



# CARDIFF BAY YACHT CLUB

## **PMB & SC Limited T/A Cardiff Bay Yacht Club 2024 AGM**

### **Treasurer's report**

The 2023 financial year has continued from 2022 with a strong surplus of £93,793 which was down by £36,904 from last year's surplus. This was primarily due to bearing the cost of some preliminary consulting fees for the renovation of the clubhouse with other gains and losses from 2022 cancelling each other out.

As a result, we are able to transfer another £100,000 to the building reserve fund bring the total to £900,000. I seek approval that this is acceptable to the membership.

### **Results highlights**

#### *Administration & membership section*

Overall revenue for this section decreased £12,581 or 5.6%. This was primarily due to a £11,337 or 5.2% reduction in the membership income for the year.

Overall costs increased by £59,922 or 17.3%. This was due primarily to increases in:

- Admin salaries and wages of £18,963 or 15.1% due to the previous year only bearing 6 months of the costs of the General Manager and the appointment of a member services coordinator.
- An increase of £74,578 in professional costs pertaining to the clubhouse renovation
- An increase of £9,553 or 40.9% in light and heat costs with the large increase in propane costs and the increase in electricity costs as we came out of contract and faced much higher market rates in June 23.

On the positive side, we were able to make some significant cost reduction by moving to a new cleaning supplier saving us £15,789 or 65% of last year's costs. We also reduced expenditure in clubhouse repairs and maintenance by £32,584 or 63.7%.

#### *Bar and restaurant*

Despite the bar and restaurant having £8,803 (4.7%) less revenue than in the previous year, there was a £24,007 (3.3%) improvement in the loss for the year. This was primarily due to

better management of catering staffing levels (£14,098 or 26.2% improvement) and savings in bar purchases of £9,722.

### *Marina*

The Marina showed a strong improvement in results from last year with a surplus of £422,854 which was 18.5% better than last year.

The revenue increased £32,563 or 4.1% from last year. This was despite per metre berthing fees not being increased from 2022. This is primarily because we have improved the overall efficiency of the marina by:

- Adding some more berths by better matching berth width with boat beam as well as utilising other spaces
- Reducing vacancy rate of berths
- Better organising the dinghy storage with racking

We also improved our billing performance of our hoist usage despite offering free lunchtime lift outs. The hoist revenue increased by £7,576 or 26.3%.

This increase in revenues was partially offset by increases in:

- Harbour dues from the Cardiff Harbour Authority of £17,549 or 11.1%
- Increase in wages by £9,064 or 11.1% due to more consistent staffing of the yard at a headcount of 3 and a general wage increase.

Nevertheless, we reduced our Repairs and Maintenance costs in our marina by £7,262 or 24.5% as we did not have to replace the same number of pontoons as we had done in 2022.

### *Training*

After two years of surplus, the Training Centre produced a deficit of £16,801 for the year. This was due to a reduction in revenues for the year of £25,132 or 18.8% compared to 2022. There was a slight increase in expenditure by £2,523 or 2.1% from last year.

### *Angling, Sailing and Social sections*

These sections collectively saw a deficit of £2,493 compared to a deficit of £6,722 for the previous year.

### *Other*

This 'section' collects the expenditure not associated with other parts of the club. The improvement of the deficit of £14,162 from last year is due to an increase interest from the HSBC money market accounts of £43,107 offset by increase in depreciation costs & debenture interest.

## Membership fees for 2024

The club is facing an inflation just like the rest of the economy. As a result, we need to consider increasing membership fees for the first time in 5 years. For informational purposes, the Consumer Price Index has increased 23.8% since the fees were last increased to the end of January 2024.

Some of the predicted increases we face in the 2024 year are as follows:

- Wages - 6% including a 9.8% increase in the national minimum wage.
- Insurance – 10% increase
- Utilities – 10% to 20% increase as we will feel the full year’s increase in electricity which came off contract in June 23.

I therefore recommend the following increases to our membership fees:

	New	Old*	Increase	%
a) Full	£295	£265	£30	11.3%
b) Junior	£45	£40	£5	12.5%
c) Student	£70	£62	£8	12.9%
d) Associate	£40	£35	£5	14.3%
e) Crew	£85	£80	£5	6.3%