



2021 Club Conference

Western Australia | East Fremantle Yacht Club

17 July 2021





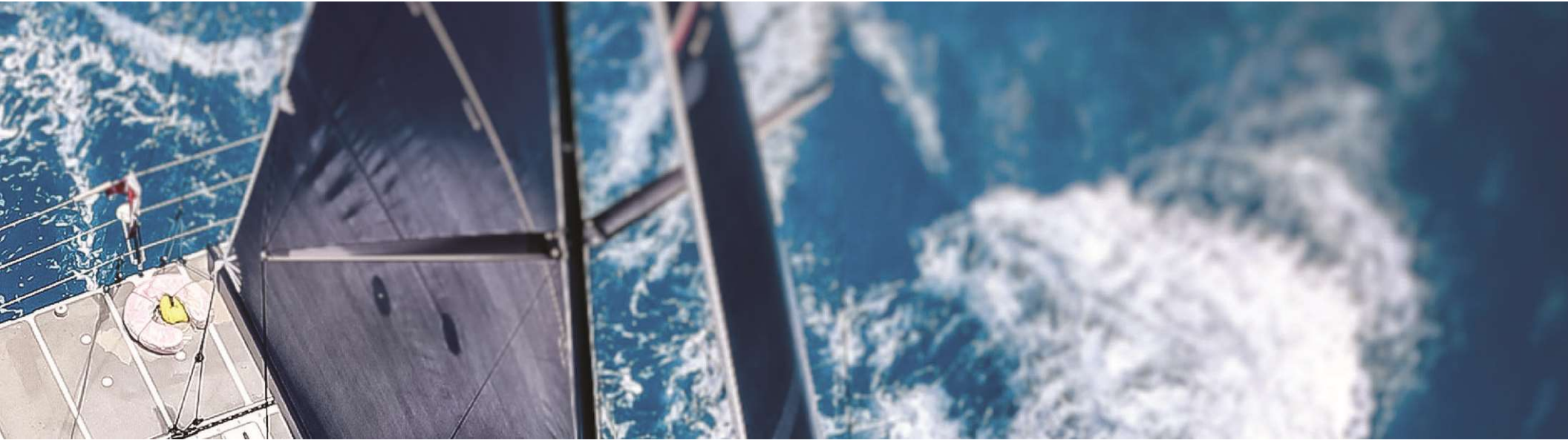
Welcome

Michael Honer | East Fremantle Yacht Club



Welcome to East Fremantle Yacht Club





YWA Update

Mark Nicholas | Yachting Western Australia President



Agenda and Introductions

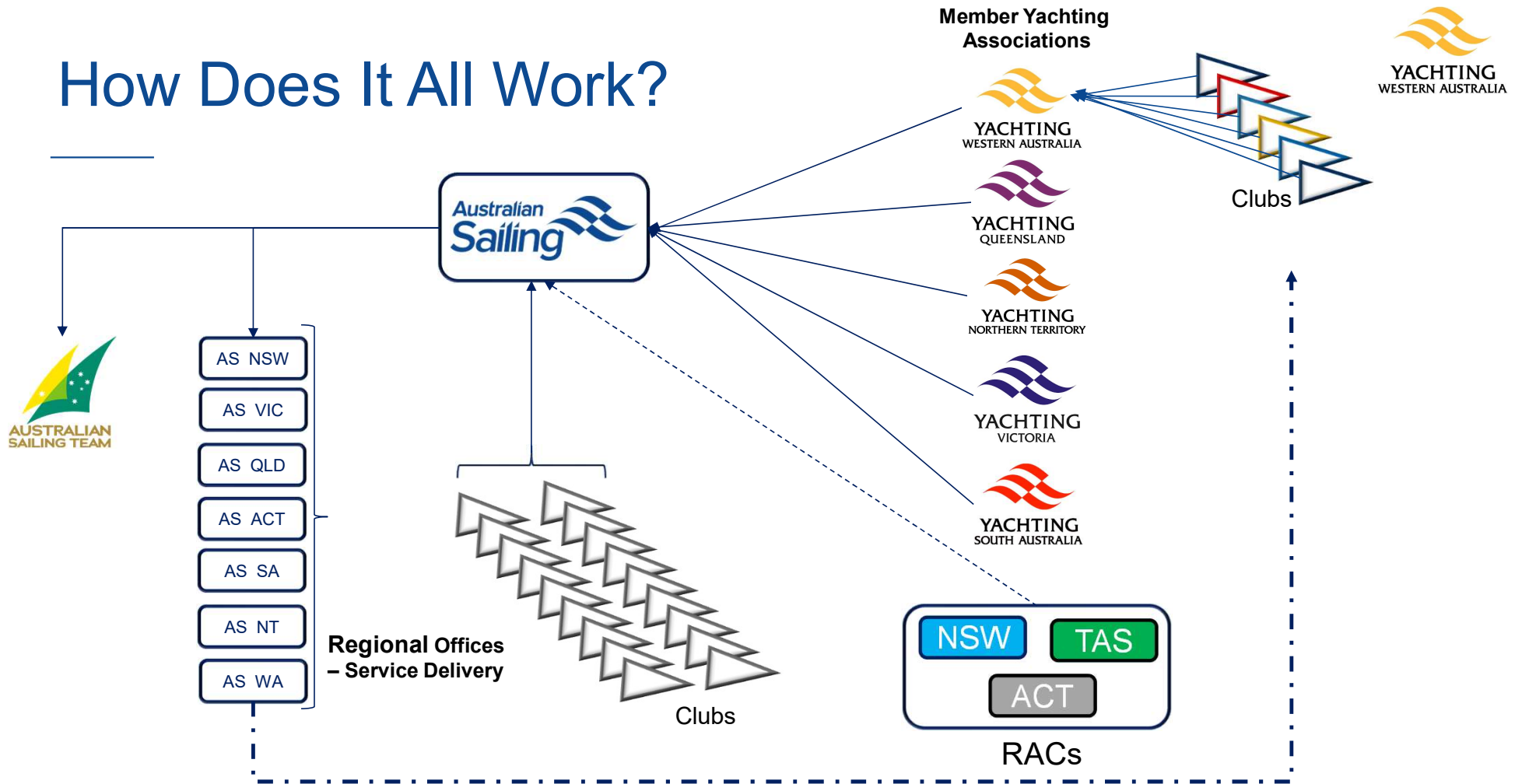
Time	Topic	Presenter
0900 - 0930	Arrival and Coffee	
0930 - 0935	Welcome	Michael Honer East Fremantle Yacht Club
0935 - 1005	YWA Update	Mark Nicholas YWA President
1005 - 1035	Australian Sailing Strategic Update	Skip Lissiman AS Board Member
1035 - 1105	Australian Sailing Operational Update	Andy Fethers AS WA Regional Manager
1105 - 1125	Programs, Education, and Online Services Update	Jenn Suffield AS WA Club Services Officer
1125 - 1215	Lunch break	
1215 - 1315	Child Safety: <i>How to Maintain Member Relationships Through Effective Child Safe Complaint Handling</i>	Lorraine Donachie 17 Coaching
1315 - 1330	SheSails: Festival of #SheSails	Robert Crofts Royal Perth Yacht Club Grant Alderson WA Para Sailing Squad
1330 - 1345	Member Growth and Infrastructure Success Story	Sarah Twigger Koombana Bay Sailing Club
1345 - 1415	Department of Transport: <i>Marine Safety</i>	Mark Briant Department of Transport
1415 - 1430	Coffee break	
1430 - 1440	Simplifying Technology for your Volunteers	Adele Jackson Hillarys Yacht Club
1440 - 1450	Simplifying Technology for your Volunteers: <i>Mark Set Bot Australia</i>	Mark Crier Mark Set Boat Australia
1450 - 1530	Q & A Panel Discussion	Skip Lissiman AS Board Member Mark Nicholas YWA President Andy Fethers AS WA Regional Manager Jenn Suffield AS WA Club Services Officer
1530 - 1600	Stakeholder Engagement with Volunteer Managed Clubs (Clubs from band 13 and higher)	Mark Nicholas YWA President
1530	Drinks	

YWA Update



- ▶ Your Association – What, How, Who
- ▶ AGM – 16 August 2021
- ▶ Government Relations Update
- ▶ RTO Update
- ▶ Fee Structure Review
- ▶ Olympics – Leveraging for Participation
- ▶ Discover Sailing Campaign
- ▶ State & National Awards

How Does It All Work?



AS Advocacy and Communication

- ▶ YWA advocates on Clubs' behalf
 - ▶ Policy
 - ▶ Safety
 - ▶ Rules
 - ▶ Member Protection
 - ▶ Fees
 - ▶ Strategic Plan

2021 AGM

Monday 16 August - 1730



- ▶ Board Refresh
- ▶ Understand the role – Directors, not representatives
- ▶ Understand the Task – Strategy and Advocacy, not operations
- ▶ Nominations
 - ▶ Skills based
 - ▶ Maturity
 - ▶ Intellect
 - ▶ Governance Awareness

Interface to Government

- ▶ **YWA is the Face-to-Government for Sailing**
 - ▶ Policy Input (sea safety, access to waterways, transport infrastructure)
 - ▶ Governance
 - ▶ Member Protection
 - ▶ Member issues / disputes
- ▶ **Specific Matters**
 - ▶ PFD Waivers
 - ▶ Future Traffic Bridge
 - ▶ Speed Limits
 - ▶ Funding Agreement

- ▶ **SAILING IS VIEWED AS A MODEL OF GOOD GOVERNANCE**

Accessing Funding

- ▶ Government Grants
 - ▶ **IIP - \$180K** – Delivery of Core Services to the sport in WA
 - ▶ **Sports Development Fund Grant - \$19.5 K** – Membership growth
 - ▶ **Regional Service Grant - \$30K** – Improve sports access for regional people
 - ▶ **Health Promotion Partnering - \$25K** – Healthways SunSmart program
- ▶ Other Grants
 - ▶ **Ron Tough Foundation - \$2.5K** – Westsail
 - ▶ **Community Sport & Recreation Facilities Fund – \$100k** – PDSC, GYC, PHYC

TOTAL FUNDS ACCESSED \$257k

All spent in WA supporting Clubs

RTO Update

- ▶ Delivering Training Essential to Safe Boating in WA
 - ▶ Recreational Skippers Ticket (RST)
 - ▶ Radio Licenses
- ▶ 40% Uptick in 2020/21
- ▶ Audited and Re-Licensed
- ▶ Generates further revenue
- ▶ AS looking at replicating the model – review of business model more broadly
- ▶ Incentivising Instructors to be based at Affiliated Clubs


Recreational Skippers Ticket (RST) Update



- RST Assessors
 - 49 Assessors
 - 43% delivered regionally, from Kununurra to Esperance
 - 49% deliver to under 30 (under 18 – 29%)
 - Looking to increase club engagement via these assessors



Authorised Provider Yachting WA (RTO Code 51536)

	19/20	20/21	Delta
Applications Processed	3254	4560	 40.1% (+ 1306)

Fee Structure Review

- In 2018 - National banded fee structure for affiliation fees introduced
- Purpose: Equity *Not* revenue
- 2020/21 - review has been undertaken
 - WA represented
 - Banding Model revised
- Details of new fees will be communicated to clubs this week

Performance Pathways

- ▶ Drivers for Participation
- ▶ WAIS
 - ▶ Strong working relationship
 - ▶ Small financial contribution (majority provided by Australian Sailing)
 - ▶ Leverage facilities and capability for WASS
- ▶ Focus on Retaining links to Home Clubs

Tokyo 2020

- an opportunity for Marketing leverage

- Australia has eight of the ten classes qualified
- Huge effort to ensure our athletes remain safe
- Opening Ceremony is 23 July,
- Sailing commences 25 July
- Clubs are encouraged to register with the AOC as 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



The Schedule



#GoAusSailors

Show your support for our Australian Sailors and keep up-to-date with racing results, schedules and news from Tokyo

SAILING SCHEDULE - TOKYO OLYMPICS 2021

	JULY 25	JULY 26	JULY 27	JULY 28	JULY 29	JULY 30	JULY 31	AUG 01	AUG 02	AUG 03	AUG 04
MEN'S LASER Matt Wearn	H	H	H		H	H		MR			
MEN'S FINN Jake Lilley			H	H	H		H	H		MR	
MEN'S 470 Mat Belcher & Will Ryan				H	H	H		H	H		MR
MEN'S 49ER Will & Sam Phillips			H	H		H	H		MR		
WOMEN'S LASER RADIAL Mara Stransky	H	H	H		H	H		MR			
WOMEN'S 470 Nia Jerwood & Monique de Vries				H	H	H		H	H		MR
WOMEN'S 49ERFX Tess Lloyd & Jaime Ryan			H	H		H	H		MR		
NACRA 17 Jason Waterhouse & Lisa Darmanin				H	H		H	H			MR

Legend: H = Heats MR = Medal Race

australiansailingteam.com.au

Follow their journey with daily updates during the olympics on our website or any of our social channels:

- facebook.com/AusSailingTeam
- Instagram.com/AusSailingTeam
- [@ausailingteam](https://twitter.com/ausailingteam)
- Youtube.com/c/AusSailingTeam
- [@ausolympicteam](https://twitter.com/ausolympicteam)



Matt Wearn (Mens Laser), Nia Jerwood and Monique de Vries (Women's 470)



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: AS is busy creating the marketing toolkit for Clubs now, with the intent to have it delivered to Clubs by late July.

Key Points



- Clubs encouraged to add courses in to revSPORT in advance
- Australian Sailing Campaign to be delivered largely through targeted social media advertising with the Discover Sailing Call to Action
- Driving traffic to a redesigned discoversailing.org.au homepage
- Information to be shared via Club News, including how to stream

Awards – recognising all aspects of our sport

▶ PERFORMANCE

- ▶ Male Sailor
- ▶ Female Sailor
- ▶ Para Sailor
- ▶ Youth Sailor
- ▶ Offshore Sailor
- ▶ Coach

▶ CLUB

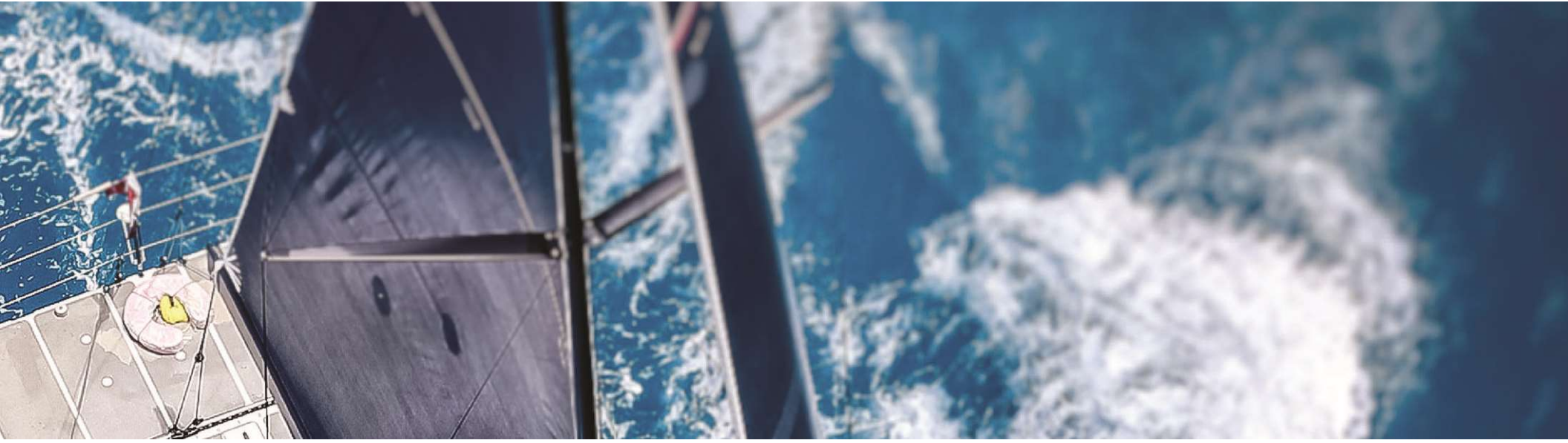
- ▶ Club of the Year
- ▶ Instructor
- ▶ Official
- ▶ Volunteer

▶ SPORT

- ▶ Lifetime Achievement
- ▶ SheSails
- ▶ Sports Professional
- ▶ Sport Promotion
- ▶ Sustainability

- **Nominations Open Now – Close 13 August**
- **Presentation Night – 30 September – Hillarys Yacht Club**
- **Winners progressed to National Awards**





Australian Sailing Strategic Update

Skip Lissiman | Australian Sailing Board Member



Australian Sailing Strategic Update

- Stakeholder Engagement project
- Australian Sailing Strategic Plan



Australian Sailing

Grow participation



Supports over 150 Discover Sailing Centres with learn to sail programs for dinghy, windsurf and keelboat



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



Trains and accredits over 2,200 instructors and coaches



Promotes female participation through SheSails



Trains and accredits over 2,000 officials (race officers, judges, umpires, measurers & equipment auditors)



Helps clubs connect with new members through SailPass



Powerboat training courses and licencing



Ratings & handicapping systems, yardsticks and certification

Australian Sailing

Buld the Profile of Sailing



Conducts state and national Australian Sailing Awards



Partners with clubs to deliver major events



Delivers the Australian Sailing Hall of Fame



Promotes the sport through initiatives including Discover Sailing Day and Welcome to Our Playground



Promotes the achievements of sailors in the media



Helps clubs and classes bring major events to Australia

Australian Sailing

Enhance the People,
Structure and Culture of Sailing



**Hosts Club Conferences
and Instructor Conferences**



**Provides the Sailing
Resources website with tools,
templates and information**



**Contributes to the
development of the Racing
Rules and Special Regulations**



**Supports volunteer
committees and provides
access to leadership programs**



**Provides personal
accident insurance coverage
for club members**



**Supports clubs with
member protection and
dispute resolution**

Australian Sailing

Ensure Sailing's Sustainability



Sources government funding and grants to support sailing



Represents Australia at World Sailing



Maintains self-regulation of safety



Provides access to tax deductible fundraising through the Australian Sports Foundation



Advocates for maintaining access to waterways and minimisation of red tape



Access to interest free loans for clubs

Australian Sailing

Maintain High Performance Outcomes



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



The Barranjoey Pin celebrates the legacy of Olympic and Paralympic class sailing



Works closely with the Australian Institute of Sport and the Australian Olympic Committee



One of Australia's most successful Olympic sports with 11 gold, 8 silver and 8 bronze medals; as well as 4 gold, 2 silver and 1 bronze Paralympic medals



Works with state institutes and academies to develop athletes

Australian Sailing

Funding: Sources & Users



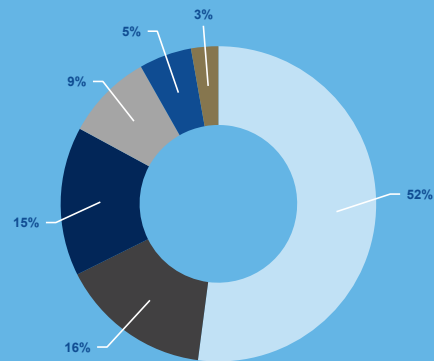
Is funded by a combination of affiliation fees, government grants, course fees, commercial partners and sponsors



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

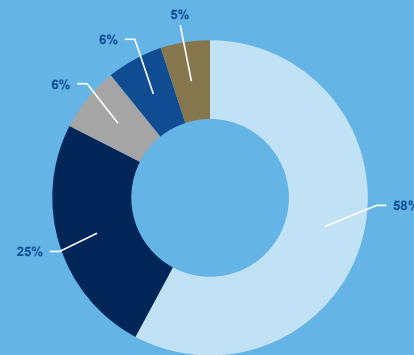
FUNDING SOURCES AND USES (2019-20 FY)

TOTAL REVENUE
High Performance and Services



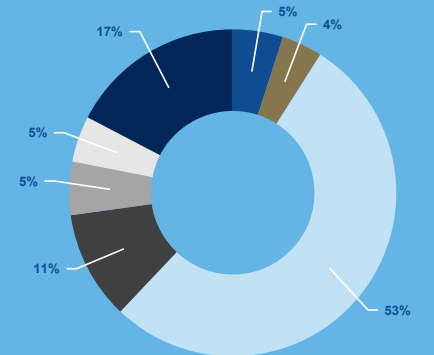
- High Performance
- Government Grants
- Training Revenue
- Membership Revenue
- Operating Revenue
- Sponsorship, Donations, other

EXPENSES- Services
(by Cost Centre)



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

EXPENSES- Services
(by Function)



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



About Australian Sailing

Where have we been?

- Royal Freshwater Bay Yacht Club
- Royal Perth Yacht Club
- Fremantle Sailing Club
- South of Perth Yacht Club
- Hillarys Yacht Club
- Mandurah Offshore Fishing & Sailing Club
- East Fremantle Yacht Club
- Perth Flying Squadron Yacht Club
- Claremont Yacht Club
- The Cruising Yacht Club
- Nedlands Yacht Club
- Mounts Bay Sailing Club
- Perth Dinghy Sailing Club
- Koombana Bay Sailing Club
- Sun City Yacht Club
- Jervoise Bay Sailing Club
- Exmouth Yacht Club

About Australian Sailing



Australian Sailing is the governing body for the sport of sailing in Australia. With our clubs and volunteers, we grow, advance and advocate sailing as a sport and recreational activity. 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.

OUR PRIORITIES ARE TO WORK WITH CLUBS TO:



Grow Participation
Each year 170 accredited Discover Sailing Centres see over 17,000 course participants through our Learn To Sail, Powerboat and Sea Safety & Survival programs.



Build the Profile of Sailing
We work with clubs to deliver Discover Sailing Day, Australian Sailing Awards, Hall of Fame and many state, national and world championship events to ensure sailing maintains its place in the Australian psyche.



Enhance the People, Structure and Culture
Our priority is to ensure that everyone enjoys the sport of sailing. This means everyone from club officials, to volunteers, judges, members and first-timers enjoy their time at the club.



Ensure Sailing's Sustainability
We make representations to government on behalf of all clubs at Local, State and Federal level, to protect and advance the needs of Sailing. Our goal is to ensure sailing remains affordable and accessible.



Maintain High Performance Outcomes
Australia is one of the leading sailing nations in the world, with the Australian Sailing Team representing Australia at World Championships and Olympic Games.

FUNDING: SOURCES & USES



Through your membership contribution, your club is making an investment that benefits all of Sailing. Club fees are not tied directly to services that a club may receive but instead relate to the needs of the whole sailing community as a collective.



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

HOW WE SPEND CLUB AFFILIATION FEES

EXPENSES By Cost Centre



EXPENSES By Function



Absolutely no club or member affiliation fees are used to fund any part of Australian Sailing's High Performance programs.

OUR SPORT:

100,000+ Club Members
17,000+ Course Participants
350+ Affiliated Clubs
250,000+ Participants
60+ Affiliated Class Associations
150+ Discover Sailing Centres

WE ARE TARGETING:

300,000 Participants
40% Females (currently 30%)
120,000 Club Members
20,000 Course participants
0 Fatalities or major incidents
200 Discover Sailing Centres

Visit sailing.org.au/about for more information on how Australian Sailing supports our affiliated clubs.



Club Engagement Findings

- Demonstrate greater engagement with the Powerboat community and leverage as the largest provider of Recreational Skippers Tickets.
- Help to connect with schools and funding (such as Sporting Schools).
- SailPass / Rule 46.
- Australian Sailing branding & communication demonstrating our valuable partnership.
- Understanding where Affiliation Fees are being spent.

Where to
next?

**Strategic Plan
2021 – 2032**





Support It

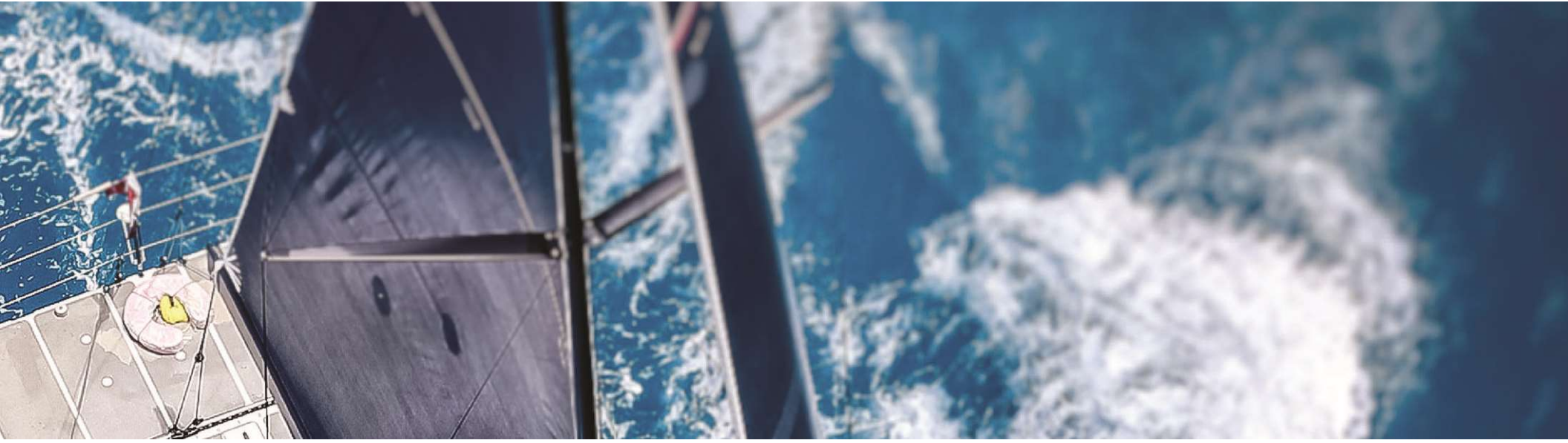


Grow It



Win It

Our Strategic Pillars



Operational Update

Andy Fethers | Australian Sailing WA Regional Manager



Operational Update

- Insurance, Member Protection, and Child Safeguarding
- Membership and Participation
- Club Pathways
- SailPass
- Communications and Resources
- Events: *WA Youth Sail, Instructor & Coach Conference, Coaches PD Day, Perth Boat Show, and Teachers Games*

Insurance, Member Protection, and Child Safeguarding

Joel Steendam from Network Steadfast, Australian Sailing's insurer, has provided a webinar as a resource for members.

<https://www.sailingresources.org.au/clubresources/insurance/>

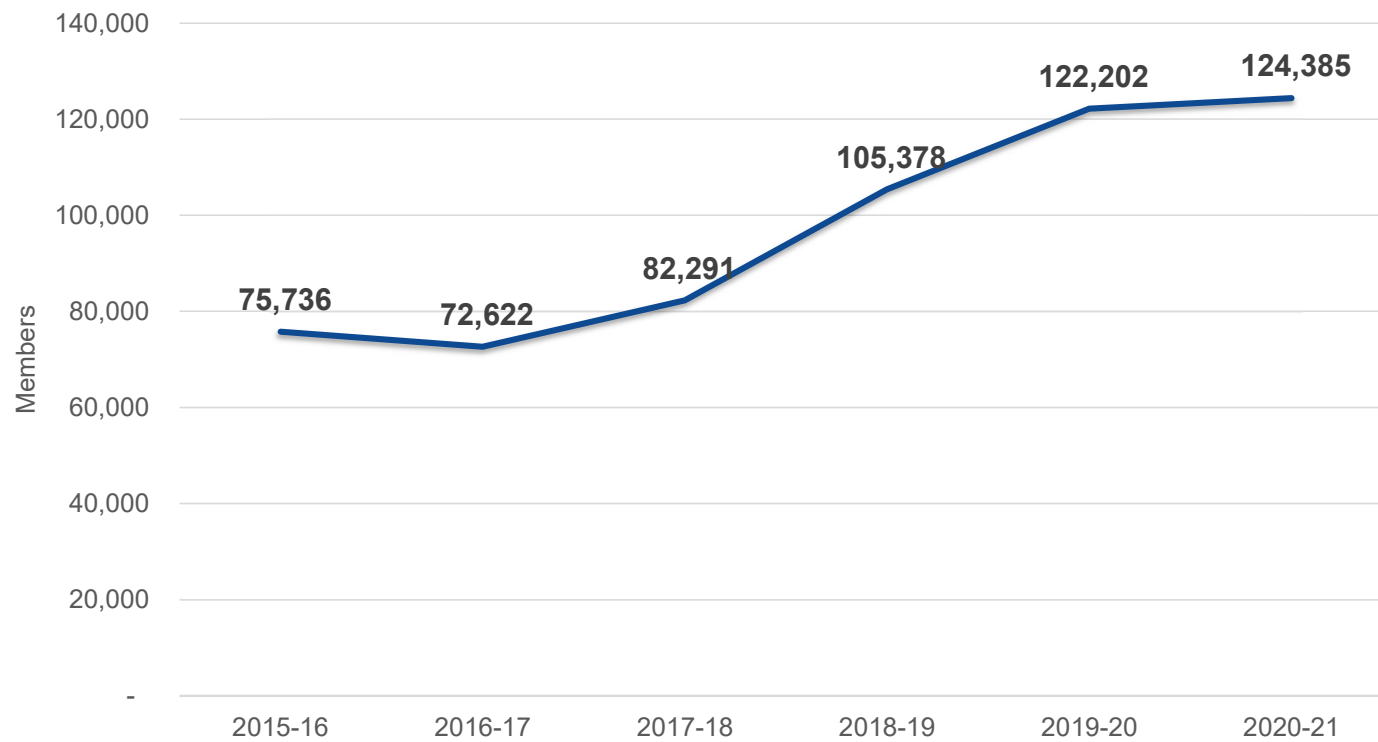
Every Club, Centre, and/or Class Association should have a trained Member Protection Information Officer (MPIO).

- [Member Protection & Child Safety](#)
- [MPIO Course Expression of Interest](#)

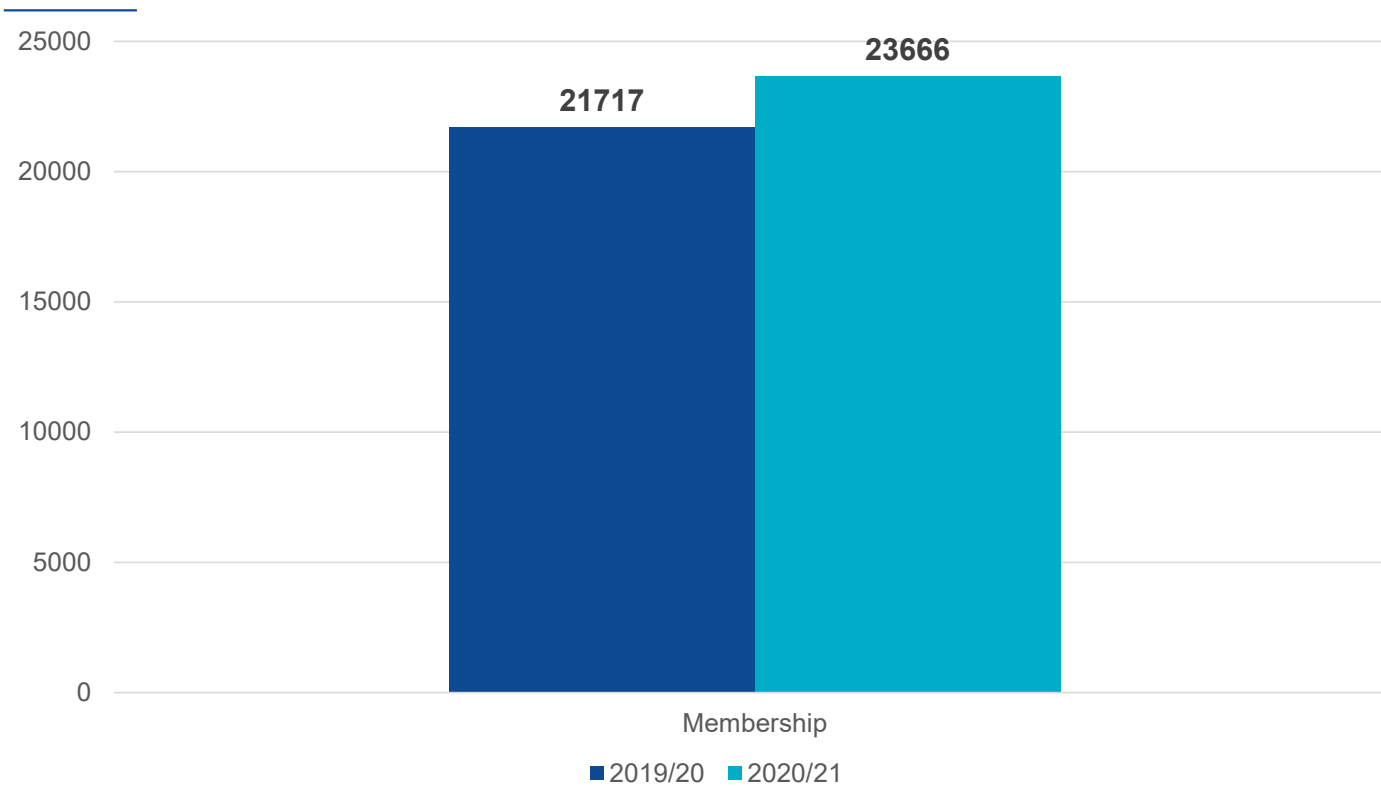


[Club Insurance Webinar](#)

National Membership Growth



Membership Comparison – WA



9% Membership growth in WA between the 2019-20 and 2020-21 season.

National Program Participation Report – Regions

Region	Participants	% Change
ACT	1474	114%
NSW	5360	32%
NT	251	164%
QLD	3312	77%
SA	396	47%
TAS	539	5%
VIC	5130	-35%
WA	3888	27%
TOTAL	20350	10%



National Program Participation Report – Programs



Program	Participants	% Change
Tackers	7521	20%
OutThere Sailing	2745	-23%
Dinghy	3707	25%
Keelboat	2689	58%
Windsurfing	172	52%
Powerboat	2141	98%
Discover Sailing Day	616	-69%
Safety & Sea Survival	759	-3%
TOTAL	20350	10%

National Program Participation Report – WA & National



WA	Discover Sailing Day	Dinghy	Tackers	OutThere Sailing	Keelboat	Windsurfing	Powerboat	Safety & Sea Survival
19/20	329	311	900	1063	209	43	77	104
20/21	574	590	1198	649	610	65	132	70
National 20/21	616	3707	7521	2745	2689	172	2141	759



National Program Participation Report

– Top 10 Discover Sailing Centres



#	Centre	Participants	Region
1	Hillarys Yacht Club	1402	WA
2	Royal Queensland Yacht Squadron	1321	QLD
3	Canberra Yacht Club	1300	ACT
4	Royal Freshwater Bay Yacht Club	1192	WA
5	Sandringham Yacht Club	1046	VIC
6	Flying Fish Australia	966	NSW
7	Newcastle Cruising Yacht Club	879	NSW
8	Southport Yacht Club	583	QLD
9	Royal Melbourne Yacht Squadron	505	VIC
10	Middle Harbour Yacht Club	413	NSW

National Program Participation Report – WA Highlights



- **Hillarys Yacht Club**
 - Rank #1 overall for Discover Sailing Centres
 - Rank #6 for OutThere Sailing
 - Rank #1 for Dinghy
 - Rank #2 for Keelboat
- **Royal Freshwater Bay Yacht Club**
 - Rank #4 overall for Discover Sailing Centres
 - Rank #3 for Tackers
 - Rank #3 for OutThere Sailing
 - Rank #4 for Windsurfing
 - Rank #7 (tied) for Powerboat
- **Princess Royal Sailing Club**
 - Rank #7 for OutThere Sailing
- **Royal Perth Yacht Club**
 - Rank #2 for Windsurfing
 - Rank #8 for Keelboat
- **Mounts Bay Sailing Club**
 - Rank #7 for Windsurfing program
- **Scouts WA Water Activities Centre**
 - Rank #7 (tied) for Powerboat

National Program Report

– WA & National Workforce



	Instructors		Coaches		Officials	
	M	F	M	F	M	F
19/20	546	209	33	13	199	52
20/21	545	212	40	15	202	62
National	4399	1913	246	90	1880	471

Club Pathway

Sarah Ogilvie has been appointed as the National Club Pathway Lead. A working group has been established and has made three key findings so far.

1. Retention is critical to sustain.
2. There are barriers to participation, club membership and volunteer recruitment.
3. Australian Sailing must provide member centric and club focused tools, training, education, and programs that address the above points.



[Club and Performance Pathways Webinar](#)

Racing Rules of Sailing 2021 – 2024

- Racing Rules Webinar, presented by Darren Eager, Chair of the Victorian Racing Rules Officials Committee, provided a presentation on the updated Racing Rules of Sailing.
- World Sailing's updated Racing Rules of Sailing came into effect on 1 January 2021 and will govern the sport for 4 years; until 31 December 2024.
- As of January 2022, all participants are required to be members of an Australian Sailing Affiliated Club.
- Speak with a Club Services Officer for more information on SailPass.



[Racing Rules of Sailing
Webinar](#)

Engagement and Website - Top Five Clicks in WA



Australian Sailing	Resources	Discover Sailing
WA News	Safety Special Regulations	Tackers
Home	Class Associations, Racing Rules	Keelboat
Member Finder	Safety Equipment Auditing	Dinghy
Login	Sail Number Database	Powerboat
WA Club News	Special Regulations amendments	Discover Sailing

Engagement and Website

- WA Engagement Channels

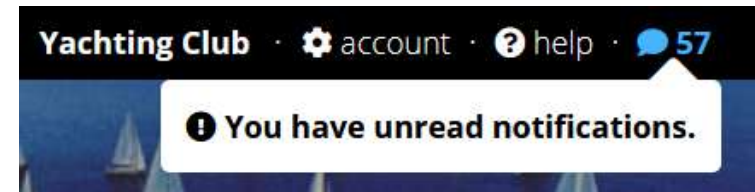


MailChimp (EDM)	@AustSailWA Facebook	AustSailWA Chat Facebook
1,353 Subscribers	1,115 Followers	1,378 Members
Comprising and Club and Class Association key contacts, Instructors, Coaches, RST Assessors, Officials, DSC Principals, and subscribers.	The main source of official AS WA communication.	A Facebook group for anyone to post information, stories, upcoming events etc.

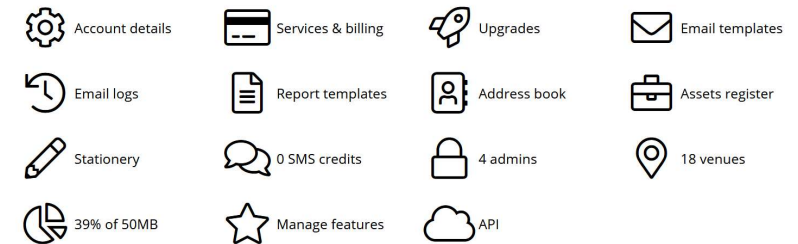
Communication & Key Contacts

WA Operational Update

- Monthly e-newsletter
- Contains WA, governance centric information
- Distributed to revSPORT key contacts:
 - WA Clubs
 - WA Class Associations
 - WA Discover Sailing Centres



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



2. Select Account Details

Organisation officials

i 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'

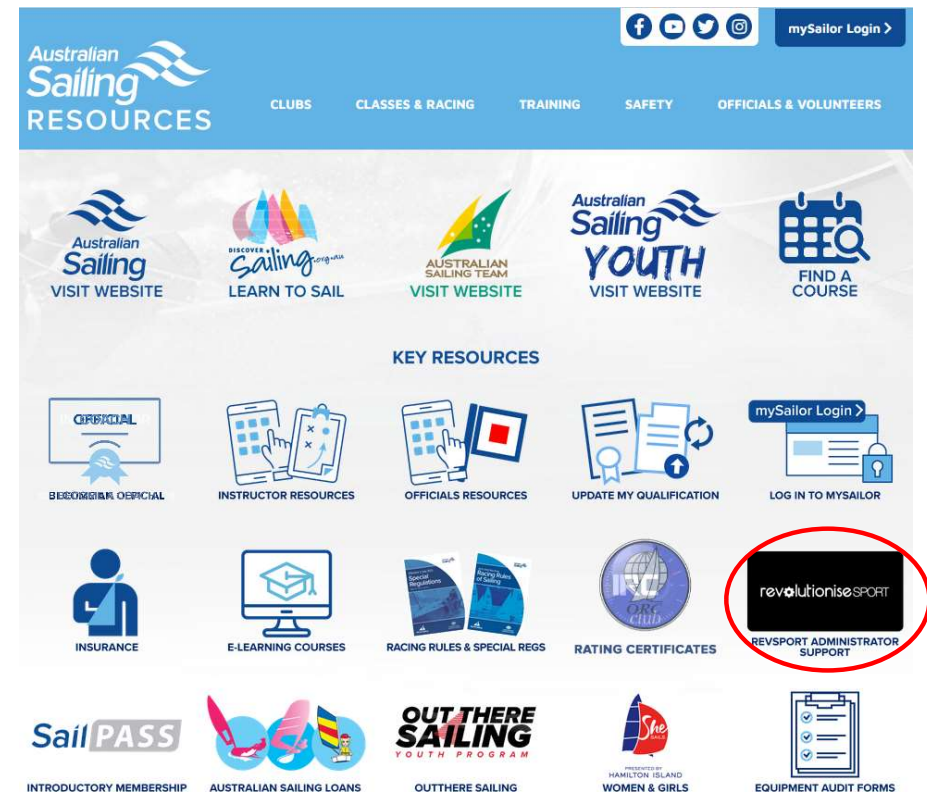
Australian Sailing Website - Resources

- Australian Sailing Resources page
 - Log in to mySailor to update your details
 - Racing Rules and Special Regulations
 - Equipment Audits
 - Insurance
 - eLearning courses
 - SailPass & SheSails
 - Australian Sailing Loans & Grants and Funding
 - Resources for Discover Sailing Centres
 - Swan River and Coastal Calendars
 - Recreational Skippers Ticket
 - Instructor & Officials Resources
 - revSPORT Administrator Support

www.sailingresources.org.au

Resources - revSPORT

- Website is now included with Australian Sailing affiliation, no additional cost.
- Integration of revSPORT system modules: registration, events, courses and training.
- Additional features such as an Online Shop, Rostering, Bookings and Meetings
- Customise your website with club images, logos, sponsors, etc.



www.sailingresources.org.au

Resources

- Welcome to our Playground

1. Provide clubs with a fresh message to use when promoting and advertising the strengths of sailing in a changed recreational landscape.
2. Grow awareness and interest in sailing, with a key message of getting down to your local sailing club to discover the sport.
3. Provide clubs with templates and imagery to help amplify the message.



sailingresources.org.au/clubresources/discover-sailing-marketing/

Resources - True Sport

#HaveFun
#BeSafe
#BeHealthy
#ShowRespect
#IncludeAll
#BringYourBest
#PlayFair
#GiveBack

TRUE SPORT +

Be a True Sport

The way we play together shapes the way we live together

#HaveFun
It's healthy, it's a game, it's sport – enjoy it! Have fun training and competing at all levels.

#GiveBack
Volunteer, embrace opportunities to give back and thank those involved with bringing you the game.

#PlayFair
Be honourable – do the right thing on and off the field.

#BringYourBest
Bring your best to every game and enjoy the challenge – win, lose or draw.

#IncludeAll
Invite everyone to participate and make sport meaningful for the whole community.

#BeSafe
Ensure participants are safe on and off the field.

#BeHealthy
Look after the physical and mental wellbeing of yourself and others.

#ShowRespect
Demonstrate mutual respect for everyone – team-mates, opposition, clubs, community and treat others how you want to be treated.

8 VALUES TO PLAY BY

Department of Local Government, Sport and Cultural Industries

Share your stories about the true value of sport and recreation @TrueSportWA

Resources

- Whitworths Scheme: Tackers Loan

- Thanks to Australian Sailing's sponsor, Whitworths, Discover Sailing Centres can purchase Tackers boats at a 50% discount.
- Each year, a limited number of boats available for purchase at the discounted rate and the following club information will be taken into consideration when accepting application;
 - Strategies to market and promote the Tackers program
 - Projected increase in participant numbers
 - Confirmed sailing pathway within the club
 - Previously supplied loans within WA
 - Location in relation to a Whitworth's store



Events

Western Australia	DATE	VENUE	LINK
Instructor & Coaches Conference	24 July	SoPYC	Here
Perth Boat Show	17 – 19 September	Perth Convention Centre	
Youth Sail WA: Westsail Coaching Clinic & WA Youth Championships	25 – 30 September	HYC	Here
2021 WA State Awards Night	30 September	HYC	Here
Teachers Games and Trade Display	7 October	MoFSC	Here
National Awards & Hall of Fame	19 November	TBD	Here

National and Worlds	DATE	VENUE
Aus Women's Match Racing	16 – 19 Sep 21	SoPYC
Masters Games Sailing Masters Games Windsurfing	9 – 16 Oct 21	MOFSC MBSC
Kite Aus National Titles	3 – 6 Dec 21	JBSC
Cherub National Champs	27 Dec – 5 Jan 22	PDSC
Skate National Champs	29 Dec – 5 Jan 22	EFYC
Minnow Nationals	1 – 8 Jan 22	TCYC
Aus Laser Open & Youth Champs	1 – 8 Jan 22	FSC
Techno National Champs	6 – 10 Jan 22	RPYC
9er National Champs	6 – 10 Jan 22	SoPYC
Aus Optimist Open Champs	9 – 15 Jan 22	FSC
Aus Windfoil Champs	11 – 14 Jan 22	SoPYC
Flying Ant Nationals	18 – 22 Jan 22	MBSC
WASZP Nationals	23 – 28 Jan 22	PDSC
F18 National & Worlds	12 – 25 Mar 22	TCYC

Youth Sail WA

Youth Sail WA at Hillarys Yacht Club

Westsail Coaching Clinic: 25 – 28 September

WA Youth Championship: 29 and 30 September

WASS is residential

EOI to host Youth Sail WA in 2022 and 2023

- Go to: <https://www.sailing.org.au/surveys/2427/>
- Contact Scott Johnston if you have any questions



Our Team



WA STAFF CONTACTS & RESPONSIBILITIES

Andy Fethers – Regional Manager
(08) 6188 7702

Andy.Fethers@sailing.org.au

Responsibilities: Club & Class Affiliation, Liaison with Government, WAIS and Industry Bodies, Grants and Funding, Member Protection, Reporting AS and YWA, Insurance.

Scott Johnston – Club Services Officer
(08) 6188 7701

Scott.Johnston@sailing.org.au

Responsibilities: Awards, Calendars, Conferences, Communication, Westsail and WA Youth Championships

Jenn Suffield – Club Services Officer
(08) 6188 7703

Jenn.Suffield@sailing.org.au

Responsibilities: Programs, Education and Online Services, Discover Sailing Centres, Officials, Instructors and Coaches, RST Coordinator, RTO Management

Chris Lloyd – Club Services Officer
(08) 6188 7704

Chris.Lloyd@sailing.org.au

Responsibilities: Working with Children Register, Office Administration and Documentation, Communication, Projects – Teachers Games

NATIONAL STAFF CONTACTS & RESPONSIBILITIES

Lesley Fasala (VIC)
Regatta & Major Events

(03) 9088 7202 Lesley.Fasala@sailing.org.au

Chantal Lawrence (NSW)
revSPORT & Online Services

(02) 9170 6904 Chantal.Lawrence@sailing.org.au

Glen Stanaway (TAS)
Safety & Rules

0417 446 727 Glen.Stanaway@sailing.org.au

Emma Humphries (NSW)
NSW Regional Manager & Class Associations

(02) 9170 6926 Emma.Humphries@sailing.org.au

Chris Zonca (NSW)
Ratings Manager

(02) 9170 6917 Ratings@sailing.org.au

Michael Martin (NSW)
Commercial & Communications

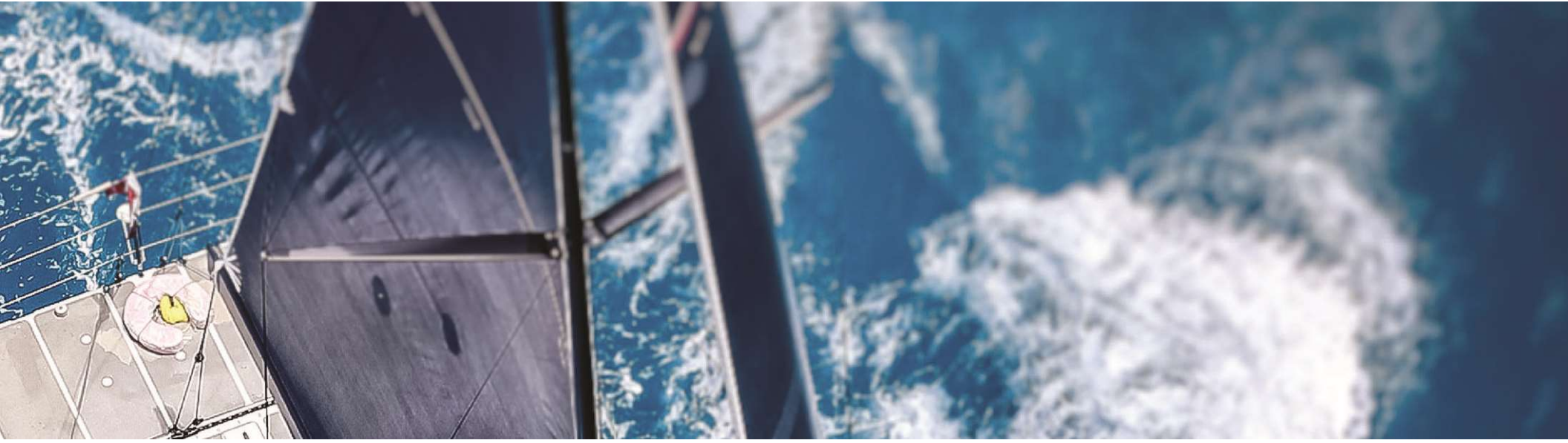
(02) 9170 6916 Michael.Martin@sailing.org.au

Federico Guzzo (NSW)
Education & Training

(02) 9170 6908 Federico.Guzzo@sailing.org.au



Questions



Programs, Education, and Online Services

Jenn Suffield | Australian Sailing WA Club Services Officer



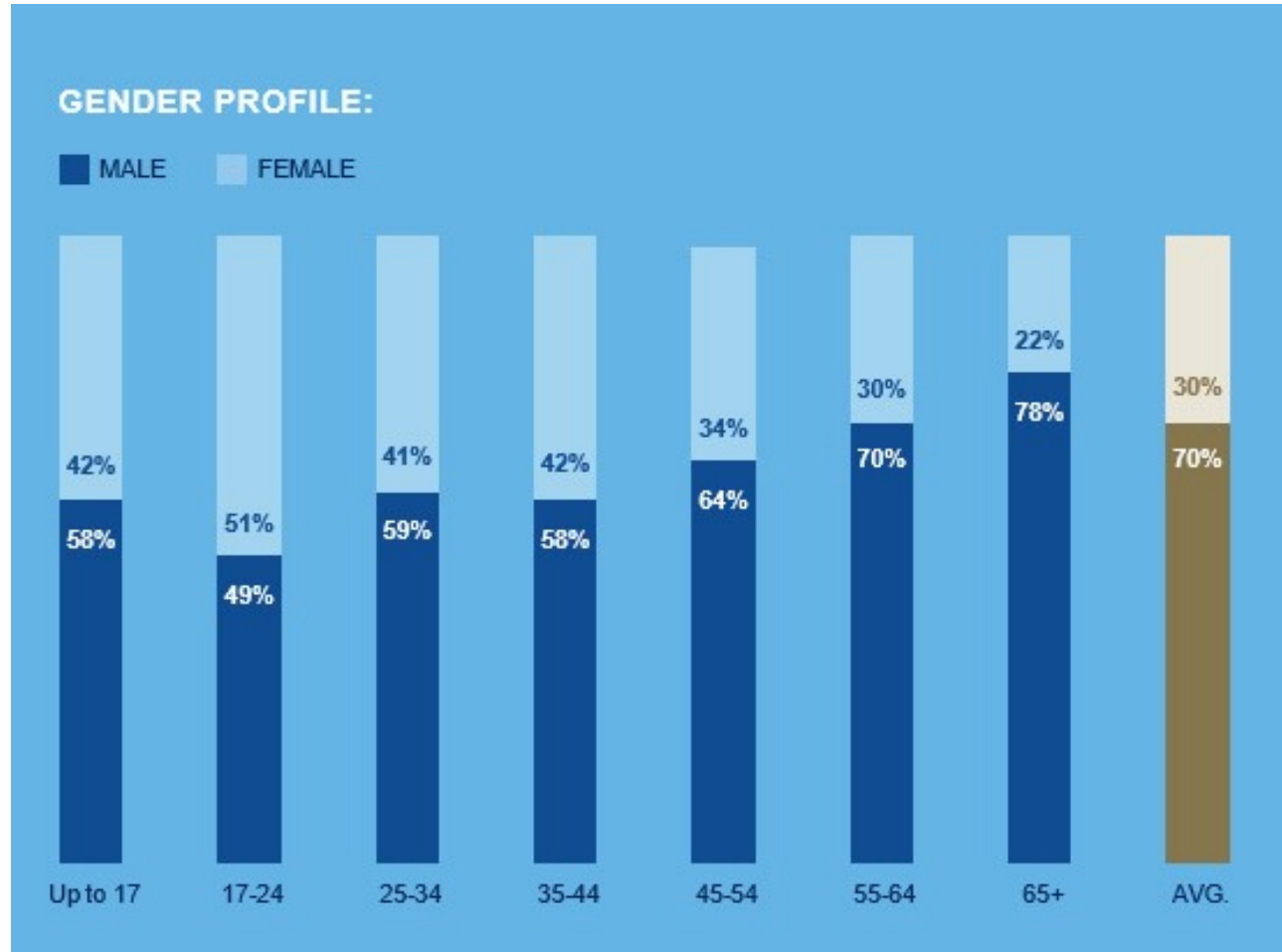
Programs, Education, and Online Services

- SheSails
- Australian Sailing Delivered Courses 2020-21
- WA PEOS Metrics – Data Accuracy
- Around the Grounds - Regional Highlights
- Discover Sailing Centres – Annual Reviews
- The Season Ahead
- Where to Find Courses & Workforce

SheSails



- 20% growth in female membership nationally since SheSails launched in 2018
- Gender diversity is:
 - Equal in 17 to 24yr membership demographic
 - Ahead of the national average in the Under 17 and 25 to 44 yr membership demographic



SheSails



PRESENTED BY
HAMILTON ISLAND



Save the Date:

SheSails Leadership Conference

Wed Oct 6 | Online webinar, more details to come!

National SheSails event with special guest speakers and insights to empower Women in Sailing

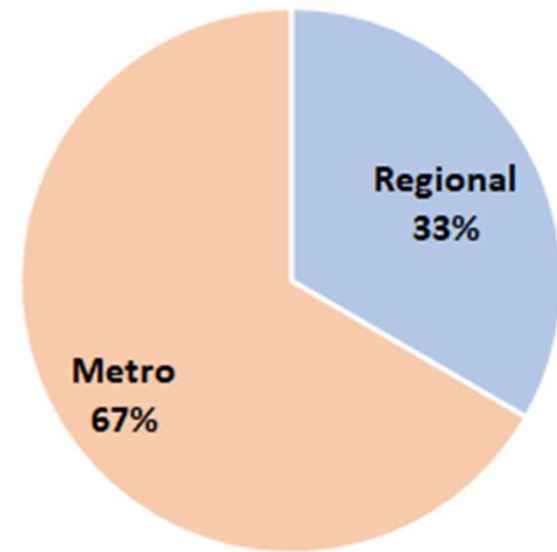
#SheSails

- Inaugural [National SheSails Leadership Conference](#), coinciding with World Sailing's inaugural women's sailing celebration - [Steering the Course](#).
- Contact a Club Services Officer to host a viewing of the live conference at your club.

Australian Sailing Delivered Courses 2020-21

- 29 courses delivered with 214 participants; many courses cancelled due to COVID-19
- Courses lead to accreditation;

Senior Dinghy Instructor	3
Senior Windsurfing Instructor	1
Dinghy Instructor	47
Assistant Dinghy Instructor	8
Keelboat Instructor	10
Windsurfing Instructor	3
Powerboat Instructor	1
Sailing Coach	15



WA PEOS Metrics – Data Accuracy

- Continued issues from centres leading to inaccurate data for reporting
 - Not completing participants
 - Incorrect linking to course templates
 - Not adding names to events (particularly school groups)

WA	Discover Sailing Day	Dinghy	Tackers	OutThere Sailing	Keelboat	Windsurfing	Powerboat	Safety & Sea Survival
19/20	329	311	900	1063	209	43	77	104
20/21	574	590	1198	649	610	65	132	70
National 20/21	616	3707	7521	2745	2689	172	2141	759

Around the Grounds – Regional Highlights

Regional Service Grant - \$30K – Improve sports access for regional people

- Port Hedland Yacht Club (Pilbara region)
 - Working towards DSC accreditation
 - Building new Sail Sports Hub with CRSFF Funding, commencing July 1
 - Will deliver Dinghy Instructor and Safety Boat Operator courses

- Exmouth Yacht Club (Gascoyne region)
 - Achieved DSC accreditation July 2021
 - Accredited 6 new Dinghy Instructors Jan 2021
 - Delivered Powerboat Handling (8 pax) and Safety Boat Operator (11 pax) courses

Around the Grounds – Regional Highlights

- Esperance Bay Yacht Club (Goldfields region)
 - Financial support to mentor Junior coaches, club sailors and learn to sail participants
 - Piloting remote video reviews for DSC accreditation (in progress, first in Australia)
- Mandurah Offshore Fishing & Sailing Club (Peel region)
 - Supporting new Dinghy and Junior Sailing strategic direction
 - Delivering workforce development - Dinghy and Dinghy Assistant Instructor courses
- South West region
 - Supporting creating of new DSC – vision for OutThere Sailing in keelboats focusing on youth, school and community engagement
 - Delivering workforce development – Instructor, Powerboat and Safety Boat Operator courses

Discover Sailing Centre - Annual Reviews

Active journey – transitioning from compliance-based focus in a distressed network to a participatory and strategic focus

Lifting WA DSC's to Gold Standard level

- 8% increase in average DSC review score
- 43% decrease in failed items
- 25% decrease in action items

Piloting New Style Regional Review

- Part 1: online connection with compliance focus
- Part 2: face to face connection with meaningful community engagement and support

Discover Sailing Centre - Annual Reviews

Benefits of Gold Standard and DSC Reviews

- Developing skills, centre capacity and delivery options
- Supporting succession planning and sustainability of WA centres
- Relationship focus shifts from compliance to strategic development and support
- Focus on supporting centres strategic objectives
- Increased participation, growth and transition
- Protection for Club Flag Officers and Club (who is ultimately responsible?)

The Season Ahead

- **Discover Sailing Centres**

- High level compliance now trending within WA centres
- Active shift towards participatory focus – working with clubs to engage and develop

- **Instructors & Coaches**

- Continue developing workforce to support clubs and centres with growth
- Must develop to support grassroots participation growth and transition into membership

- **Officials**

- Active injection, support and engagement within officials' community
- Developing workforce, mentoring and linking officials to local events

- **Australian Waters Qualification (RTO)**

- Rolling out training programs within clubs

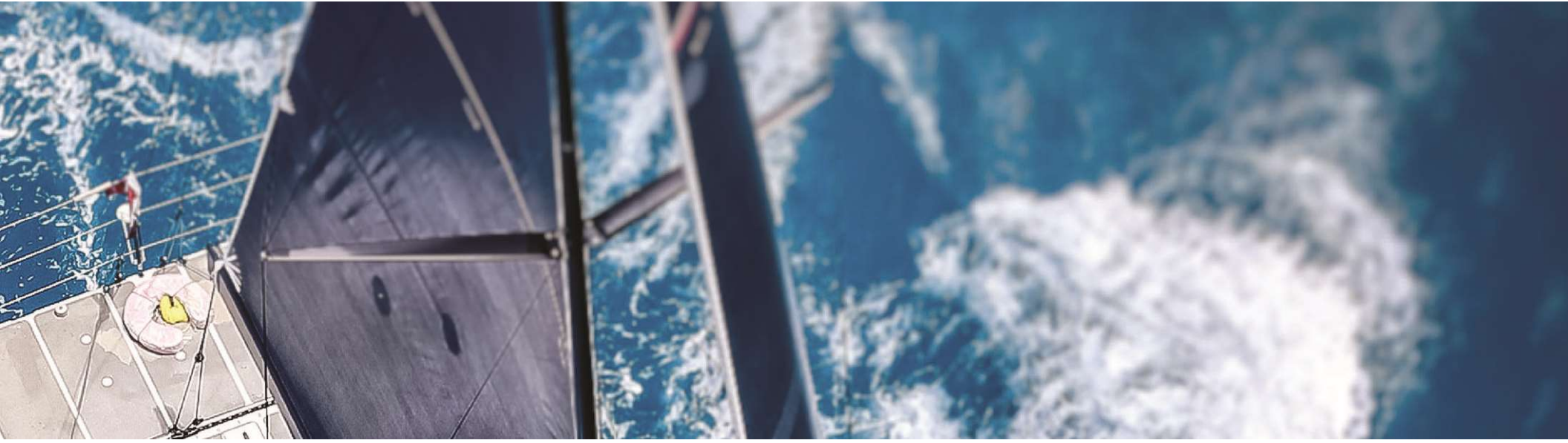
- **Recreational Skippers Tickets (RST)**

- Integrate and partner RST Assessors with clubs
-

Where to Find Courses & Seminars?

- Season Schedules published in monthly WA Operational Update e-newsletters
- Find a Course button on Australian Sailing website <http://www.sailing.org.au>





Lunch Break | 11:25 – 12:15

Please be back seated by 12:15

