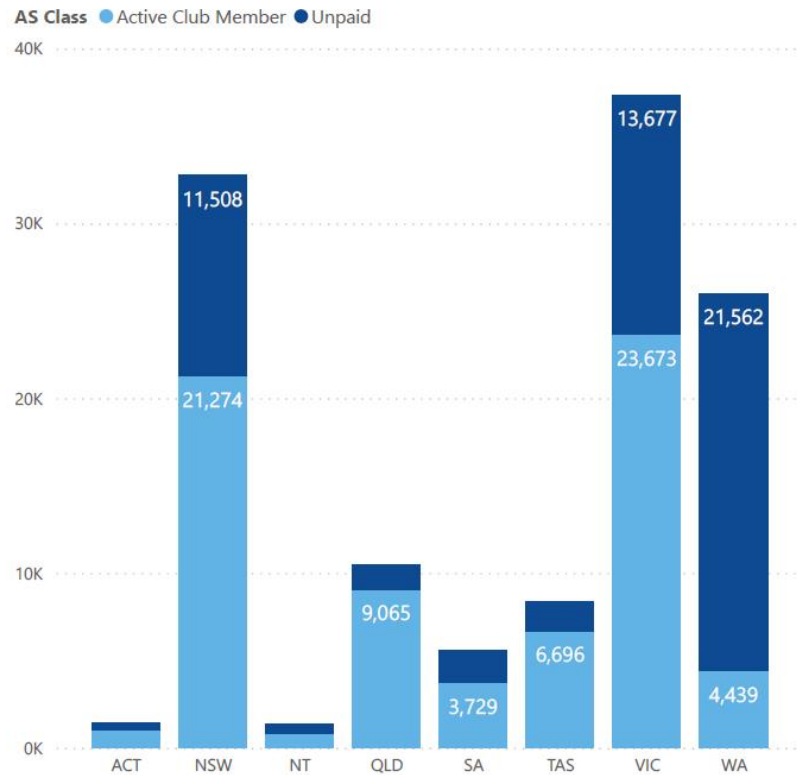
- In partnership with Healthway, Australian Sailing will be providing \$1,000 grants for Discover Sailing Centres and Clubs to deliver Discover Sailing Days.
- Sun safe messaging
- Creating healthy habits and active participation (in sailing!)
- Stay tuned for more information.



# Membership and Participation Data

Australian Sailing Quarterly Report - I

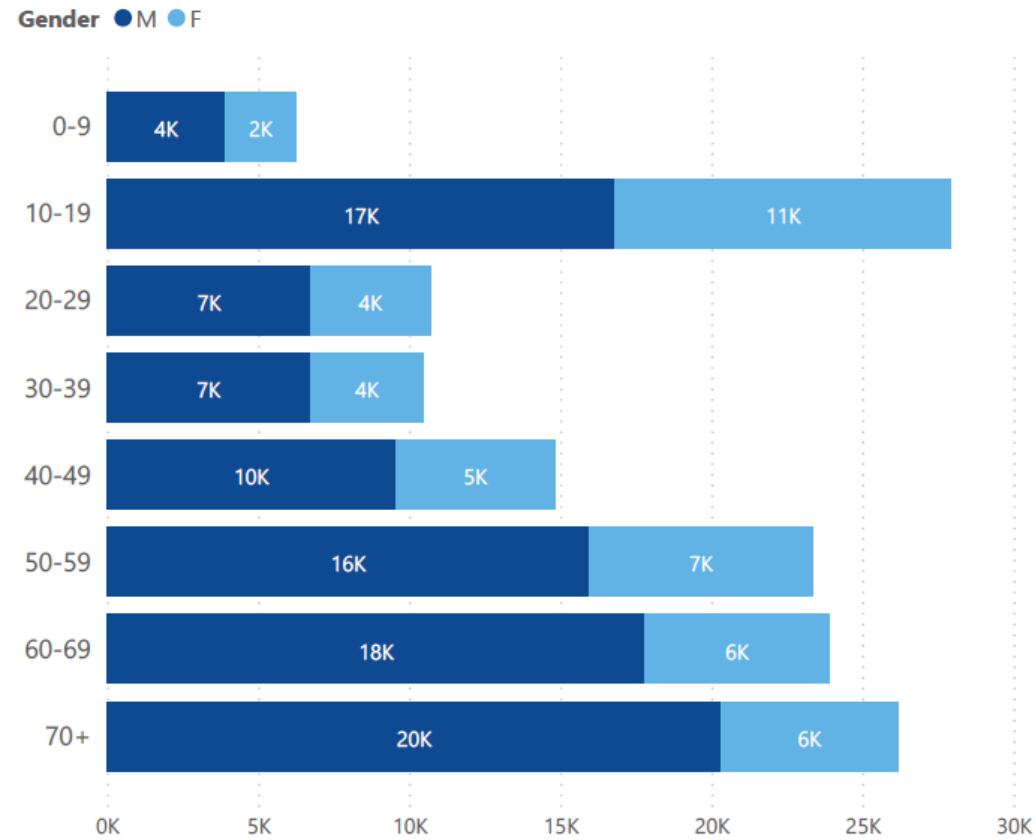
## Membership By Region



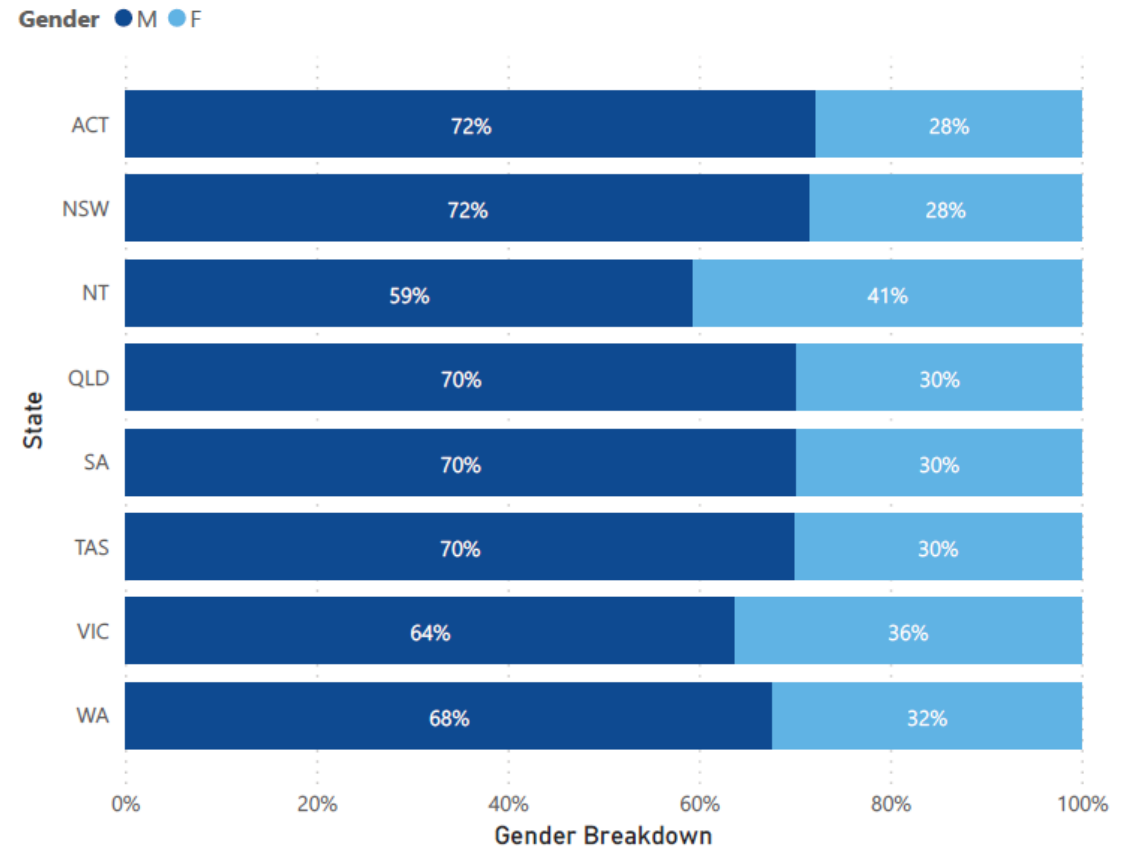
# Age & Gender

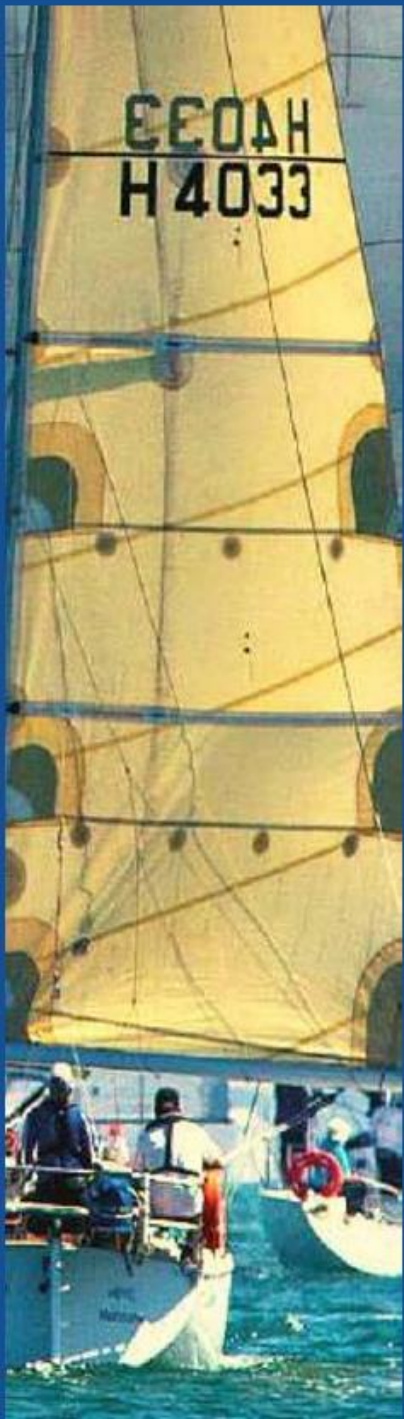


Gender Balance & Age Breakdown



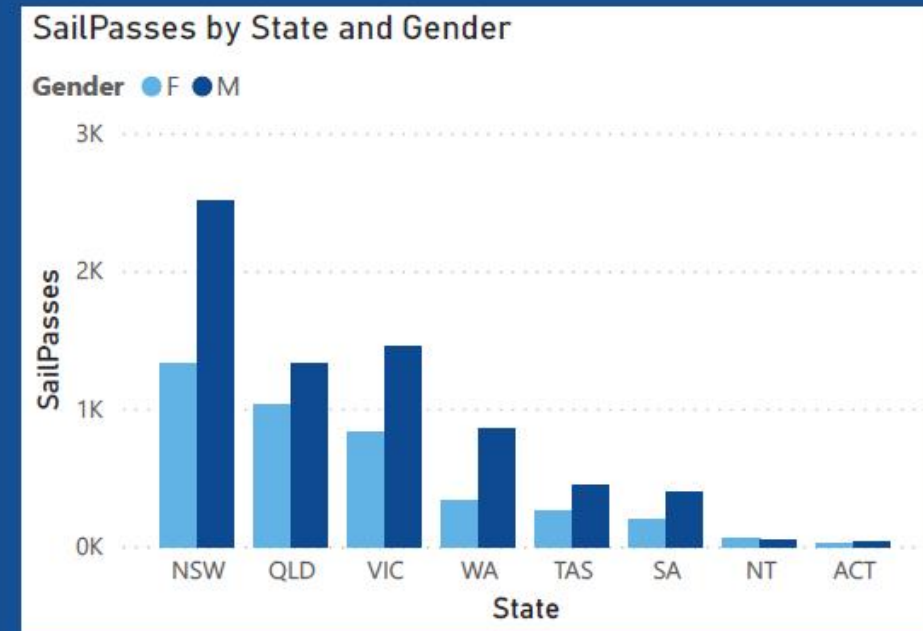
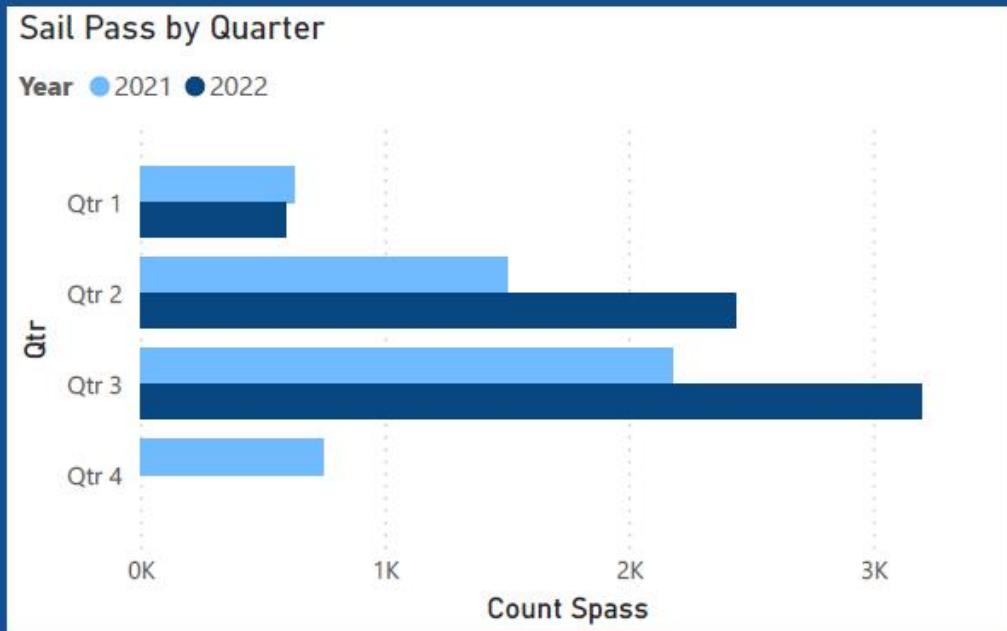
Gender breakdown by State





### Introductory Membership

SailPass is a means by which non members can go sailing at an affiliated club





# Discover Sailing



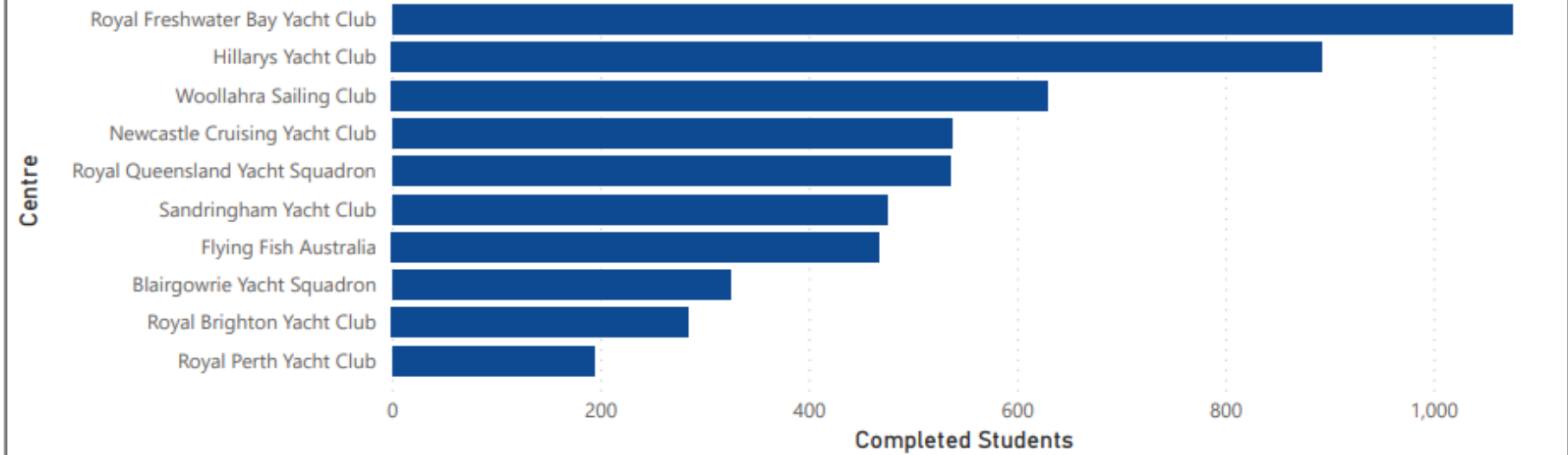
144

Discover Sailing Centres

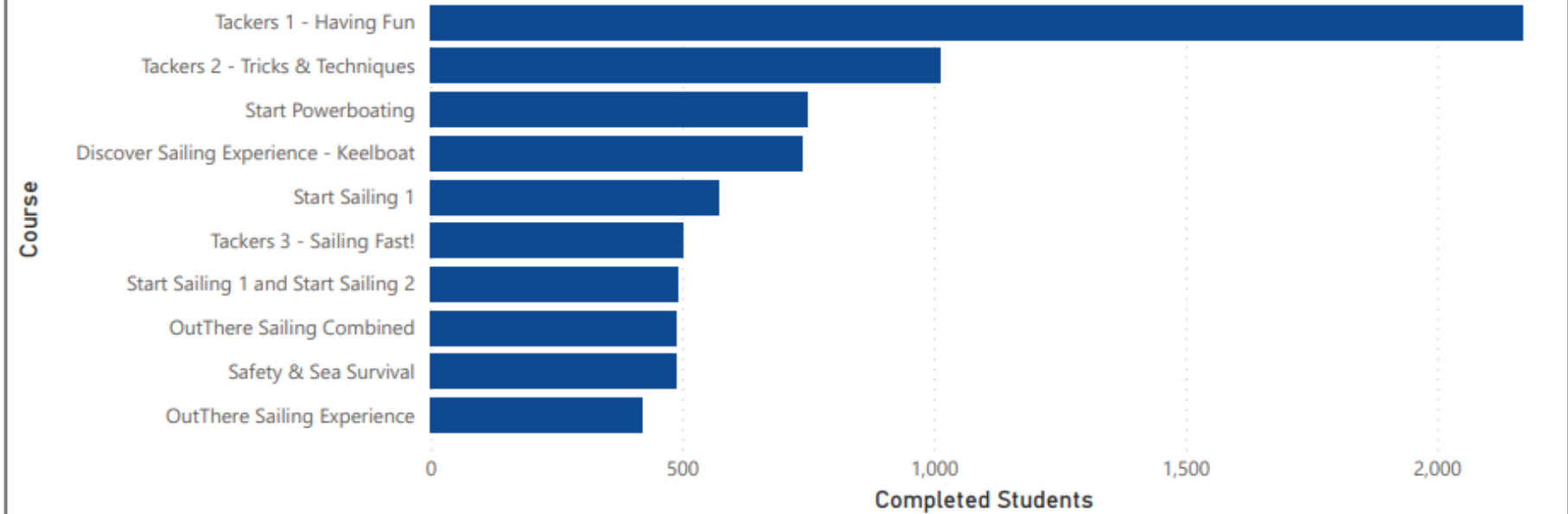
18

Safety & Sea Survival Centres

## TOP TEN DISCOVER SAILING CENTRES



## TOP 10 COURSES



# Tackers Program

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

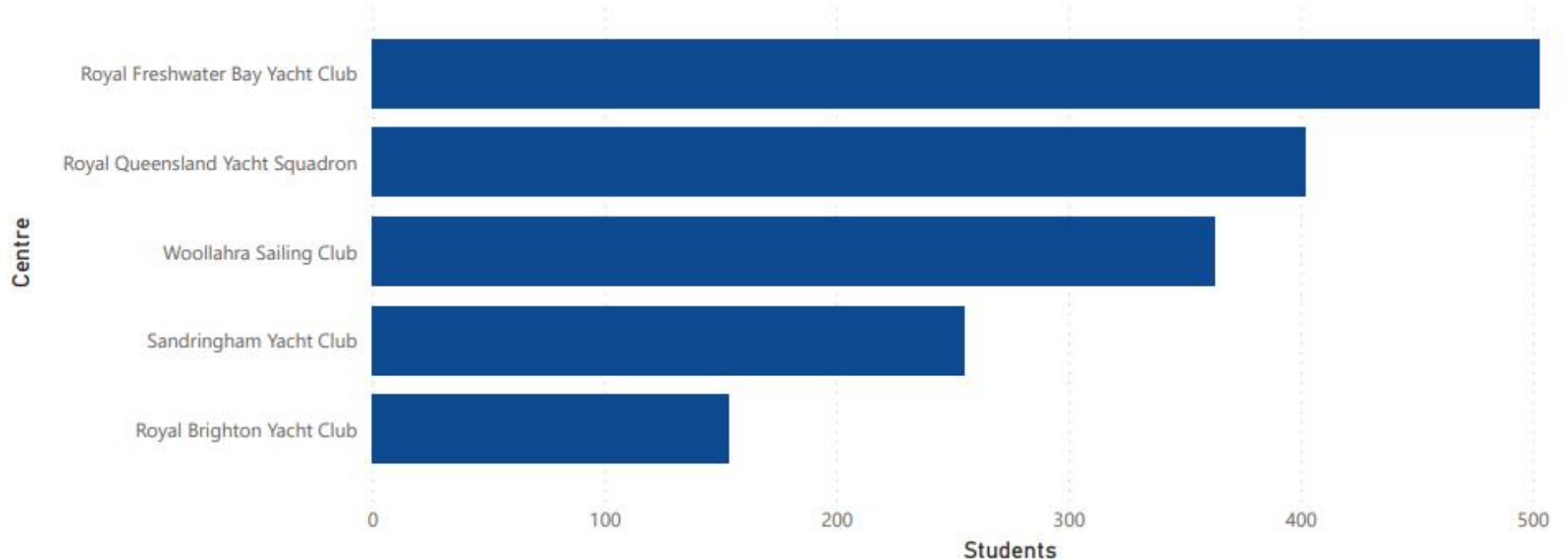
Total Participants

4,187

## Tackers Participants

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

## Top 5 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.

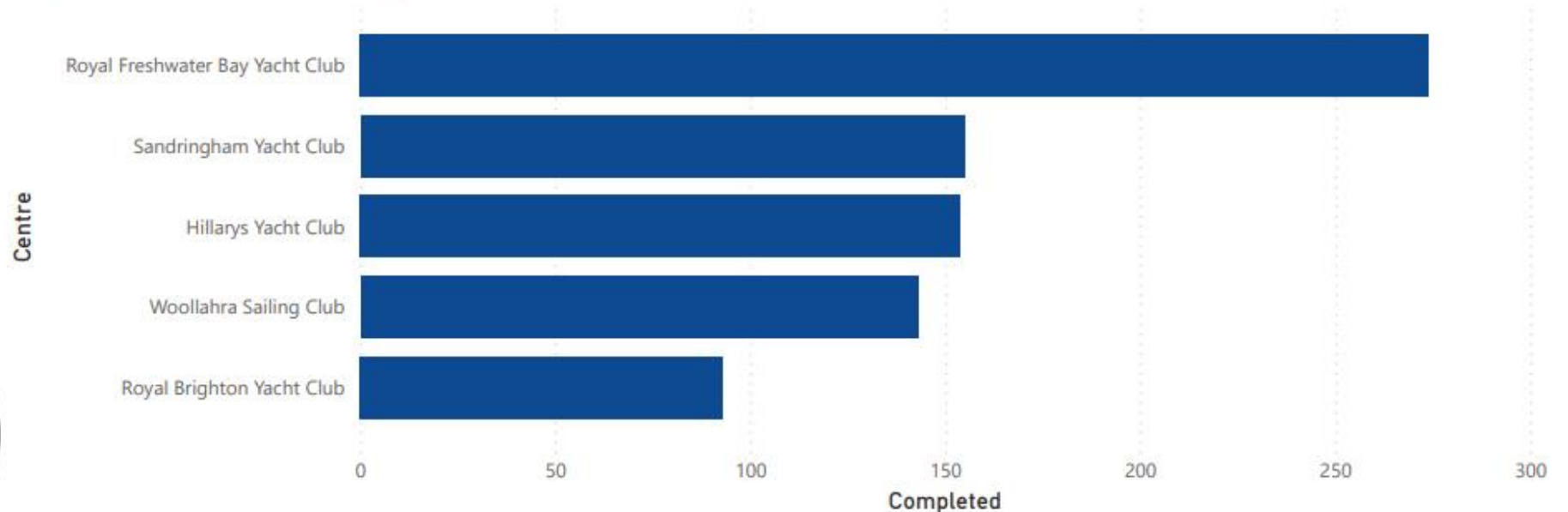
## Total Participants

1,362

## OutThere Sailing Courses

OutThere Sailing Experience, OutThere Sailing 1, OutThere Sailing 2  
OutThere Sailing 3, OutThere Sailing Combined

## Top 5 OutThere Sailing Centres





# 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.

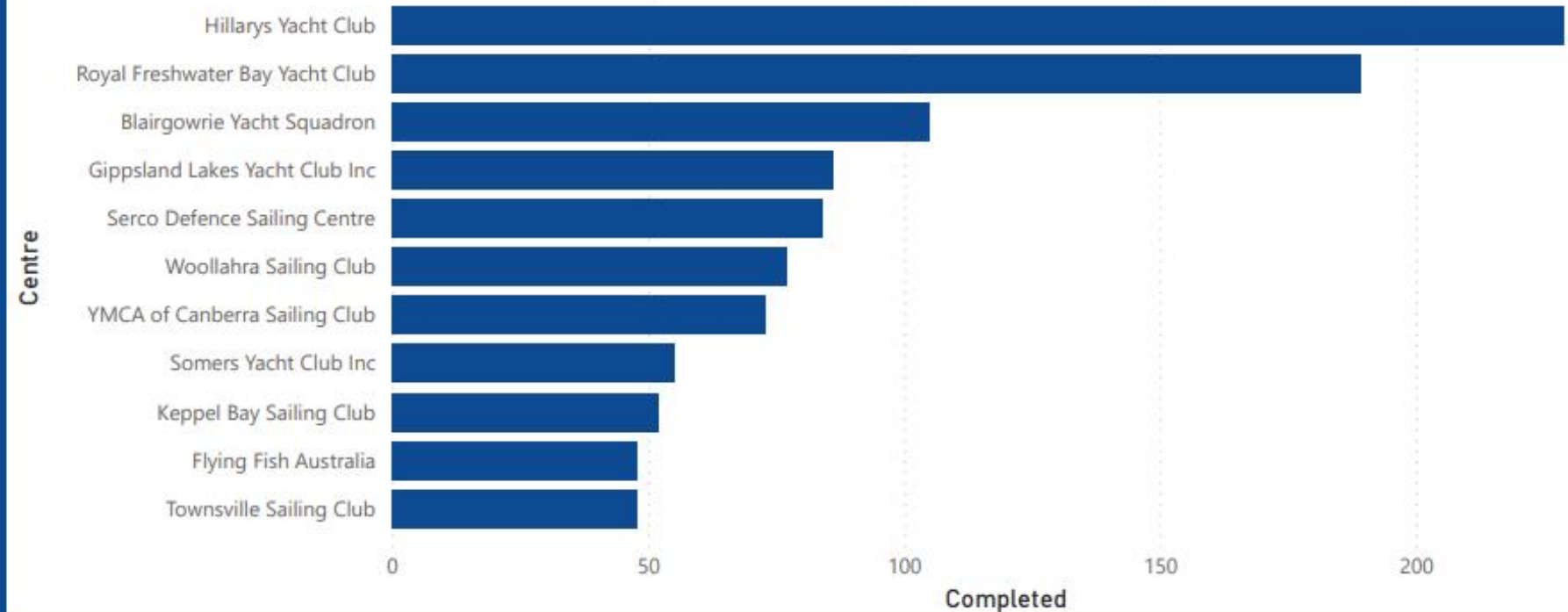
## Total Participants

# 1,883

## Dinghy Courses

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

## Top 10 Dinghy Centres



# 2021/22 Courses Run & Completed Participants

## *Number of Courses Run*

	Discover Sailing Day	Dinghy	Tackers	OutThere Sailing	Keelboat	Windsurfing	Powerboat	SSS
WA	10	117	170	76	164	18	20	7
<b>National</b>	<b>57</b>	<b>728</b>	<b>968</b>	<b>313</b>	<b>914</b>	<b>54</b>	<b>310</b>	<b>153</b>

## *Number of Completed Participants*

	Discover Sailing Day	Dinghy	Tackers	OutThere Sailing	Keelboat	Windsurfing	Powerboat	SSS
WA	332	619	1230	556	610	46	113	37
<b>National</b>	<b>421</b>	<b>2547</b>	<b>5793</b>	<b>1874</b>	<b>1937</b>	<b>120</b>	<b>1631</b>	<b>615</b>



# 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.

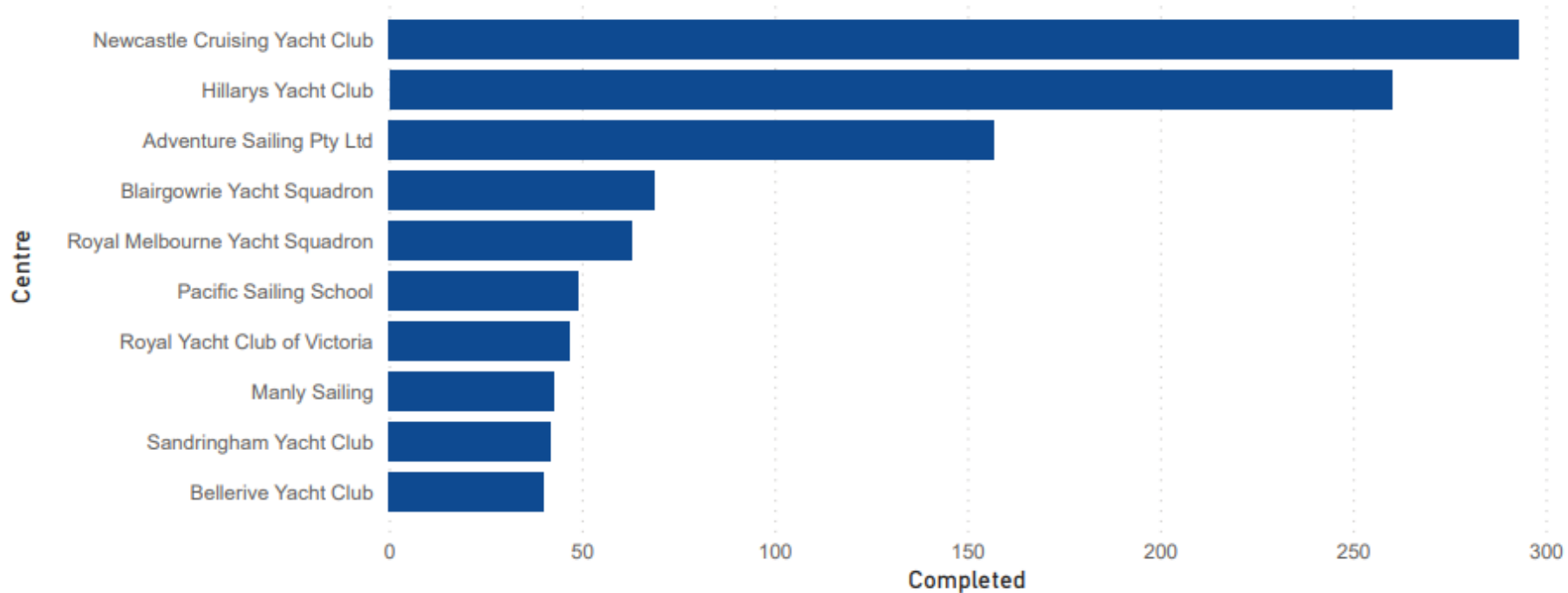
## Total Participants

1,475

## Keelboat Courses

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

## Top 10 Keelboat Centres





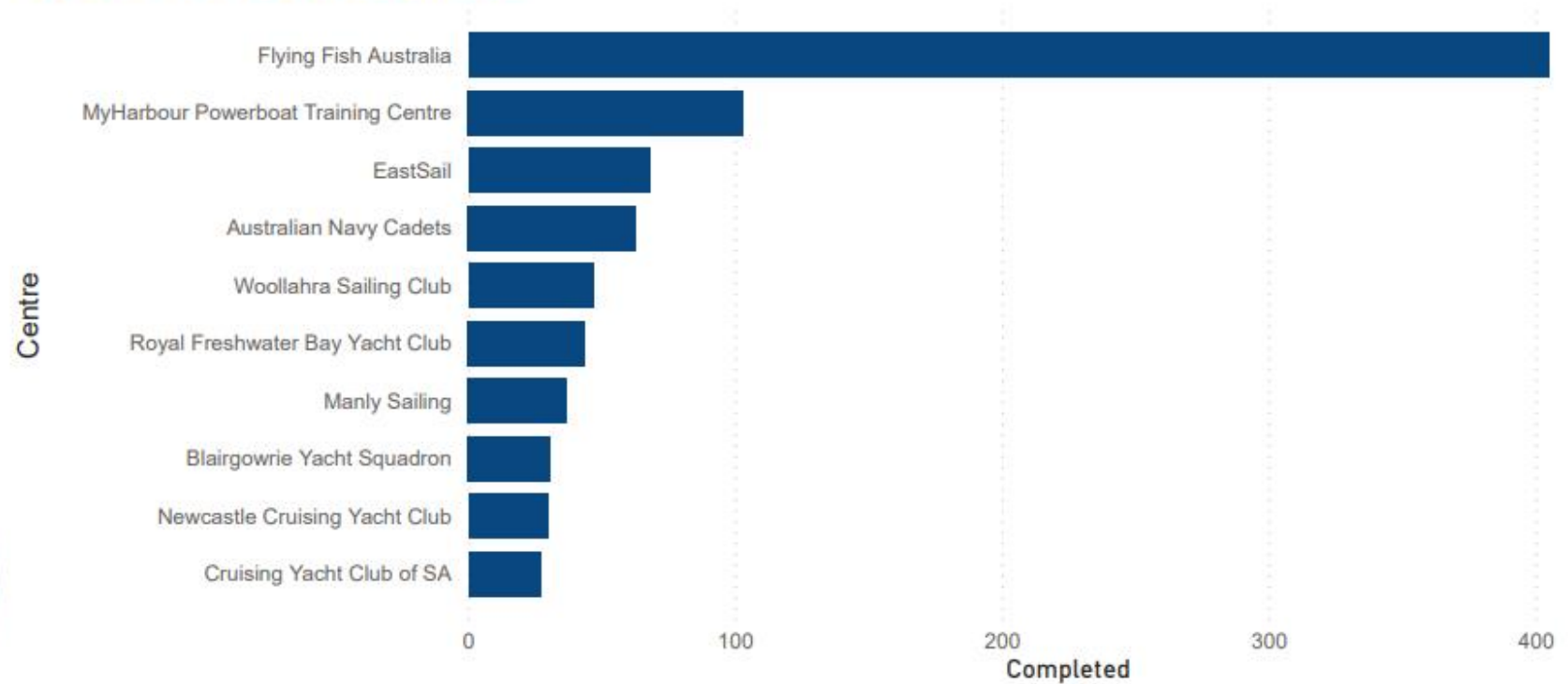
# Powerboat Program

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

Total Participants  
**1,349**

**Powerboat Courses**  
Start Powerboating, Powerboat Handling, Safety Boat Operator

## Top 10 Powerboat Centres



Total Qualifications this Qtr

173

Instructor Qualifications this Qtr

133

Coach Qualifications this Qtr

10

Officials Qualifications this Qtr

30



### Gender Breakdown by Region

Type	Coach		Instructor		Official	
	F	M	F	M	F	M
ACT	1	5	72	163	3	64
NSW	32	83	881	2028	162	742
NT	2	3	65	128	11	39
QLD	17	40	493	1206	72	252
SA	7	18	232	651	42	138
TAS	7	12	124	443	13	114
VIC	21	60	764	1632	143	471
WA	21	51	385	986	70	231
<b>Total</b>	<b>108</b>	<b>272</b>	<b>3016</b>	<b>7237</b>	<b>516</b>	<b>2051</b>

All



Coaches



Instructor



Officials



# Workforce

	Instructors		Coaches		Officials	
	M	F	M	F	M	F
WA	501	226	38	21	224	73
<b>National</b>	<b>3923</b>	<b>1853</b>	<b>225</b>	<b>93</b>	<b>2069</b>	<b>504</b>

# Upcoming Events

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Nominations for the 2022 WA Sailing Awards open on Monday 27<sup>th</sup> June

- **Awards Night**

- **Thursday 29<sup>th</sup> September** @ Mounts Bay Sailing Club

- **West Sail**

- Coaching Clinic 24 - 27 September
    - Regatta 28 - 29 September (WA Youth Championships)
    - Mounts Bay Sailing Club



**2022 YOUTH SAIL WA**  
Sep 24 - 27 Coaching Clinic  
Sep 28 - 29 Youth Champs

Australian Sailing 

**MOUNTS BAY SAILING CLUB**



# Areas that we can provide assistance to Clubs

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- 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 queries
- Discover Sailing Centre programs
  - Learn to sail programs
- Discover Sailing Days or similar
- Instructor / Coach training & development
- Race Officials training & development
- Volunteer training & development
- Participation programs
- Volunteer training & development
- Racing Rules information / appeals
- Sounding board for club ideas & initiatives.

# Club Communication

- Club News is key to our communication with you.
  - Monthly e-newsletter
- Contacts are linked to your clubs key contact list.
  - WA Clubs
  - WA Class Associations
  - WA Discover Sailing Centres.
- Literally takes 2 minutes to update them.



## Welcome to the June Edition of Club News

Our 10-year Strategic Plan, [SAILING 2032](#), is the platform from which Australian Sailing and our key partners will make exciting changes to what we do, when we do it, how we do it, where we do it, and who we do it with.

One of the key pillars underpinning the new strategy is the delivery of our [Club Participation Program](#), which aims to assist clubs, volunteers and coaches by providing programs and resources to ensure your club members enjoy sailing for life. There is an important update on the delivery of the program in today's Club News, so I strongly urge you to read the article to find out exactly what it means for your club or class association, to help get more people on the water, in more ways, more often.

The Club Participation Program is one of the key deliverables within our soon-to-be-launched Participation and Membership Strategy, which sets out direction for what we will do over the next two years to support clubs, classes, and the sport in continuing to grow. Again I urge you to read the update on the delivery of this important piece via the link below.

After a break from in person events, the [Australian Sailing Instructor Conferences](#) are back better than ever in 2022. The dates for all states have been finalised and can be found on the Australian Sailing website under the 'Community' tab. The emphasis of these conferences is on skill development, with the topics and activities designed and presented by Chief Instructors to ensure the content is consistent, relevant and of the highest quality.

Earlier this year, Australian Sailing commenced a review of the whole-of-sport Personal Accident Insurance Policy to ensure it is providing coverage that is both relevant and valued by clubs. This review is nearing completion and we will be communicating the changes in coming weeks.

Additionally, it is the time of year when Discover Sailing Centre agreements are renewed. This year we have overhauled the documentation and a summary of changes will accompany it when they are circulated in the next fortnight.

June marks the half-way point of 2022, and we wish all Australian Sailing clubs the best for the rest of the month as well as the upcoming winter season. I look forward to seeing many of you in person at our upcoming events.

Ben Houston  
Chief Executive Officer  
Australian Sailing



## State and Territory News

ACT

NSW

NT

QLD

SA

TAS

VIC

WA

## National Update

### [Planning to Deliver Club](#)

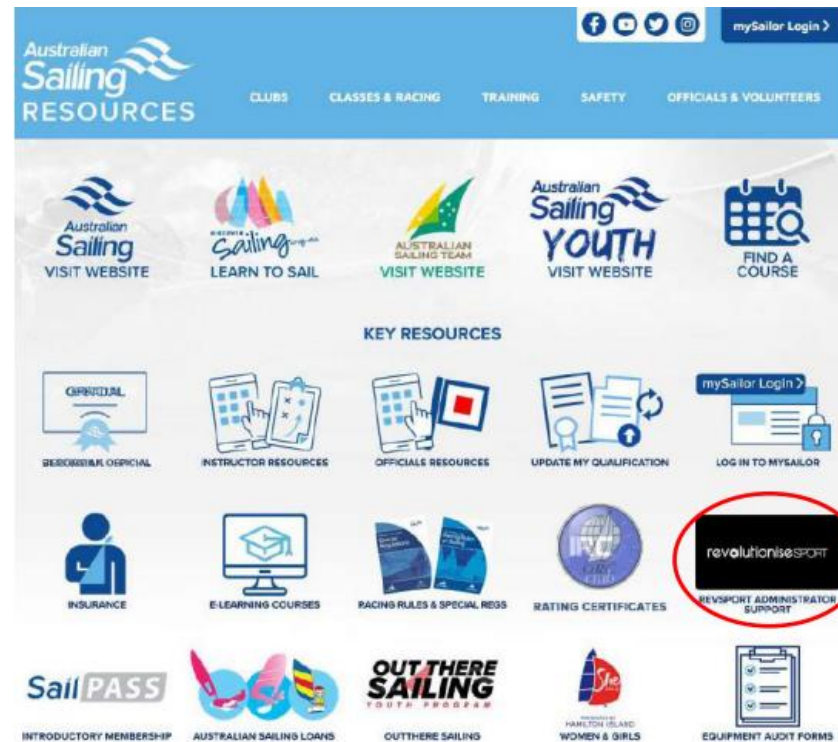
### [Participation Programs in 2022/23?](#)

In line with our Strategic Plan, Australian Sailing is continuing to invest in the development of Club Participation Programs. This crucial project will facilitate growing member participation, focusing on retaining and developing sailors, coaches, and volunteers at clubs.

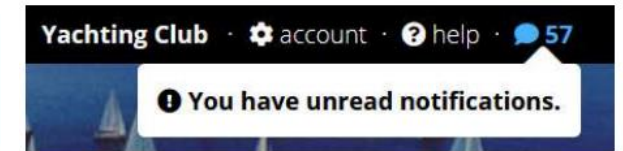


# revSPORT Help

- Integration with revSPORT can assist your club volunteers and administrators.
- Events, courses, training, social events
- Rostering
- Bookings
- Meetings
- Website – FREE
- Customise to suit your clubs
- Embed Socials
- EDM's (newsletters)



[www.sailingresources.org.au](http://www.sailingresources.org.au)



## 1. Log into the club's and class associations portal and select Account



## 2. Select Account Details

Organisation officials

The following officials are listed against your organisation in Australian Sailing's account. They can contact your organ

Position	Name	Email
Treasurer	Federico Guzzo	federico.guzzo@sailing.org.au
Centre Principal	Chantal Lawrence	chantal.lawrence@sailing.org.au

add official

## 3. Scroll down to Organisation Officials and 'Add Official'

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# Contact us



[sailing.org.au/contact](https://sailing.org.au/contact)

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## CLUB SUPPORT

National General Manager  
**Ben Callard**  
[Ben.callard@sailing.org.au](mailto:Ben.callard@sailing.org.au)

WA General Manager  
**Lawson Dixon**  
**18<sup>th</sup> July 2022**

Club Support Officer  
**Kate Wearn**  
[kate.wearn@sailing.org.au](mailto:kate.wearn@sailing.org.au)

Club Support Officer  
**Recruiting**

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## SPECIALTY CONTACTS

Training & Education:  
**Federico Guzzo**  
[Federico.guzzo@sailing.org.au](mailto:Federico.guzzo@sailing.org.au)

Events:  
**Lesley Fasala**  
[Lesley.fasala@sailing.org.au](mailto:Lesley.fasala@sailing.org.au)

Rules and Safety:  
**Glen Stanaway**  
[Glen.stanaway@sailing.org.au](mailto:Glen.stanaway@sailing.org.au)

Finance:  
**Manuel Vlandis**  
[Manuel.vlandis@sailing.org.au](mailto:Manuel.vlandis@sailing.org.au)

Marketing and Communications:  
**Michael Martin**  
[Michael.martin@sailing.org.au](mailto:Michael.martin@sailing.org.au)

Membership Services:  
**Chantal Lawrence**  
[Chantal.lawrence@sailing.org.au](mailto:Chantal.lawrence@sailing.org.au)

Ratings:  
**Chris Zonca**  
[Chris.zonca@sailing.org.au](mailto:Chris.zonca@sailing.org.au)

Sport Development and Growth:  
**Sarah Ogilvie**  
[Sarah.ogilvie@sailing.org.au](mailto:Sarah.ogilvie@sailing.org.au)

Race Officials:  
**Greg Dixon**  
[Greg.dixon@sailing.org.au](mailto:Greg.dixon@sailing.org.au)





Thank you. Any questions?

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