

Club Affiliation fees.

Refer to Australian Sailing Website/ Club Affiliation fees for an explanation of their approach. See especially the file at the bottom Club fee review summary which is the second link below.
<https://www.sailing.org.au/about/affiliation/>
<https://s3-ap-southeast-2.amazonaws.com/piano.revolutionise.com.au/site/xxqv8fixyod1oytx.pdf>

Currently Qld does not have a banded model but YQ are looking to change this at the Sept GM in order to come in line with the other States.

Australian Sailing has changed the system of affiliation from an individual (Silver Card) System to a Club Affiliation system.

It should be noted that the Club will be affiliated and each member of the club will be given an AS Number. The Old Silver Card system of individual YA membership will no longer apply.

The new Fee Structure implementation will commence from 1st July 2018 according to the AS website. My information from Ben Callard is that YQ has not yet signed off on it so it will not apply at least until 2019-20 season.

The aims etc of the New system are to :

- Provide a nationally consistent fee structure
- Make it equitable on a club (not state) basis
- Banded model gives clubs clarity for budgeting
- Review Mechanism in place for hardship
- A Transition plan is in place for clubs with large adjustments.

Each Club is allocated to a Band, depending on the membership size and commercial activities of the club (Category A being large commercial clubs with a high revenue and membership base, Category B being smaller volunteer clubs in which we are included.) The fees are banded within each category according to membership numbers and that is what is levied to each club.

All active members of the club benefit from affiliation with AS: For example, our Learn to Sail program has been developed in conjunction with AS and they will hold records for all participants as well as giving us access to resources. Club members have access to AS courses such as Rescue boat, Sailing Instructor and Race Officer Courses for which Affiliation and having an AS number is a prerequisite.

It follows therefore, that all active members of the Club should contribute to the payment of the affiliation fees. This will lead to a major overhaul of the club membership fees, the first in living memory.

Currently the Affiliation Fee is met by those who have opted to pay the AS Fee within our current Fee Structure, which is \$42 for Juniors and \$81 for Seniors. Last season we had 21 Juniors paying the fee and 61 seniors out of a total active membership of 238.

(Additional to the 238 we have 66 Social Members and 15 life members.)

This year the fee from YQ based on the collection of individual AS payments, plus a club affiliation fee of \$668, will be \$6755.00 which is in band 14 of the Category B clubs. We can use this figure for future projections and we shall also request that any proposed fee be issued to the Club before the February GM so that we can present any modification to the fees to the club members.

For this year it is proposed that the "Club" Affiliation fee of \$688 be absorbed by the club.

It is proposed that the Affiliation fee should be spread such that all active members contribute equally. This would add \$35 to seniors who do not currently pay AS and \$20 to juniors. Those currently paying the Affiliation costs for the club would have a reduction in their charges.

The Registration Fees for 2019-20 would look like this:

2019/20 Family Parent	\$175.00
2019/20 Family parent 2	\$35.00
2019/20 Family child	\$20.00
<i>An alternative to the above would be to have a flat family rate of \$250</i>	
2019-20 Junior Member	\$65.00
2019-20 Senior Member	\$123.00
2019-20 Senior Concession	\$88.00
2019-20 Life Member Non sailing	\$0.00
2019-20 Life member Active sailing	\$35.00

[Total **Family Membership** cost for two adults and two children would be \$250.00 Total cost for two adults would be \$246.00 + 2 juniors of \$130 for a total of \$375.00, which maintains the savings of having a family membership]

Social Members:

It would be unrealistic to ask the social members to increase their fees to absorb the \$35 as that would raise their fees to \$45.

\$10 is about the regular Social Member fees for most clubs and unless we can get AS to remove the Social members from the Fee Determination Process then we might have to consider putting the Social members on a separate Data Base. Page 5 of the AS Club Fee review document does note that social membership needs to be assessed on a case by case basis.

Last season we had 66 social members.

RevSport and Pin Payment charges.

Due to the confusion to our financial side of trying to absorb these charges, it is proposed that they should be on-charged for the 2019-20 season.

The Submission below has been sent to Yachting Queensland on the 28th of August via Ben Callard;

Submissions to Yachting Queensland :

Ben Callard told me that YQ would welcome any submissions from clubs regarding the above Affiliation Fees but to be effective would have to be received by 7th of Sept which is before our next Executive meeting. I would urge all members of the executive to review the information above and to closely read the information on the AS Web site regarding Club affiliation fees. (links above)

I would suggest a submission regarding the following items.

Club Fee determination Process.

LCSC will fall in the Category B section where clubs are assessed on:

1. A peer to peer basis,
2. Membership numbers are the guiding reference point
3. No data required from the club unless requesting a review.

This appears to be a rather opaque way of assessing the fee, for if we look at similar clubs there appears to be a large discrepancy in what is charged. I would like the club to be advised clearly on how the fee has been arrived at with a due analysis of points 1 & 2 above.

Review of Fees:

Given the opaqueness of the fee determination process, I would predict that there may be a large number of clubs which will request a review of their fees. The process of requesting a review seems to be akin to a process developed by some Government department, which assumes they are correct and the onus is on the appellant to prove their case

Unless the fee determination process is quite transparent and explained to all clubs on a case by case basis then it would not be possible to make a 'Detailed Submission' explaining why the Club believes the fee is not equitable.

The requirement of 3 x years of Membership Data: All our past data has been archived with the change over from Fox SP to RevSport with out the clubs being informed of where that data has gone. At best we have 2018 season on Revsport. Thus this data is not available

Assessing a club: (Page 5 of the Club fee Review.)

It is essential that there is a strong knowledge of all clubs circumstances so that hardship can be assessed properly.

At what stage has this strong knowledge of the Lake Cootharaba Sailing club been garnered by an Australian Sailing Official?

We don't want to penalise growth and also ensure we give clubs incentives to grow. One would have thought, given the state of the sport, that this would be self-evident, but where, in this whole document, is there anything to affirm the above statement. One would have thought at least there would be some indication that

financial relief for juniors would be considered, or that the number of juniors in a club would be taken into consideration in the calculation of the AS Fees.

Other criteria such as motorboats or social membership need to be assessed on a case by case basis that is not captured in the data.

Only by carrying out item one above can this be assessed. Again we ask the question “when has this been done?” Who has compared the social membership of LCSC to that of other clubs?

Other comments:

Basing ability to pay on total Revenue does not take into account the fixed costs of running a club. Clubs are supposed to be not for profit organisations so the only way to meet a proposed increase in fees is to increase the membership fees. As anyone who has sat on a committee will aver, that is a fraught and painful process. In order to present an increase in fees and/or a change in the way fees are collected then the Executive of the club must be able to present the members with a rational argument for that increase, not a statement of “Well, this is what Australian Sailing thinks we ought to pay.”

Although LCSC falls into Category B I had a close look at the Implied Fee Calculation and could not make much sense out of that either though again it would seem to be based on Gross Revenue without regard to the costs of running a club.