

**2016**

**Yachting New Zealand**

**Commodores' Conference**

**Notes & Presentations**



### Notes from 'Post it' Session #1 – Not Just Racing

"Our clubs are not just racing focussed and Yachting New Zealand supports all aspects of sailing and boating, including non-competitive sailing, cruising and power boating

- Discuss to following and then write down **two things**:
  - What does your club do for members who are not focussed on racing?
  - What could your club to do to keep non-competitive members engaged?
  - What can Yachting New Zealand do more of to support non-competitive sailing, cruising and powerboating?"

Ideas:

- Destination Sails
- "Snake Bank Classic" – A race where you estimate your time beforehand. The one to finish closest to their time wins
- Pot luck cruises
- Mark Foy starts
- Rum Race with themed fancy dress
- Make sure the club has a Sky Subscription (Sport and Movie nights)
- Family Race
- Classic Boat section – restorations
- Trout Fishing competitions – trolling
- Destination cruises
- Keeler to Dinghy events
- Competitive haul-out yard
- Fishing competition for all members (weight, length, total caught, etc.)
- Cruising rallies
- Crew on other boats
- Non-spinnaker events
- Mid-week club nights
- Handicap racing so the emphasis is not on racing results only
- Club camps
- Learn windsurfing
- Paddle boarding
- Crew on cruisers
- Picnics
- Away weekends – camp and sail
- Junior sleep overs
- Skill education evenings (splicing, first aid, good anchorages, racing rules, etc)
- Saturday fun day – confidence building
- Every 2<sup>nd</sup> or 3<sup>rd</sup> month – Noggin & Natter at the local pub including a guest speaker
- Boat ramp facility
- Christmas Cruise
- Learn to Sail (improve skills)
- Sail for ice cream
- Race management (for the old guys/girls who don't sail anymore)
- Interclub exchange

- Hunting
- Match Racing
- Relay Rave (Different boats per team)
- Two handed Laser challenge
- Harbour races/sails
- 'TGIF' – Dinner 2x Month, gets older non-active members to talk
- 'Last of the Summer Wine' – Very senior members get together each Wednesday to work on the club
- Book Launches
- Guest speakers
- Quiz Nights
- Bingo
- Thanksgiving
- Use club boats for fishing trips
- Live music (food and music)
- Boat storage
- Adventure Sail
- Topaz Hire (sailboat hire)
- Sailing games
- Organised cruising events with food and entertainment
- Weekend at the lakes
- Novelty races
- Get the family involved
- Hold an event on an island
- Clubs to coordinate destination events together
- Provide good parking and storage for power boats
- Run a classic boat day
- Social activities
- Fun sailing days pre-Xmas and at the end of the season for the whole club
- River boat trip (with meals and taxi's)
- Progressive dinner on the marina
- Rules refresher at briefings
- Christmas Party
- The Star Race
- Pot luck dinner (not at the club)
- Have a 'Youth Club'
- 'Steps to boat ownership' information nights
- Free wifi at the club
- End of year golf competition for each boat (four persons to a team) – perhaps Ambrose style
- Kayaking
- First Friday of each month Social evenings – invite non-members
- Boating education evenings
- Cruising – Little Ships Club
- Raft-ups
- Ocean swimming
- Waka
- Use clubrooms for non-sailing activities, i.e. indoor bowls, book club, mothers club
- Commodore's Ball
- Good Friday Breakfast

- Fun rallies on water (no winner) – BBQ on beach
- Skills day
- Movie night
- Parents in patrol boats



### Notes from 'Post it' Session #2 – Sailing and Boating Week

"Discuss then write down two things related to making the most of this opportunity:

- If you haven't taken part before, what's holding you back?
- If you've taken part, what have you found works well?
- How can YNZ help you make the day a success?
- How can YNZ improve this initiative?"

- Too busy at that time of year
- Partner with a Volvo Dealers promoted to club's database and database of the Volvo dealer
- More notice needed to adjust club programme
- Coordinate with Regional Sports Trust
- Public publicity
- A week rather than a day is good
- Need to sell the idea
- Before Christmas
- Needs more local PR (Press releases to local papers and photos)
- Positives (Food voucher and bumper stickers) Negatives (Lacks local pre-sale focus, not on Seven Sharp, etc)
- Publish dates sooner
- More major event publicity
- Too many conflicting events
- Timing later or earlier in the season
- Coincide with October open days
- "We ran it, but lacked support from local media"
- Generally a pretty full calendar already
- Good to get more adult learn to sail participants
- Centralised marketing linked to YNZ website, then to participating clubs details
- Concentrate effort rather than spread too thin
- Use yachting "Stars" to get more attention
- More local media
- Using the have a go trailer is good
- Summer calendar is too busy
- Be more selective about which clubs take part
- Sponsor conflicts with club sponsor
- More regional focus
- Group clubs together
- February is a bad time of year for keelboat clubs as a lot of members are away cruising
- Use Olympic sailors to promote in the media
- Promote to schools – find the good teachers
- National publicity, get Dave on TV!



# *Dave's Desk*

• *Live!*



*Sail for Life*



- An update on Yachting New Zealand's Member Card
  - Uptake and use of card
  - Supplier Benefits
  - Proof of membership
  - Reciprocal rights
  - Process of getting a card
  - The App



- Reduced booking fee when accessing Air New Zealand discounted flights





# ***AIR NEW ZEALAND***

- Discounts on flights for clubs and their members:
  - 4% off domestic
  - 8% off Tasman / Islands
  - 10% off long haul



get going, go to [gofuel.co.nz](http://gofuel.co.nz)



**Mobil**



**CALTEX**



<b>Marine Sites</b>	<b>6 cents</b>
<b>Mobil</b>	<b>10 cents</b>
<b>BP</b>	<b>6 cents</b>
<b>Z</b>	<b>6 cents</b>
<b>BP /Z Truck stops</b>	<b>9 cents</b>



- Other supplier discounts to members:

NZ Office Supplies	30%
Bluebridge Ferries	10%
Boating New Zealand Magazine	25%
Millennium / Copthorne Hotels	20%
VTNZ	15%
Safety at Sea	10%
Harken (via Fosters)	20%
Century Yuasa	10%
Lancer Boats	10 – 20%
Doyles Sails	8%
Insun Sunscreen	25%
Vuarnet Sunglasses	15%



*Dave's Desk • Live!*

*Get the App on your smart phone...*



*Sail for Life*



*If you need any help, or have any queries regarding the card, app or offers, contact*

*Julie Sutherland*

*julie@yachtingnz.org.nz*

*(09) 361 1471*



- An update from Zhik
- Other benefits
- Update on changes to the Incorporated Societies Act
- Engaging with funding agencies
- Q&A



**zhik**®



- 5%-10% discount on the vehicles purchased at dealerships
  - V40 5%
  - V40 Cross 8%
  - S60 /V60 10%
  - XC60 10%
  - XC90 6%





# *Change to the Incorporated Societies Act*

- The act is old (1908) and is being reviewed and replaced with a new act to meet the needs of modern society

Some issues with the current act:

- Lack of clarity about officers' obligations
- Lack of guidance around dispute resolution
  - Including how committees deal with complaints and what members can do if they have a grievance with the committee or another member
- What happens if a club acts outside it's capacity



# *Change to the Incorporated Societies Act*

## **Key changes proposed**

- Basic duties for “committee members” more akin to directors' obligations under the Companies Act 1993, that will be expressly set out in the new legislation
- More specificity around managing conflicts of interest
- Dispute process to be built into constitutions
- Must have a constitution not just “rules”
- More accountability



## *Change to the Incorporated Societies Act*

- The time frame is lengthy. Intended introduction to Parliament 2017 with a likely four year transition period
- Submissions on the Exposure Draft of the new Act go to the subcommittee in July. There will be an opportunity to provide comment during the subcommittee phase (later in 2016).
- The changes will give certainty to incorporated societies and their members and enhance protections, and so the Exposure Draft does provide benefits for incorporated societies;



## Engaging with funding agencies





## Excellence Awards Nominations





# Q&A



# Queen Charlotte Yacht Club





# Our Story

- **Club Established in 1936**
- **Over 250 members in the 1970s**
- **Built by volunteers and local support**





# Our Story



- Late 1990s the club needed to look to the future
- The club model needed to be updated for the 21 century
- Changing clubs membership and needs.
- Club buildings from the 1950s
- Prime position on the Picton foreshore

# The Plan Forward

- Meeting with interested parties
- Increase membership
- Make the club sustainable
- Invest in a coaching program
- Develop the junior membership
- Become an integral part of the local community
- Create an iconic national event (Interislander Regatta)



# Queen Charlotte Yacht Club

- Coaching
- Investment in the future
- Full time program
- Building the sailor base
- Enhancing club spirit
- Expenditure \$20-\$30,000



# Creating an Iconic Event

## Interislander Optimist Regatta

- **Creating a culture in the club to travel to other clubs regattas.**
- **Ensuring the event is fun for volunteers**
- **Engaging experienced support from around the sailing community**
- **Planning and creating systems for annual continuity**
- **Keeping close to travel and support providers.**
- **Make it an event that is in both the national sailing calendar and local community calendars**





# Interislander Optimist Regatta



- Developing an event that parents want to come to
- Making a family friendly event
- Keeping it easy to attend





# Interislander Optimist Regatta

- Creating the event so sailors will come from the far North and South
- Making travel easier
- Maintaining a top class event



# Interislander Optimist Regatta

## Attracting sailors

- Attract the parents
- Provide a top class well run event
- Easy for supporters
- Making travel easier
- Adding Starling class

## Attracting parents

- Taste Marlborough
- Ferry discounts
- Pick up service
- Convenient RIB management
- Develop a social and fun atmosphere



# Interislander Optimist Regatta



## Port Marlborough Starling Champs

- Enhance event with Starlings class
- A number of Opti sailors have Starling family sailors.
- Easy to integrate
- Enhances the family experience of a holiday / sailing event



# Interislander Optimist Regatta



- Taste Marlborough
- Enhance event with free local wine tasting and Cuisine
- Local producers on board
- Close Accommodation
- Enhances the family holiday / sailing event



# Interislander Optimist Regatta



# Interislander Optimist Regatta 17th – 19th February 2017

