



2021 Club Conference

Derwent Sailing Squadron TAS

3rd July 2021



Australian Sailing Update

Richard Bevan

Chair, Regional Advisory Committee

Welcome

- Introductions
- Australian Sailing Staff
- Regional Advisory Committee



Agenda



Time	Topic	Presenter
1030 - 1100	Arrive	(meet & greet for those with a team etc)
1100 - 1110	Welcome & RAC Update	Richard Bevan, RAC Chair
1110 - 1130	National Update	Chris Jones, Regional Manager
1130 - 1220	Club Fees Review & Australian Sailing Strategy	Garry Langford, AS Board
1220 - 1240	Regional Manager Update	Chris Jones, Regional Manager
1240 - 1325	Lunch break	
1325 - 1350	Child Safety	Communities, Sport and Recreation Tasmania
1350 - 1400	SheSails	Teresa Badrock - PDYC & LYC
1400 - 1420	Simplifying Technology for your Volunteers	Chris Jones & Amy Potter - AS
1420 - 1450	Coffee break	
1450 - 1515	Clubs Tasmania	Andrew Moore
1505 - 1530	Membership Retention Q&A	SBSC
1530 - 1600	Q & A	RM, CEO, AS board member, RAC/MYA chair
1600	Drinks	

RAC Update

- Establishing the RAC
- Stakeholder Engagement Project
- Fee Structure Review



Australian Sailing Update

- Daniel Belcher – President
- Ben Houston – CEO
- Sarah Ogilvie – Club Pathway Lead



Australian Sailing Update

Chris Jones
Regional Manager

National Update

- Olympics
- Club Pathways
- Membership & Participation



Olympics

- The Olympics are all systems go
- We are well represented, with eight of the ten classes qualified
- Huge amount of work being done by the team and the AOC to ensure our athletes remain safe
- Opening Ceremony is 23 July, Sailing commences 25 July
- Clubs are encouraged to register with the AOC and an Olympics Live venue, with all clubs to be listed on the AST website as the places to go to watch the Australian Olympic sailors:
 - <https://www.olympics.com.au/olympics-live/>



Discover Sailing – Have a Go!

What: A marketing campaign designed to leverage the interest in the Olympics into ongoing membership and participation benefits for Affiliated Clubs

How: Build a campaign that can be delivered by Australian Sailing, but with sharable elements designed for Clubs to use to amplify the noise.

When: We are busy creating the marketing toolkit for Clubs now, with the intent to have it delivered to Clubs by July 15 for a 19 July launch



Key Points

- Driving traffic to a redesigned discoversailing.org.au homepage
- Homepage will include a link to the Club Finder for clubs not offering Discover Sailing courses
- Clubs encouraged to add courses in to RevSport in advance
- AS Campaign to be delivered largely through targeted social media advertising with the Discover Sailing Call to Action
- Information to be shared via Club News, including how to stream



Marketing Toolkit

Clubs to receive

- Digital Assets including:
 - o Ten Discover Sailing promotional videos
 - o Skins and tiles for both Australian Sailing and Discover Sailing Websites and Social Media platforms
 - o Social media “Discover Sailing – Have a Go!” frames
- A “10 Handy Tips” Guide to help Clubs convert participants to members
- Olympic promotional posters for clubs to print and post at their clubs
- A draft letter and Press Release for clubs to send to their local media/newspaper contacts

Marketing Videos

- A generic Discover Sailing video, appropriate for all clubs to use
- All Discover Sailing courses:
 - Tackers
 - OutThere Sailing
 - Powerboating
 - Dinghy
 - Keelboat
 - Windsurfing
- Targeted Australian Sailing courses and initiatives, including:
 - SheSails
 - Sea Safety and Survival Courses
 - Instructor Courses

Measurables

Australian Sailing will track the success of the campaign through three key measurables:

1. Website traffic to the Discover Sailing homepage (compared to previous months and similar months in previous years)
2. Discover Sailing Course registration numbers (compared to previous months and similar months in previous years)
3. A post-campaign survey to all Discover Sailing Centers to assess the impact of the campaign



Club Pathways



Sarah Ogilvie

National Club Pathway Lead – NEW role:

Responsible for developing and implementing club pathway programs. Early focus area is on under 24yrs.

Why Club Pathway's?

- Priority to guide clubs growth and retention.
- Empower clubs to develop people and participation.
- Support, retain and grow club membership.

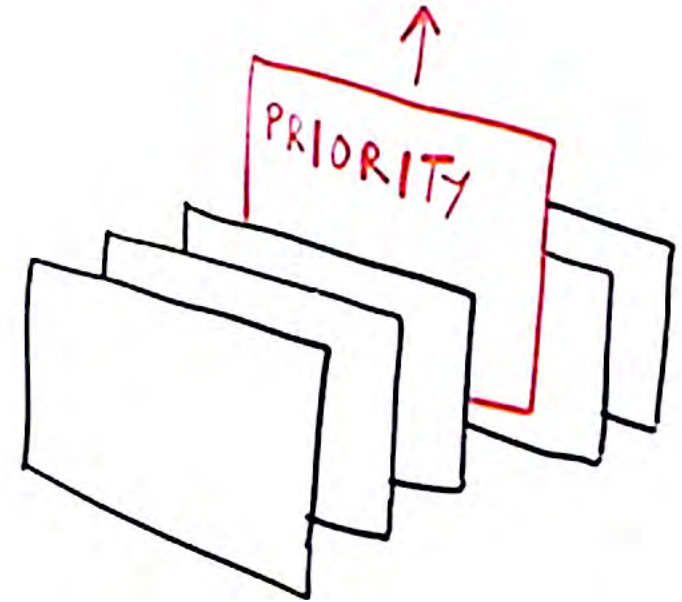
Where does club pathways fit in? > Steps 4 – 6



Summarising priorities from early work...

Three key themes:

1. **Retention, retention, retention!**
2. **Reduce barriers;** for participation, for clubs and for volunteers.
3. **Enable clubs;** with tools and training, education and programs, that are member centric, and club focused.



Two focus areas ahead:

Area of focus #1:

Club coaching (and development) programs towards whole of club skills, + fun and engagement!

Area of focus #2:

Club 'toolkit' for, volunteers, coaches to deliver club pathways.



Pilot examples: Spring – Summer 21/22

Learn to Sail program to Green Fleet (Dinghy or KB).

What / how:

- Instructors/Coach training: Club Induction process, roles, responsibilities (inc. volunteers)
- Instructors complete Intro. Coaching Course
- Transition strategies from one program to next.
- Resource hub: use of session plans/content

Bespoke Pilot: Youth leader development

What:

- A youth project (e.g, a 40-hour youth development project).
- *OR* Youth on Club Committee/s.
- *OR* Junior/Youth Committee.

Outcomes to achieve:

- Great examples of Youth leadership
- Youth centric resources on how to deliver projects, chair a committee...

To learn more and contribute:

YouTube > **Club Conference Webinar** >>>

Welcome to contact Sarah here:
sarah.ogilvie@sailing.org.au



SheSails

- 20% growth in female membership nationally since SheSails launched in 2018
- 141 SheSails Representatives
- World Sailing's Steering the Course October – National Leadership Forum



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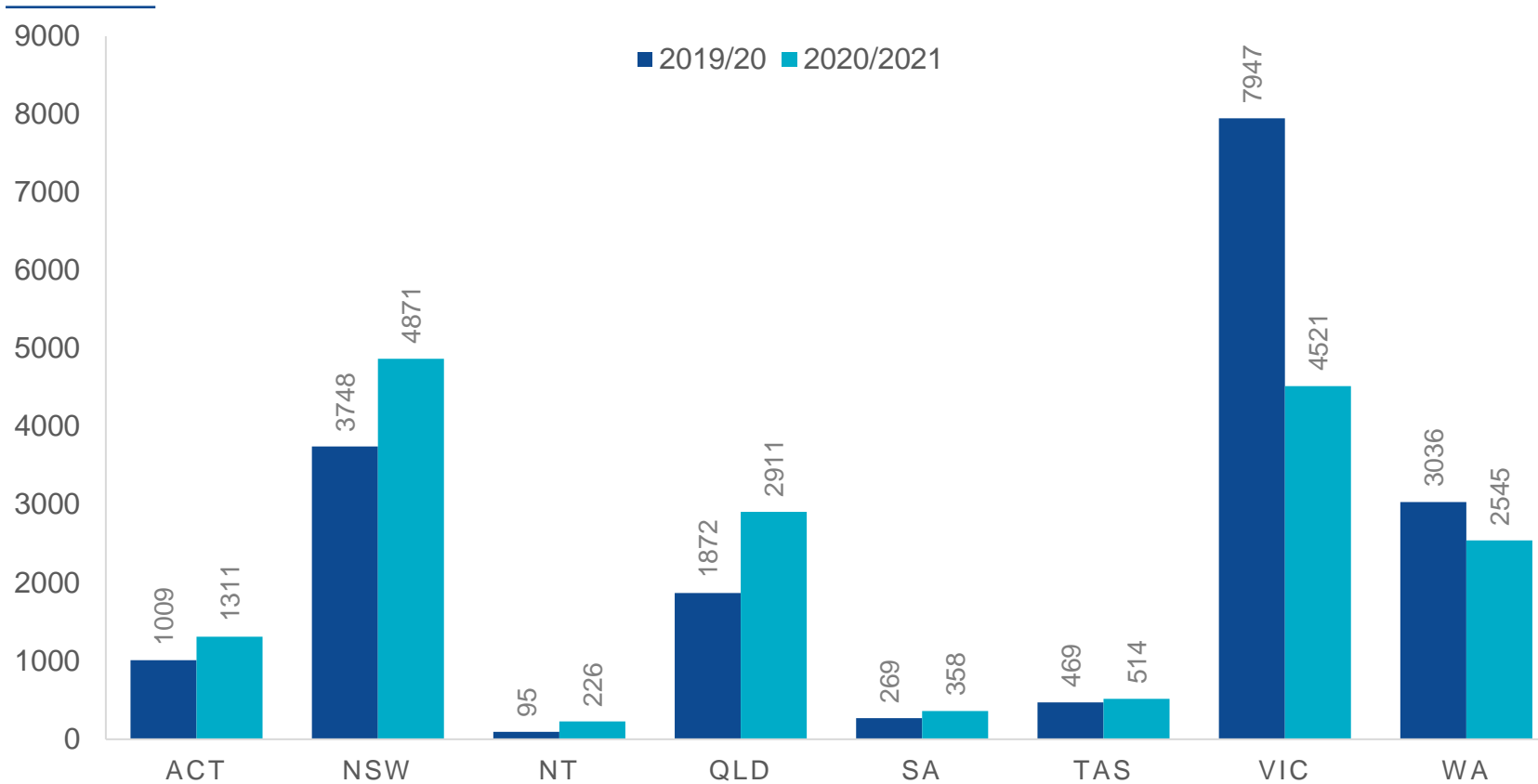
Membership & Participation

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

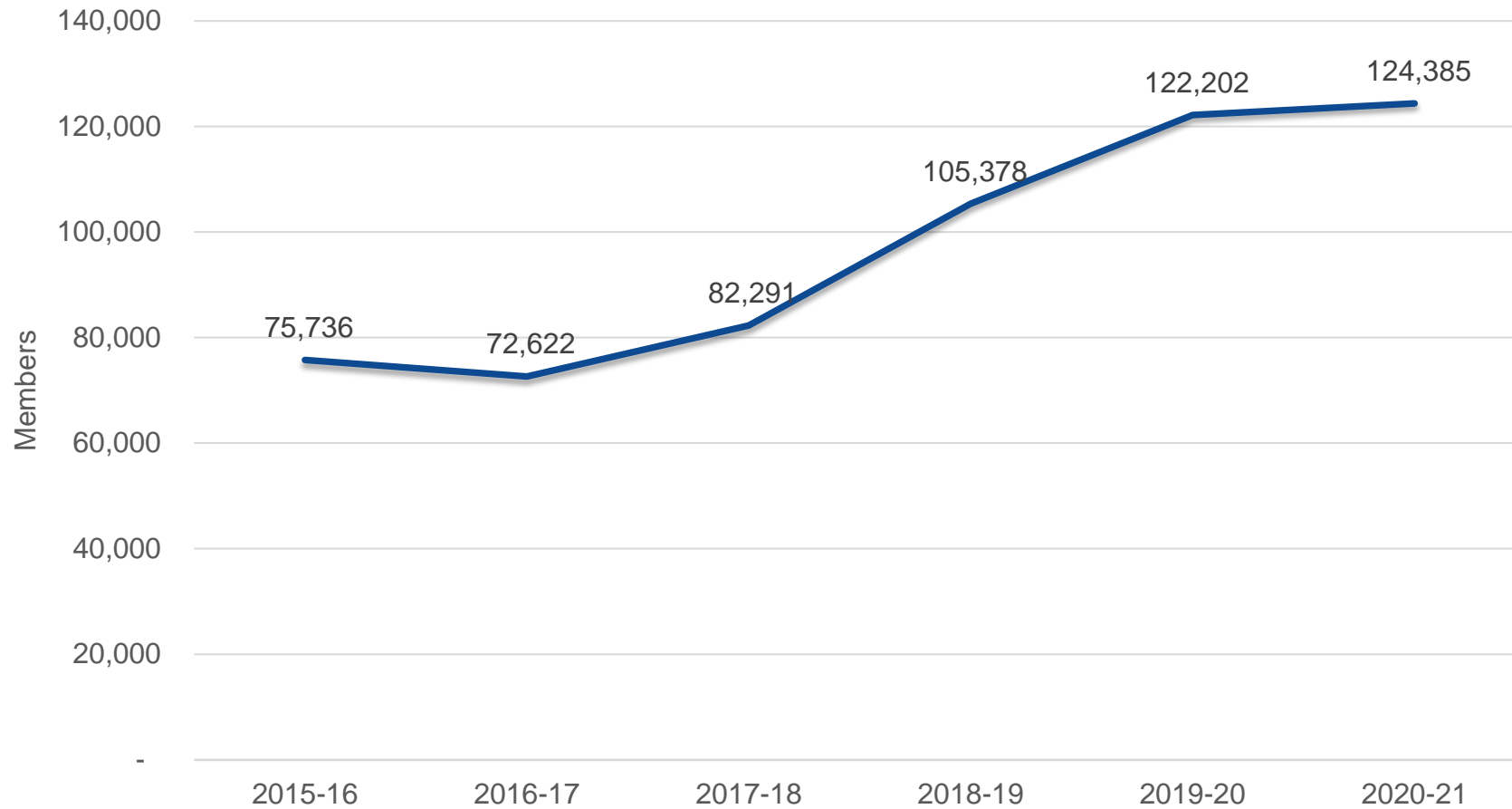
Quarter 3 = July 2020 to March 2021 cumulative



Participation



National Membership Growth



Australian Sailing Update

Garry Langford

Director, Australian Sailing

Agenda

- Australian Sailing Strategic Plan
- Club Fees Review
- Stakeholder Engagement
- World Sailing – Representation & Appointments



Australian Sailing



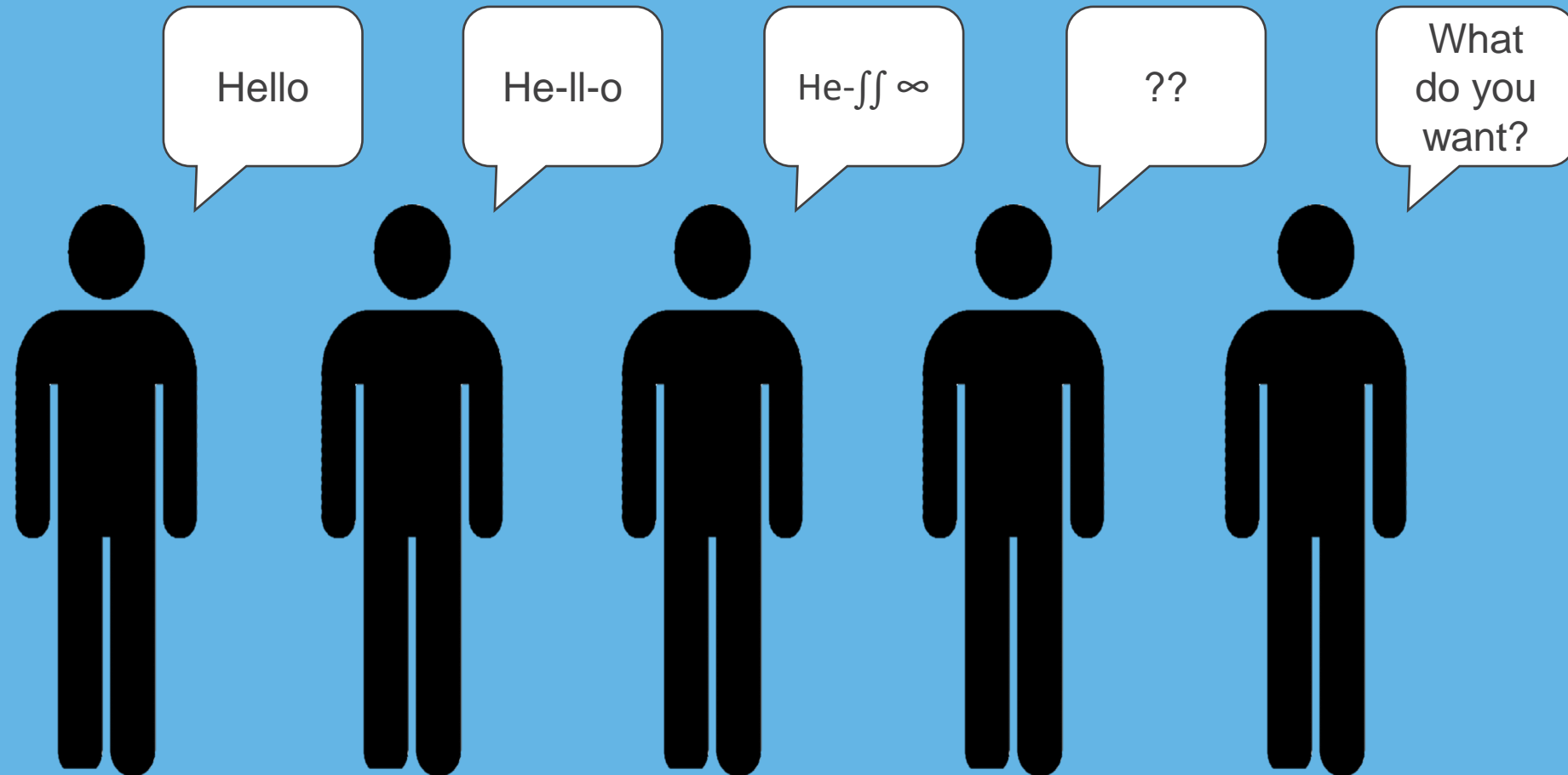
Where we started

Confusion

Lots of blame

Lack of trust

Historically the governance of sport has been unnecessary complicated. This has resulted in a lack of trust.



One sailing

Started
bumpy

Strong
collaboration
and
partnership



As a sport in 2016 we did the hard work to enact governance reform between the MYA's and Yachting Australia.



COVID-19

COVID-19 was the proof point

The governance reforms enabled us to navigate Covid-19 safely and without material disruption:

- Communication freely
- Make the hard decisions early
- Provide material support to clubs

Where to next?



Whole of
sport strategy

Our Purpose

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

Whole of
sport strategy

Our People

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 and are committed to achieving our purpose.



Support It



Grow It



Win It

Our strategic pillars

Our Foundations



We will openly and honestly communicate



Safety is central to everything we do



Unified Operating Model



Sailing and the environment are intrinsically connected



Increase Financial Security



We will support and promote diversity and inclusion at all levels of Sailing



Innovative approach and adoption of digital systems



The integrity of Sailing, Australian Sailing and our stakeholders is paramount

Support it

Example Projects

- **Coach, Instructor and Official Development Strategy**
- **National Safety and Integrity Framework**
- **Stakeholder Engagement Strategy**
- **“5-Star” Clubs Strategy**
- **Digital Strategy**

Grow it

Example Projects

- **Sailing Participant Pathway Framework**
- **Participation and Membership Growth Strategy**
- **Diversity, Inclusion and Accessibility Strategy**
- **Affiliation Model Review**

Win it

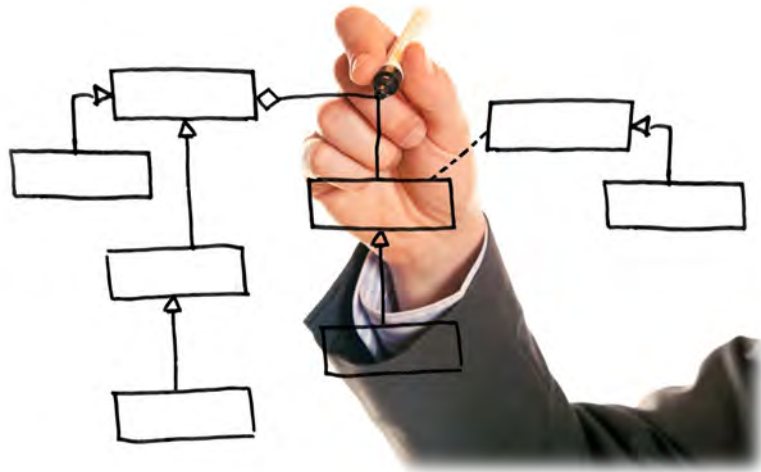
Example Projects

Always be the leading Olympic and World Championship Sailing nation

See annual increases in the number of Australian sailors competing in global pinnacle events (e.g. America's Cup, SailGP and others).

See our high performance sailors inspiring a new generation to get involved.

Next steps



Stage 1 - Document Review - (Mid-March 2021)

Stage 2 - AS Board and Senior Leadership Team Strategic Plan Design Lab (29 and 30 March 2021)

Stage 3 - Preliminary Findings and Opportunities Summary Paper (Mid-April 2021)

Stage 4 - AS CEO and President Webinar (Late April 2021)

Stage 5 - Draft 1 of the 2021-2032 Sailing in Australia Strategic Plan (Mid-May 2021)

Stage 6 - Board and SLT Feedback (Early June 2021)

Stage 7 - Draft 2 of the 2021-2032 AS Strategic Plan (Early June 2021)

Stage 8 - MYA and RAC Feedback (Late June 2021)

Stage 9 - AS CEO and President Webinar (Early July 2021)

Stage 10 - Working Version/s of the 2021-2032 Sailing in Australia Strategic Plan (Mid-July 2021)

How does AS use affiliation fees?



Australian Sailing is 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

OUR SPORT:

100,000+

Club Members

17,000+

Course Participants

350+

Affiliated Clubs

250,000+

Participants

60+

Affiliated Class Associations

150+

Discover Sailing Centres

HOW WE SPEND CLUB AFFILIATION FEES

EXPENSES (by Cost Centre)



EXPENSES (by Function)



World Sailing –Advocacy & Representation

- Australian Sailing continues to play a role in local and international advocacy
- World Sailing representatives include:
 - Sarah Kenny, Daniel Belcher, Shevaun Bruland, David Tillett, Richard Slater, David Brookes, Barry Johnson, Chris Caldecoat, David Staley, Matt Allen, Glen Stanaway



Fee Structure Review

- In 2018, Australian Sailing introduced a national banded fee structure for affiliation fees.
- Scheduled review has been undertaken
- Working group reviewing outcomes
- Details will be communicated to clubs in the coming weeks



State Update

Chris Jones

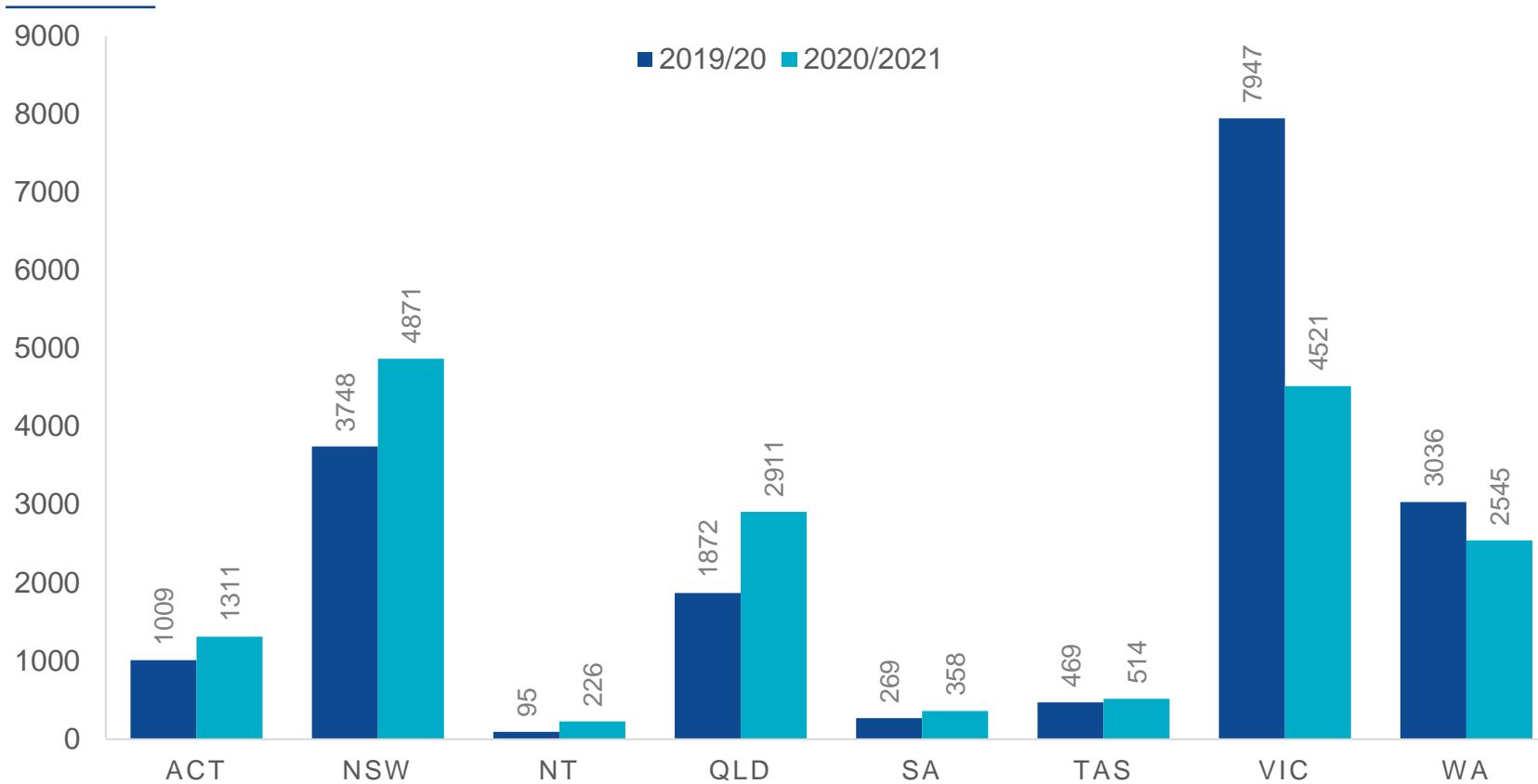
Regional Manager

State Update

- Participation
- Membership
- SailPass
- SheSails
- Events
- State Awards



Participation Comparison



Participation Numbers 2020/21



	Dinghy	Tackers	OutThere Sailing	Keelboat	Windsurfing	Powerboat	SSS
TAS	73	285	0	74	0	33	49
National	3010	6749	2603	2121	172	3010	641



Workforce

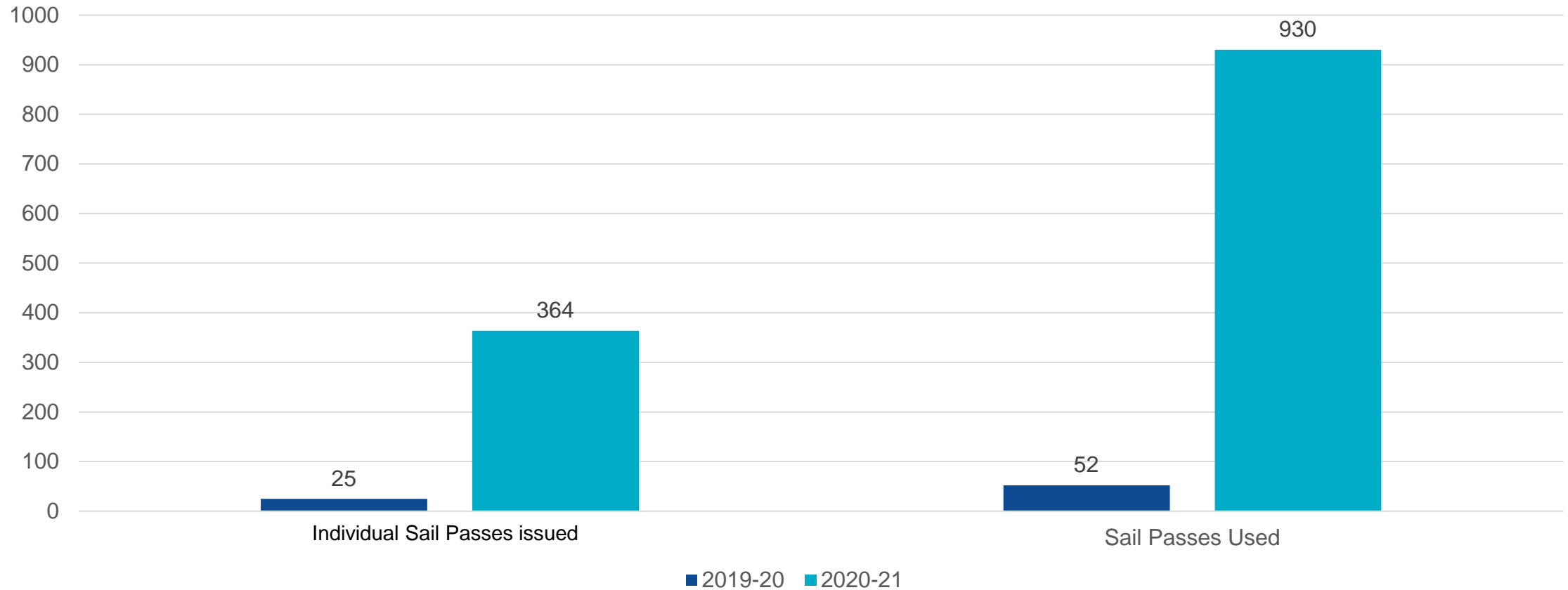


	Instructors		Coaches		Officials	
	M	F	M	F	M	F
TAS	297	83	11	5	90	12
National	4399	1913	246	90	1880	471

Membership Comparison - TAS



SailPass – TAS



Changes to Rule 46

- New rule in place from 1st January 2022
- All crew are members of an affiliated club and registered with Australian Sailing = Active AS Number



Engagement | Website



Top 5 clicked web pages in TAS

Australian Sailing	Resources	Discover Sailing
Tasmania News	Safety special regs	Tackers
Member Finder	Sail number database	Dinghy
Log In	Class assoc. yardsticks	Keelboat
Club News	Class assoc. racing rules	Discover Sailing
National News	COVID-19	Sail Pass

Corporate Sponsors

- New Pacer Sails
- Tackers Major Sponsor



State Update

Amy Potter

Events Coordinator

SheSails

- 6 TAS SheSails Representatives
- Building a working group
- World Sailing's Steering the Course
October - National Leadership
Conference



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State Awards

- **Where**

- Bellerive Yacht Club

- **When**

- September 11th 6pm

- **Timeline for nominations:**

- Nominations open – July 5th

- Nominations Close – August 13th



Youth Sail TAS

2021 - RYCT

- Coaching Clinic 7-8 Oct
- Youth Champs 9-10 Oct
- Entries Open!
- [sailingyouth.org.au/tasmania-state-youth-championship](https://www.sailingyouth.org.au/tasmania-state-youth-championship)

Calls for EOI to host Youth Sail 2022

- Go to: <https://www.sailing.org.au/surveys/2427/>
- Contact Chris Jones or Amy Potter



2021/22 – AS Courses

Keelboat Instructor course	10/7/21 – 11/7/21	Saturday - Sunday	Derwent Sailing Squadron
			Royal Yacht Club of Tasmania
National Race Officer Course	21/8/21 – 22/8/21	Saturday - Sunday	Royal Yacht Club of Tasmania
			Royal Yacht Club of Tasmania
Club Race Officer Course	21/8/21	Saturday	Royal Yacht Club of Tasmania
			Royal Yacht Club of Tasmania
State Race Officer Course	21/8/21 – 22/8/21	Saturday - Sunday	Royal yacht Club of Tasmania
			Royal yacht Club of Tasmania
Regional Judge Course	22/8/21	Sunday	Royal yacht Club of Tasmania
			Royal yacht Club of Tasmania
Sailing Coach Course	17/8/21 – 22/8/21	Tuesday, Saturday - Sunday	Royal yacht Club of Tasmania
			Royal yacht Club of Tasmania
Sailing Coach Reaccreditation	22/8/21	Sunday	Royal yacht Club of Tasmania
			Royal yacht Club of Tasmania
Dinghy Instructor Course and Re-accreditation	13/9/21 – 19/9/2021	Monday & Sunday	Royal Yacht Club of Tasmania



Questions



Lunch Break

Child Safety

Rachael Siely

Communities, Sport & Recreation Tasmania

Child Safe Sport

Australian Sailing





Presentation overview:

- Background – The Royal Commission
- Child Safety in Sport – what does it mean?
- Child Safe Organisations
- The National Principles for Child Safe Organisations
- How can you protect children in your organisation
- Registration to Work with Vulnerable People
- Reporting Concerns
- Resources and Support



Royal Commission into Institutional Responses to Child Sexual Abuse



Background

- In 2012, the Australian Government announced a Royal Commission into Institutional Responses to Child Sexual Abuse.
- In 2017, the Royal Commission final report was presented.
- The recommendations included the following:
 - The 10 National Principles for Child Safe Organisations;
 - Working with Children Checks; and
 - Introduction of minimum Child Safe Standards within organisations.



Child Safety

What does it mean?



Children must be treated fairly, be free from discrimination and harassment, and be safe from any form of abuse while involved in sport and recreation activities.

The care and protection of children is both a legal requirement and a moral obligation that requires a commitment from everyone involved in all levels of sport to ensure environments are safe and supportive for all children and young persons.

Child Safe Organisations



What does a child safe organisation look like?

- Child safety is embedded through good practices in leadership, governance and culture
- Takes action to promote child wellbeing and prevent harm to children and young people
- Good risk management practices and measures are in place to safeguard children
- Actively involves children and families in decision making





Why is it important?

- A child safe organisation creates an environment where children's safety and wellbeing is at the centre of thought, values and actions
- Places emphasis on genuine engagement with and valuing of children and young people
- Creates conditions that reduce the likelihood of harm to children and young people
- Creates conditions that increase the likelihood of identifying any harm
- Responds to any concerns, disclosures, allegations or suspicions of harm

National Principles for Child Safe Organisations

1. Child safety and wellbeing is embedded in organisational leadership, governance and culture.
2. Children and young people are informed about their rights, participate in decisions affecting them and are taken seriously.
3. Families and communities are informed and involved in promoting child safety and wellbeing.
4. Equity is upheld and diverse needs respected in policy and practice.
5. People working with children and young people are suitable and supported to reflect child safety and wellbeing values in practice.
6. Processes for complaints and concerns are child focused.
7. Staff and volunteers are equipped with the knowledge, skills and awareness to keep children and young people safe through ongoing education and training.
8. Physical and online environments promote safety and wellbeing while minimising the opportunity for children and young people to be harmed.
9. Implementation of the national child safe principles is regularly reviewed and improved.
10. Policies and procedures document how the organisation is safe for children and young people.

The National Principles for Child Safe Organisations

The National Principles for Child Safe Organisations set out a nationally consistent approach to promoting a culture of child safety and wellbeing within organisations.

Information and resources

Visit: <https://childsafe.humanrights.gov.au/>





Child Safe Organisations - National Principles Video – YouTube

Resource – Australian Human Rights Commission

How to protect children in your organisation

Safeguarding in Sport



National Principles - Child Safe Organisations	Things your organisation can do
1. Child safety and wellbeing is embedded in organisational leadership, governance and culture.	<ul style="list-style-type: none">✓ Commitment statement and codes of conduct✓ Child safety is on all meeting agendas✓ Strategies to assess and manage risks
2. Children and young people are informed about their rights, participate in decisions affecting them and are taken seriously.	<ul style="list-style-type: none">✓ Talk and educate children and young people about safety✓ Seek and listen to their feedback✓ Access to age appropriate information
3. Families and communities are informed and involved in promoting child safety and wellbeing.	<ul style="list-style-type: none">✓ Child safe policies are easily accessible to families, carers and the community✓ Openly communicate about your child safety approach✓ Seek and listen to feedback

Safeguarding in Sport



National Principles – Child Safe Organisations	Things your organisation can do
4. Equity is upheld and diverse needs respected in policy and practice.	<ul style="list-style-type: none">✓ Consider the diverse needs and backgrounds of children✓ Adjust activities to be inclusive for all children✓ Information and processes are culturally safe, accessible and easy to understand
5. People working with children and young people are suitable and supported to reflect child safety and wellbeing values in practice.	<ul style="list-style-type: none">✓ Registration to Work with Vulnerable People checks✓ Background and referee checks✓ Supervise and review staff and volunteers✓ Induction and training includes child safety
6. Processes to respond to complaints and concerns are child focused.	<ul style="list-style-type: none">✓ Child-focused complaint, reporting and disciplinary policies✓ Educate and provide accessible information on procedures✓ Every complaint is taken seriously – act and report

Safeguarding in Sport



National Principles – Child Safe Organisations	Things your organisation can do
7. Staff and volunteers are equipped with the knowledge, skills and awareness to keep children and young people safe through ongoing education and training.	<ul style="list-style-type: none">✓ Appoint a child safe officer✓ Staff and volunteer training plan and records✓ Provide ongoing training
8. Physical and online environments promote safety and wellbeing while minimising the opportunity for children and young people to be harmed.	<ul style="list-style-type: none">✓ Manage high risk areas (e.g. physical and online environments)✓ Ask children and young people about safety concerns✓ Set out expected behaviour (e.g. codes of conduct)
9. Implementation of the national child safe principles is regularly reviewed and improved.	<ul style="list-style-type: none">✓ Regular review of child safety practices✓ Review of all complaints, concerns and safety incidents✓ Always keep improving
10. Policies and procedures document how the organisation is safe for children and young people.	<ul style="list-style-type: none">✓ Develop and implement easy to understand policies✓ Regularly communicate and educate on policies✓ Create a risk management plan



Registration to Work with Vulnerable People

In Tasmania, under the *Registration to Work with Vulnerable People Act 2013*, organisations have a legal obligation to ensure that all volunteers and staff who work, volunteer or have contact with children (anyone under 18 years old) have a valid Registration to Work with Vulnerable People.

FIND OUT MORE INFORMATION

www.cbos.tas.gov.au/topics/licensing-and-registration/registrations/work-with-vulnerable-people



CBOS
Consumer, Building &
Occupational Services
Promoting a fair marketplace

Helpline 1300 654 499

cbos.info@justice.tas.gov.au

Where a registration is likely to be required

Examples

- Coaches
- Team Managers
- Board/Committee Members
- Member Protection Information Officers
- Officials/Referees
- First Aid Officers
- Other paid or volunteer roles involving direct contact with children (anyone under 18)



FIND OUT MORE INFORMATION

www.cbos.tas.gov.au/topics/licensing-and-registration/registrations/work-with-vulnerable-people

Reporting Concerns

Child Abuse – your obligations



Adults and mandatory reporters **must** report any child abuse concerns

If you believe, suspect or know a child or young person is being abused or neglected you must contact the following:

Strong Families Safe Kids - 1 800 000 123

Police - 000

If a child or young person is at immediate risk of harm, and you believe a serious offence has occurred it must be reported to the Police.

**SEE SOMETHING
SAY SOMETHING**

Australian Sailing Child Safety Resources



- Child Safety Code of Conduct (template)
- Child Safety Guidelines (template)
- Incident Report (template)
- Working with Children Check requirements (by State)
- Procedure for Handling Report of Child Abuse



The first point of contact is your Regional Manager

www.sailingresources.org.au/as_child_safety/

Additional Resources & Information



Play by the Rules

- <https://www.playbytherules.net.au/got-an-issue/child-safe-sport>

Australian Human Rights Commission - Child Safe Organisations

- <https://childsafe.humanrights.gov.au/>

Sport Australia

- https://www.sportaus.gov.au/integrity_in_sport/child_safe_sport



Support Services

If you are feeling distressed, are worried about someone, or would like someone to talk to, you can contact:

Lifeline Australia - 13 11 14 or www.lifeline.org.au

Kids Helpline – 1 800 55 1800 or www.kidshelp.com.au

Bravehearts -1800 272 831 or www.bravehearts.org.au

Headspace – 1 800 650 890 or www.headspace.org.au

1800 RESPECT – 1 800 737 732



SheSails

Teresa Badrock

PDYC & LYC



SheSails: The Ripple Effect

Teresa Badrock

3rd July 2021

Australian
Sailing 

Who Am I?

- Fourth year sailor
- Joined Leven Yacht Club & Burnie Yacht Club 2017/2018
- Sailing Training Co-Ordinator at LYC 2018/2019
- Joined PDYC 2020/2021
- Usually sail a sabre, Waller 540 (crew), Swarbrick S111 (co-skipper)
- Committee member at BYC & SheSails team at LYC



SheSails Experience

- Spoke at the last Club Conference 2019 about the launch of SheSails
- Organised Women's Sailing Days at Leven 2020 & 2021
- Participated in the Women on Water Days at PDYC 2020 & 2021
- Participated in the Women's Keelboat Regatta at DSS 2021
- Participated in the SheSails Movie Night at Wynyard Yacht Club 2021



WOW Day PDYC

- Social Race organised by Barrie McIndoe, Vice Commodore
- Handicapped to allow inclusion
- See what evolves beyond a single one day event
 - have a wider program organised by women?
 - increase in women doing the L2H?



Women's Keelboat Regatta DSS

- PDYC was able to support a team in the Women's Keelboat Regatta at DSS; Team leader Jodie Sullivan (PDYC SheSails Rep), Sarah Findlay, Narissa McElwee & Nikki White-Bayne
- Organised by Colleen Darcey, Sailing Operations Manager at DSS
- Open invitation to all clubs
- Combined club initiative



Ummm....

- Who's sailed an Elliot 6 before?
- Who's going to crew?
- Who's going to helm?
- What will this day involve?



Answers:

- Range of ages and sailing experience
- Chance to network, gain experience and be inspired
- Concluded with a social function
 - Guest speakers Kate Warner, previous Governor of Tasmania, Tiffany Cherry, sports presenter & Jessica Watson, offshore sailor
- Finished the day feeling capable with a sense of satisfaction and accomplishment
- We'd stepped up and were skilled enough to handle it



Movie Night Wynyard Yacht Club

- Organised by Jess Andrewartha, Vice Commodore & WYC SheSails Rep
- Engage members in the off season
- An event which can be enjoyed by anyone and everyone
- Different sort of event to Leven
- Range of activities on the Coast to reach a broad audience



SheSails@Leven

- SheSails team: Kate Reilly, Beth Dodwell & I
- Women's Sailing Day
- Provide a different pathway into the Club
- Strong community participation
- One participant became a member at LYC another at PDYC
- One currently sailing in MYC winter series



More ripples...

- Members from Wynyard, Burnie & Mersey Yacht Clubs were able to support the event by helming and providing additional boats
- Des from Macquarie Harbour Yacht Club was able to assist in a support boat
- We provided a space where women could put aside their volunteer roles and instead sail



And more ripples...

- Different conversations in the rigging yard
- Confidence boost for girls and women helming & in support boats
- Formal & informal feedback was supportive and encouraging
- Creating & sharing once in a lifetime experiences



A lull between ripples...

- Beth & Kate were juggling a lot
- I was feeling flat & despondent
- Acknowledge how we feel
- To put energy & our best effort in we need to be motivated



An unex



What does this mean for you?

- Each club has interpreted SheSails in a way that meets the needs of their community & club
- What is your community crying out for?
- How can your club meet that need?
- Now check in
- Imagine a movie of leaving here today and not putting much effort in
- What's that like?



What does this mean for you?

- Imagine a movie of leaving here today and doing that thing which lights you up like a Christmas tree
- What's that like?
- Write down that thing and how you feel



What does this mean for you?

- What needs to happen to make that happen?
- Write that down

This is the pebble which starts the ripple



What does this mean for you?

You are the pebble

You start the ripple



Simplifying Technology for Volunteers

Chris Jones & Amy Potter

AS Staff

Simplifying Technology for Volunteers

- Identifying tools to help clubs meet their objectives
- Introduce the capabilities of these tools
- Examine how these tools can help your club
- Links to resources to help you learn how to use these tools

Membership Management



Revolutionise Sport

- Membership
- Finances
- Events, Regattas, Courses
- Communications
- Website
- Online Shop
- Governance

Retain your clubs knowledge

FILE SHARING



Meeting Tools

- Revsport
- MS Teams
- Zoom
- Skype
- Go To Meeting



Volunteer rosters



Pros: free
Cons: outdated software, ads



Pros: easy to use and navigate
Cons: premium features \$9.99/month



Pros: free and premium
versions very similar, guided
set up videos

Reduce the risk of theft

What are some changes your club can make to become cashless?

Delivery and Click and Collect options TAS

coles

Woolworths 



BAR AND CANTEEN MANAGEMENT (POINT OF SALE TECHNOLOGY)



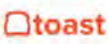




POS Systems

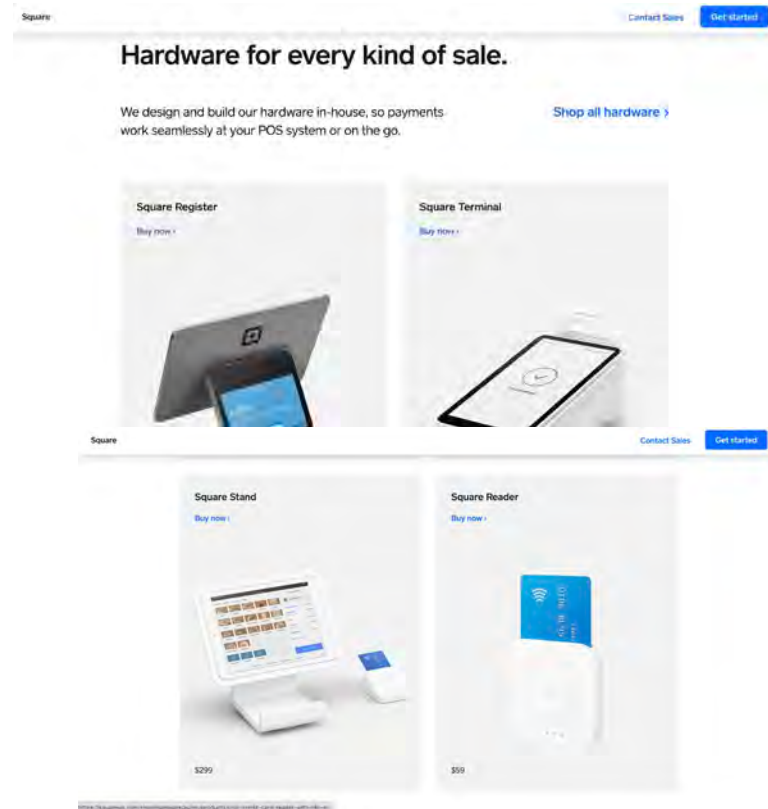
Best POS Systems for 2021

By Skye Schooley, Business News Daily Staff | Updated Jun 05, 2021

Here are the best POS systems for small businesses in 2021, including point-of-sale solutions for retail stores, restaurants and mobile businesses.

Best for Small Businesses	Best POS Hardware	Best for Online Restaurant Ordering	Best Retail System	Best Restaurant System
 Square Square POS	 clover Clover	 toast Toast	 lightspeed Lightspeed	 TouchBistro TouchBistro
VISIT SITE	VISIT SITE	VISIT SITE	VISIT SITE	COMPARE QUOTES
GET QUOTE	COMPARE QUOTES	COMPARE QUOTES	COMPARE QUOTES	
<ul style="list-style-type: none">✓ Pricing starts at \$60/month✓ Best for restaurants & retail✓ Free plan available	<ul style="list-style-type: none">✓ Pricing starts at \$9.95/month✓ Best for cafes & e-commerce✓ Clover-branded hardware	<ul style="list-style-type: none">✓ Pricing starts at \$69/month✓ Best for restaurants✓ Contactless ordering	<ul style="list-style-type: none">✓ Pricing starts at \$69/month✓ Best for retail & restaurants✓ Robust industry-specific features	<ul style="list-style-type: none">✓ Pricing starts at \$69/month✓ Best for restaurants✓ 200+ restaurant-focused features

Square POS



- + Customisable
- + trusted, well known
- + simple and easy to navigate
- + mobility
- Sales reports; not as detailed as other platforms
- separating Sign in of users / different access levels

Clover



- + lots of additional features: discounts, loyalty systems, customer profiles
- + keeps track of sales to allow ease of stock replenishment etc.
- + separate sign ins and access
- Costs
- options for smaller businesses

What your Clover POS can do for you



Online ordering

Get set up fast—and get ready to take in orders from everywhere customers find you: searches, ads, or your website.



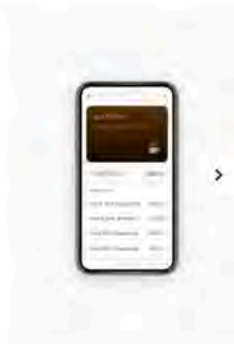
Take it curbside

When you need a fully mobile POS system to handle everything life throws at you. Curbside, orders for pickup. Flex does it all.



Go mobile

Accept all types of payments, especially contactless, anywhere you have a Wi-Fi or cellular connection.



Gift cards included

Replace untrustworthy paper gift certificates with physical or digital gift cards that can be stored on a card or on a phone. Customize with your own logo.

Race Management

sailingresults.net

Sailingresults provides software to assist in the management of large sailing regattas. The full system contains Sailing Results, Protests, Event Notices, Rule 42 Infringements, Requests for Information and Big Screen Displays



Topyacht is the the largest provider of Race Management Software in Australia, with over 140 clubs, associations and events using the system, from results processing for small volunteer clubs through to online entry solutions for the largest sailing events in the country.
Contact:
Rod McCubbin - support@topyacht.com.au



ScoreIT is the premier online results system and continues to be used from club up to international level, by over 300 users all over the world!
ScoreIT is free to use, however the system does cost to maintain. To enable ScoreIT to continue to be available online donations via PayPal are greatly accepted.



SailSys is a complete online race management system, the only one to include the highest pedigree of PHS handicapping. Designed & developed by yachtsmen with decades of experience in major yacht racing, it is currently used by some of the clubs and events.
Recently redesigned and upgraded, SailSys provides a simple and logical workflow while seamlessly handling multiple point-scores in a single series (series-in-series), to ensure that volunteers club administrators benefit from simpler, more cost effective race management.



Regatta Toolbox has everything you need to run a modern regatta, whether it's a local event or a World Championship. See for yourself what organizers and class administrators all over the world are talking about.
Contact:
Graham Biehl support@regattatoolbox.com

SailWave

Sailwave is a popular, fully-featured, easy-to-use, multi-lingual, sailing results/scoring application for Windows - running on other platforms via Windows emulation software. In addition to the help available on the website, friendly help and advice from hundreds of experienced Sailwave users and the authors are available from the Sailwave User Group. Flexible publishing tools allow results to be targeted to web browsers, blogs, websites, email, and sailing news sites.

Sailwave is used internationally at all levels of the sport, from sailing club dinghy/yacht racing/regattas to regional and world championships and is supplied free of charge

SailRes has been used for race results by many clubs around Australia for over 10 years now. It was set up to simplify the job of club scorers by providing club and regatta results with a minimum



BUOY ZONE

RACE COURSES MADE EASY.

Buoy Zone makes it easy to lay a perfect course in a few minutes!
Wind shift? Inexperienced support boat? We've got you covered.

Our mobile app helps clubs run thousands of races every season.

Build your brand

- Unique Identity
- Vision
- Targeting marketing
- Familiarity of your members
- Uniformity

Derwent Sailing Squadron Inc
23h · 🌐

This weeks chef specials are already a hit and the best part is you still have time to try them out.

The restaurant is open Wednesday to Friday for Lunch & Dinner and now also open for Sunday Lunch.... [See More](#)

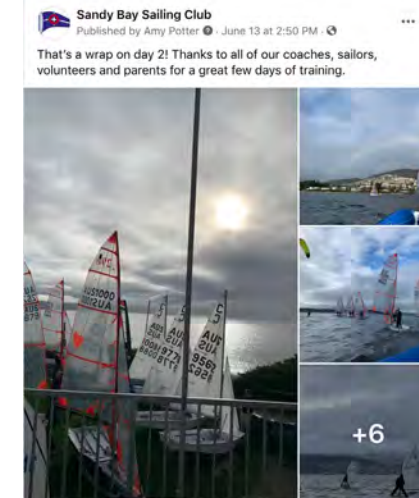


PHOTO STORAGE AND ORGANISATION



Uses: upload and organise club photos using cloud storage.

Benefits: photos are not kept on a volunteers computer and lost when they move on. Easily shareable.

Outcomes: a library of images from where you can create club history and build club culture and use on all forms of marketing collateral.

GRAPHICS



Uses: design posters, flyers, memes and other graphical elements

Benefits: don't need a degree to produce great graphic designs

Outcomes: professional looking communications

Build your brand – social media

Why is posting on social media important?

- More brand awareness
- Cost effectiveness
- Customer feedback and customer service
- Time saving



Newsletters

- Revsport
 - Template emails
 - Template reports e.g. new members



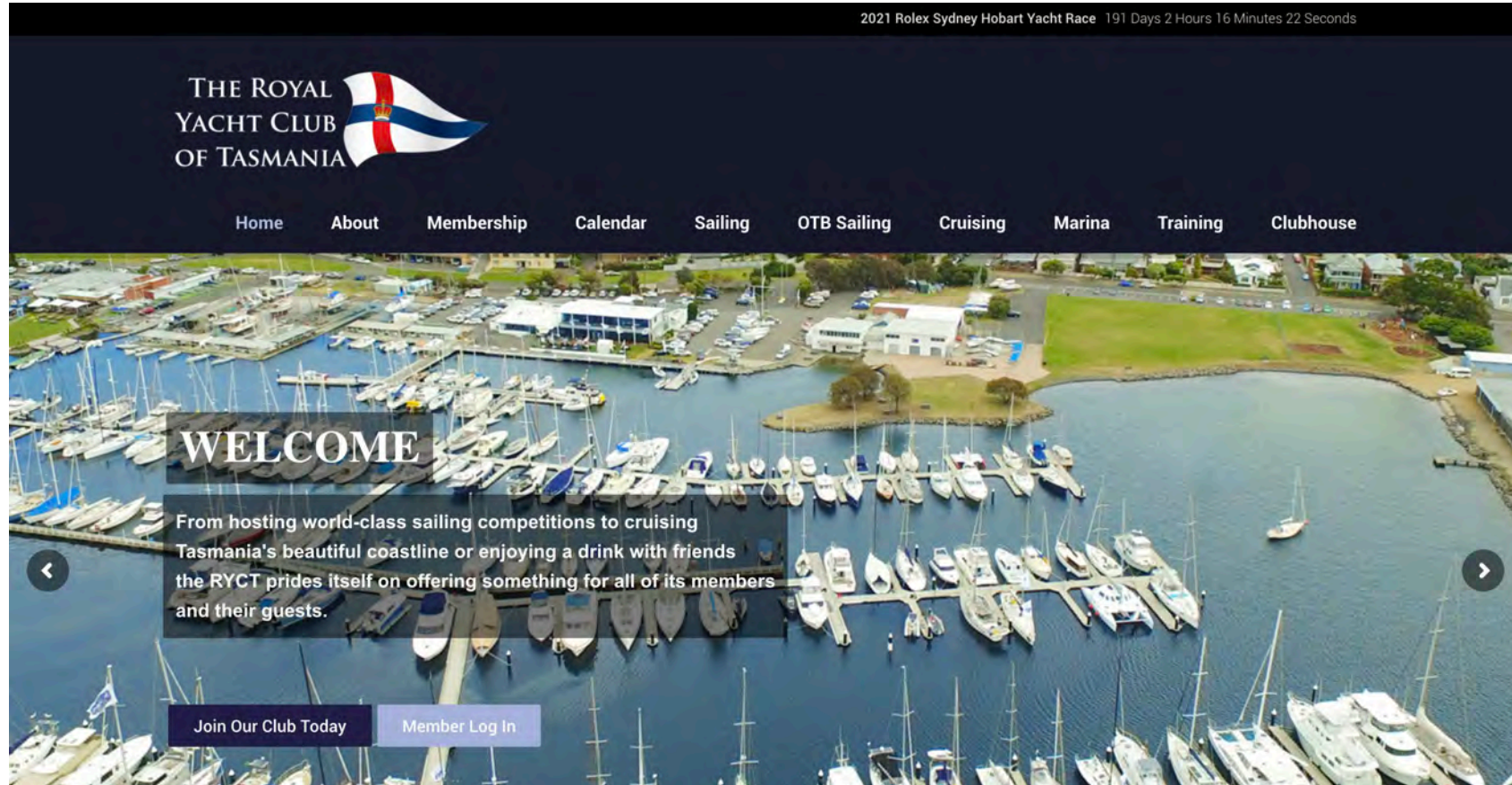
The Power Of Your Clubs Website



High quality websites have the capacity to:

- ❑ Inform and engage its visitors
- ❑ Store important club operational and historical information
- ❑ Significantly reduce volunteer work loads
- ❑ Become a major source of revenue

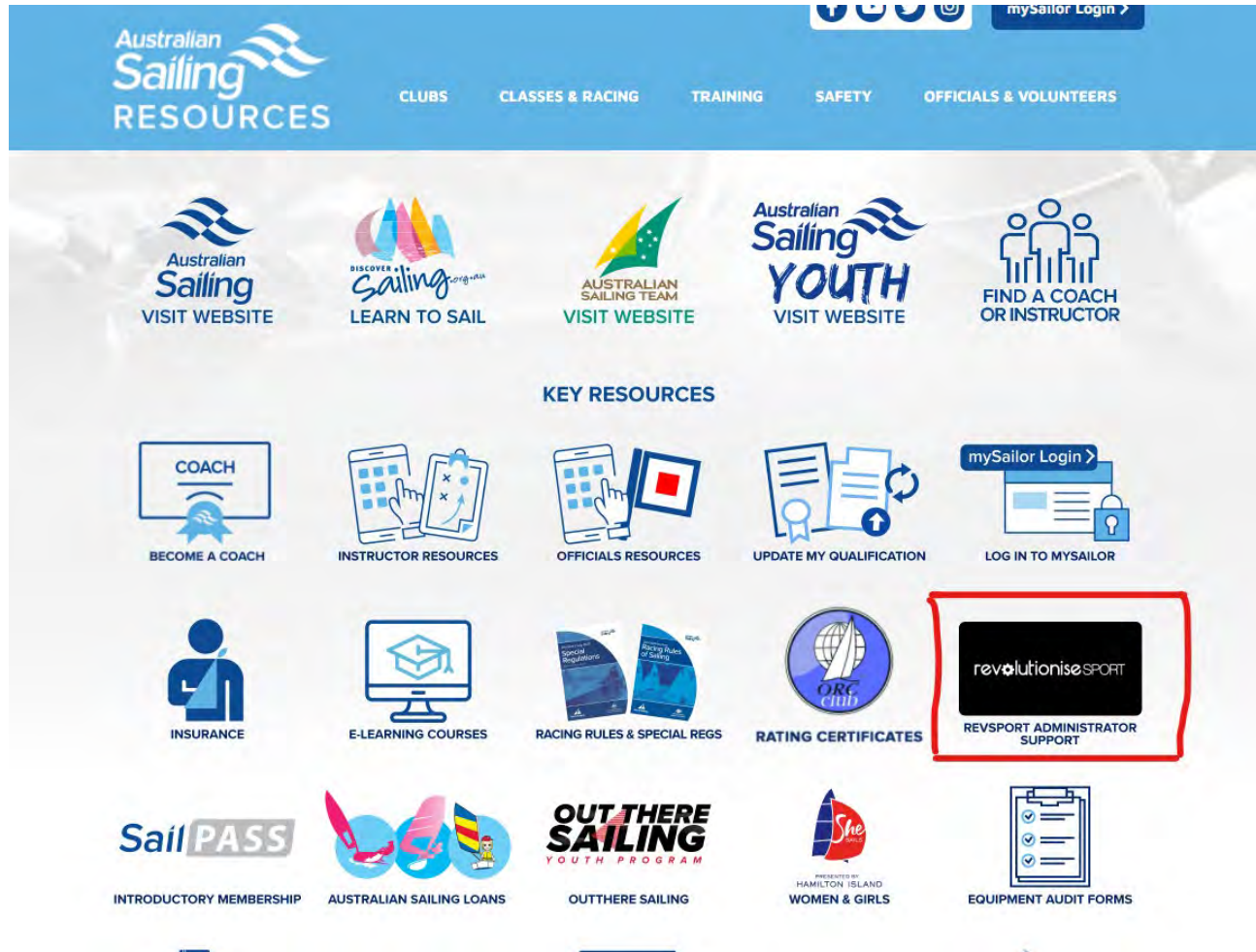
Example: RevSport Website



Features of a RevSport Website

- Integration of revSPORT system modules: registration, events, courses & training
- Additional features such as and Online Shop, Rostering, Bookings and Meetings
- Customise your website with club images, logos, sponsors etc.
- Upload images & files to the site such as photos, logos and more
- Integration with Facebook, Instagram, Twitter and YouTube
- Basic reporting on site statistics with the ability to integrate Google Analytics

www.sailingresources.org.au



Summary

- 30+ technology platforms mentioned that could help improve your clubs efficiency.
- low cost, or no cost, with almost guaranteed increase in revenue.
- If you aren't using technology, think about how you can.

Spend less time on admin and more time on the things that matter most.



Coffee Break

Clubs Tasmania

Andrew Moore

Clubs Tasmania

HELLO SAILING CLUBS – THANKS FOR THE OPPORTUNITY TODAY

- I would like to acknowledge the traditional original owners of this land, and am grateful for the space where we are meeting.
- I can imagine the elders who would have walked on this open land, living and dancing, together by the magnificent Derwent River.



- My intention today is to add value to what Chris and Amy have outlined in regard to 'Cashless Clubs' 'Food Security' 'Reducing the workload on Volunteers and provide an overview of how Clubs Tasmania can help sailing clubs like yours.



KEEPING COMMUNITIES STRONG AND CONNECTED IS IMPORTANT

Clubs Tasmania, part of the Tasmanian Hospitality Association, work in partnership with RSL's, sporting and community clubs, Communities, Sport and Recreation (CSR) and State Sporting Organisations (SSO's) to:

- Provide advocacy and lobbying on behalf of the sector and represent the interests of community clubs to the broader community and three layers of Government
- Strengthen the community club industry with access to timely advice, updated information and ongoing support
- Build capability in the sector for a volunteer and paid workforce
- Encourage the use of technology to reduce the workload on volunteers
- Promote a platform of thinking differently, in response to changing demographics and the ongoing impact of the COVID 19 pandemic and
- Support clubs to remain viable and sustainable



OVERALL VISION

- **The peak advocacy body for community clubs across Tasmania**



CASHLESS CLUBS



Our partnership with Bendigo Bank provides the following benefits:

- Increased financial accountability
- Reduced theft
- Reduced volunteer workload
- Increased reporting
- Compliance with post COVID 19 protocols and guidelines
- Cost effective banking solutions for community clubs



FOOD SECURITY

If your club has a canteen, a bar/restaurant or even just a large member base we have a number of solutions and opportunities for you to better (and safely) serve your members and supporters, our 'Lets Play' partnership with PFD Food Services provides the following benefits:

- Place orders confident your products will always arrive in peak condition.
- A range of over 6,000 products that will help satisfy every aspect of club operation.
- Fresh meat and seafood trays for fundraising, sausages for your Saturday sizzle and great ideas for your spinning wheel.
- Reduce the workload on volunteers, order on the app
- **If you think your club and our team would be a great match – call us on 131 733 and we'll go from there.**



when reputation counts



TECHNOLOGY

To remain viable and sustainable, volunteers and paid staff in the community club sector need to have access to modern technology and services that ensure community clubs are more efficient and effective in delivering services and reduce the workload on volunteers:



Digital Ready Tasmania

If you're ready to grow your club by taking the next step online or using social media, the Digital Ready for Business program is here to help! The program has been developed to empower you to take charge of your online presence and develop a strategy that helps bring greater awareness of your club in the community and attract new members to your club.

Book your 4 hours free by visiting our website digitalready.tas.gov.au or contacting 1800 440 026



CURRENT MEMBERS

Clubs Tasmania are currently supporting the following sailing, boat and yacht clubs:

- DERWENT SAILING SQUADRON
- LINDISFARNE SAILING CLUB
- AUSTRALIAN SAILING TASMANIA
- MERSEY YACHT CLUB
- MONTROSE BAY YACHT CLUB
- MOTOR YACHT CLUB OF TASMANIA
- ROYAL YACHT CLUB OF TASMANIA
- BELLERIVE YACHT CLUB
- GEILSTON BAY BOAT CLUB





- Andrew Moore
- Clubs Tasmania - Project Manager
 - P: 1300 125 827
 - M: 0408 284 228
 - E: andrew@tha.asn.au



**THANKS
FOR
LISTENING**



Membership Retention Q&A

Verity & Ollie Shugg

SBSC



Questions

Club Services – TAS

Chris Jones

Regional Manager

Chris.jones@sailing.org.au | 0400 364 530

Amy Potter

Events Coordinator

Events.tas@sailing.org.au | 0455 319 792

