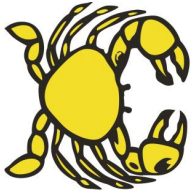




- DIY maintenance haven
- Year-round racing calendar
- Active social community hub
- Celebrating our 40th anniversary this year





MEMBERSHIP

as at Feb 2022:

TOTAL: **1571** *7th consecutive year of growth*

SENIOR: 305

SAIL CREW: 50

SOCIAL: 1195

JUNIOR: 28

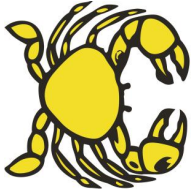
FEMALES: 23% senior, 50% sail crew, 40% social

AGED 60 +: 50% senior, 24% social

Growth occurring in the social and sail crew categories.

Senior membership remains steady.

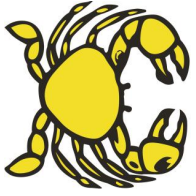




LAST 12 MONTHS

- Gross profit increase of 13% for 1st half of the 2021-2022 Financial year (without the covid funding support received last year). Achieved through special events, full hard stand occupancy and increased NT consumer confidence.
- Positive trend now hampered by Covid prevalence, with reduced sales figures anticipated in the short term. Steady sales support from ‘the regulars’ is assisting.
- Major infrastructure repairs conducted on the wharf external pillars and pontoon walkway bridge.
- 2021 – 2024 Strategic Development Plan completed and in use.
- New kitchen caterers now bedded in and producing quality meals.
- DBCYA OHS Management Plan developed and implemented.
- Grant funding obtained for wharf pillar repairs and OHS plan.
- Focus now away from merging adjacent land lot (Lot 7303) with existing title (Lot 6475) – preference is to maintain control through an Occupation License.
- The return of our signature event ‘The Viking Funeral’, our biggest fundraiser by far, after not being able to run it last year.

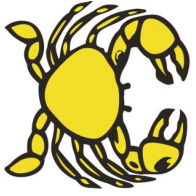




NEXT 12 MONTHS

- Plan for continued asset remediation – pontoon, poles basin support wall, aged buildings – all high-cost items. Funding options are limited but essential if we are not to dip significantly into own reserves.
- Establish a sub-committee to assist the GM with asset management.
- Look for ways to increase staffing capacity - hampered by insufficient income stream to support.
- Plan for a net loss this financial year and likely next due to high asset R&M expenditure.
- Remain tentatively positive for the upcoming year, based on first half year trading results and the assumption of short-term Covid impact.

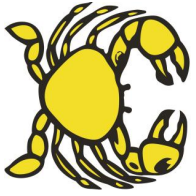




NEXT 12 MONTHS

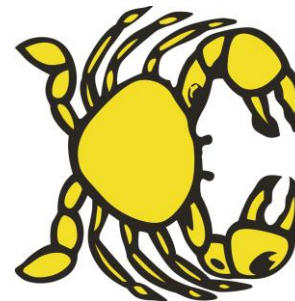
- Continue our focus on compliance, policy and governance and developing our social community including attracting younger members
- Keep to our core mission by focusing on maintaining and improving our existing practical facilities and services to local and visiting yacht persons and water dwelling neighbours.





SAILING UPDATE

- Dry season racing calendar implemented, wet season underway with reduced competitors due to Covid and other reasons.
- Novice Helm event in January not popular, will include in Dry Season series to leverage off DSC training calendar.
- Continue to develop our successful Sailing Calendar
 - explore recommencement of the Spice Islands Darwin to Ambon Yacht Race
- Challenges in engaging suitable volunteers after changing of the guard in our race support team



any questions?