

DSC MEMBERSHIP

A review of proposed Constitutional Amendments
and Membership Fees for 2017.



Session objectives:

DESCRIBE the detail of conceptual amendments approved at the August QGM

PRESENT a draft amended constitution and 2017 pricing structure

INFORM members of processes associated with these changes

INVITE the feedback of members to turn a *'draft'* into a *'final'*



Session format:

Part 1: Review of proposed amended sections of the Constitution

Part 2: Review of a draft 2017 membership pricing list

Part 3: Analysis of processes and timing

Part 4: Your thoughts and feedback

Please note: A factsheet will be provided at the conclusion of the presentation

PART 1 – Proposed Constitutional Amendments

4 General principles surround the proposed amendments:

1. Change related only to **Classification**, and **Renewal**
2. Definitions, Entitlements and Voting rites remain **unchanged**
3. **Minimise other changes***.
4. If upheld, proposed changes will be effective Jan 1, 2017

* There are 5 additional changes included to remove existing ambiguities in the Constitution. Specifically, changes 3,59,60,68 & 75



Membership Structure - Existing

6. CLASSES OF MEMBERSHIP

6.1 The club shall have the following **classes of membership**

- (1) Life Member
- (2) Full Members
- (3) Social Members
- (4) Honorary Members
- (5) Temporary Members
- (6) Active Sailing Members

8 ORDINARY MEMBERSHIP

8.1 There shall be the following **classes of Full membership**

- (1) Senior Members
- (2) Family Members
- (3) Corporate Members
- (4) Country Members
- (5) Senior Citizen Members
- (6) Young Adult Members
- (7) Junior Members
- (8) Gold Members
- (9) Silver Members
- (10) Bronze Members

8.2 There shall be the following **categories of Social Membership**

- (1) Senior members
- (2) Family members
- (3) Corporate members
- (4) Country members
- (5) Senior Citizen members
- (6) Young Adult members
- (7) Junior members

Membership Structure – Proposed

6. CLASSES OF MEMBERSHIP

6.1 The club shall have the following **classes** and **sub classes** of membership*

6.1 (a) Ordinary Members;

6.1 (a) (i) Sailing Members

6.1 (a) (ii) Life Members

6.1 (a) (iii) Active sailing Members

6.1 (a) (iv) Social Members

6.1 (b) Temporary Members;

6.1(b) (i) Temporary Sailing Members

6.1(b) (ii) Temporary Social Members

6.1 (c) Honorary Members;

6.1(c) (i) Honorary Sailing Members

6.1(c) (ii) Honorary Social Members

6.1(c) (ii) Club Sponsor Members

*Sections 8.1 and 8.2 are removed entirely under in the proposed amended Constitution

Membership Structure – Discounts

Rather than classes / categories under the existing constitution, the following are addressed as a percentage of **ORDINARY FULL MEMBERSHIP**.

- Family
- Country
- Senior Citizen
- Young Adult
- Junior

Sections 6-8 of the amended Constitution have been re-structured to reflect these adoption of this proposal.

Membership Structure – Gold, Silver & Bronze

Under the proposed revision, these will no longer be offered.

Existing holders of these memberships will be honoured under the terms by which they were issued.

At present, this represents a total of 25 memberships:

- Bronze (10 years) : x 23
- Silver (20 years) : x 1
- Gold (Life) : x 1



Temporary Social Membership – **New Clause**

6.8(b) A flag officer, the Secretary of the Management Committee, or Delegated staff may deem any person to be a Temporary Social member who is:

- (1) An unaccompanied visitor to the club; or
- (2) A guest of an ordinary member who has previously visited the club three (3) times in any 12 month period.

Payment of Dues – Anniversary Based

14.2 Annual subscriptions shall become due on the 1st January and be payable by the next succeeding 15th February.



*14.2 Annual subscriptions shall become **due on the anniversary** of the membership and be payable within six (6) weeks.*

14.3 A member who fails to pay his annual subscription by the 31st March of the year in which it becomes payable shall cease to be a member at the discretion of the Management Committee.



*14.3 A member who fails to pay his annual subscription **within 3 months** of when it becomes payable shall cease to be a member at the discretion of the Management Committee.*

PART 2 – Proposed Membership Fees 2017

General Principles applied:

1. Social Membership reduced to be locally competitive
2. Sailing Membership unchanged for the year ahead.
3. An agreement is being sought from all Fannie Bay Clubs to implement the same Temporary Social (unaccompanied visitor) charge on the same day to help the program succeed.

Proposed **Ordinary Membership Pricing** – 2017*

\$290 – ORDINARY SAILING MEMBERSHIP

\$45 – **Junior** (75% discount)

\$145 - **Young Adult** (50% discount)

\$145 - **Senior Citizen** (50% discount)

\$215 – **Country** (25% discount)

Family – 2 adults plus 1 or more juniors receive 10% on total fees.

* These prices remain unchanged.

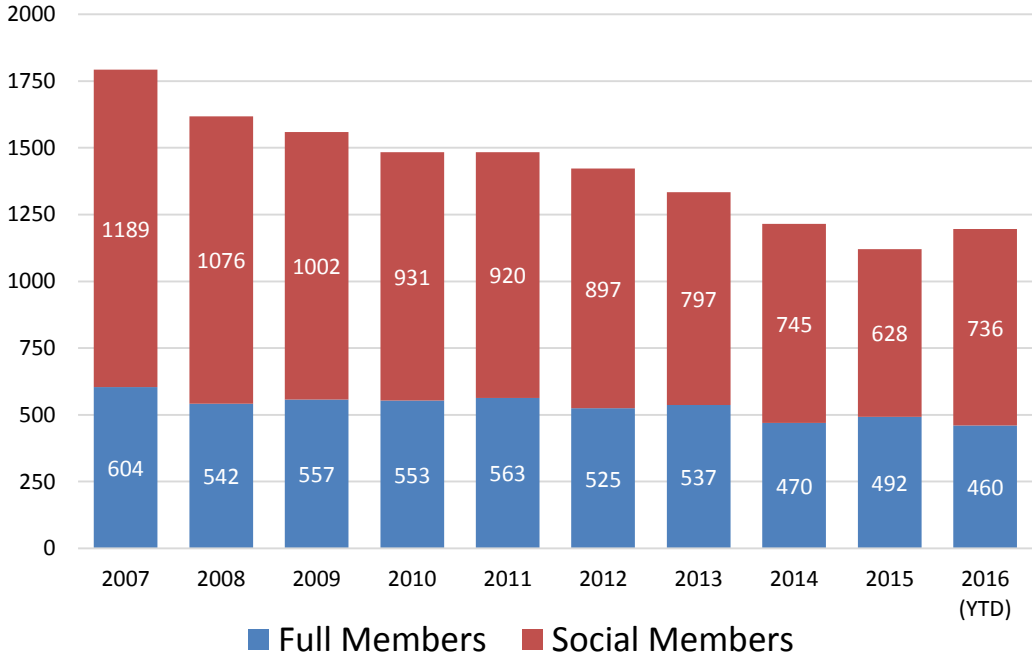
Proposed **Social Membership Pricing** - 2017

\$75 – ORDINARY SOCIAL MEMBERSHIP

- No senior citizen discount offered. \$75 represents a 25% discount on 2016 price for seniors.
- No family social membership discount. There is no Junior social membership so there is little point.
- Current members discount at the bar applies to all ordinary members – sailing and social.
- 500 additional social members would be required at this level to match the revenue for 2015.

Note: That equates Social member levels returning to 2007 levels

Darwin Sailing Club Members



Revenue Analysis

1,158 Social members needed at \$75 to match 2015 Social Revenue. 422 more than present

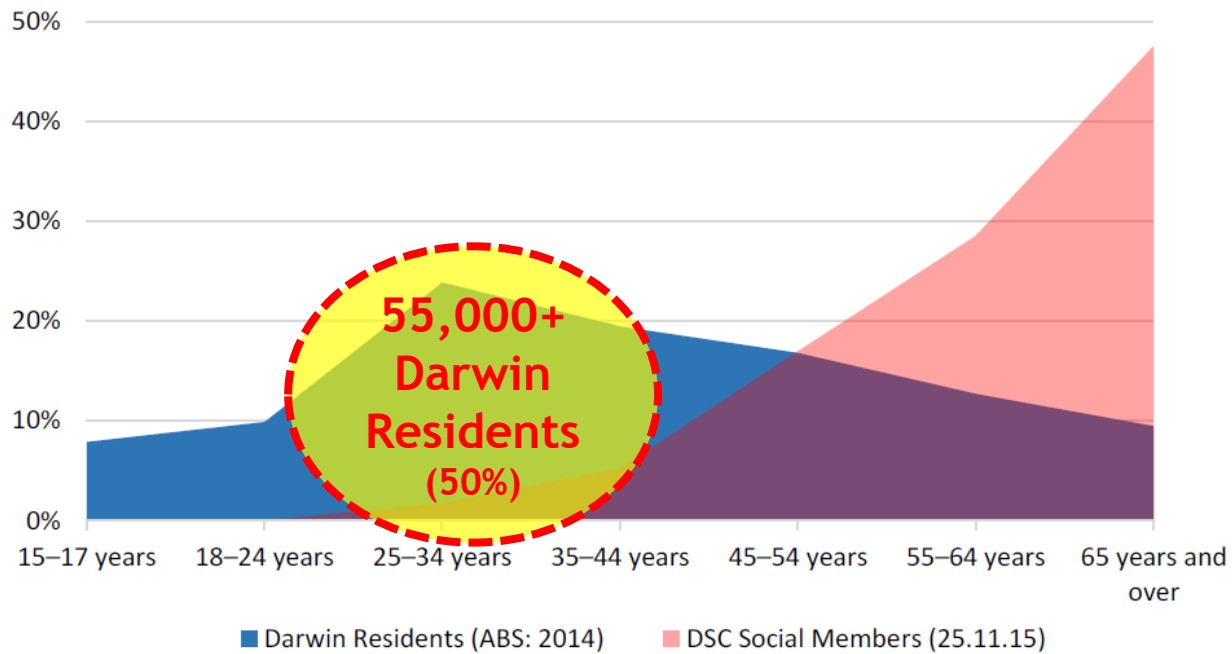
\$25,000 generated from Temporary Social Membership reduces the number to 825.

68,000 recorded visitors to the DSC in 2015.

5,000 out of 68,000 (7.4%) need to pay \$5 to achieve this.

Social Membership - Target Audience

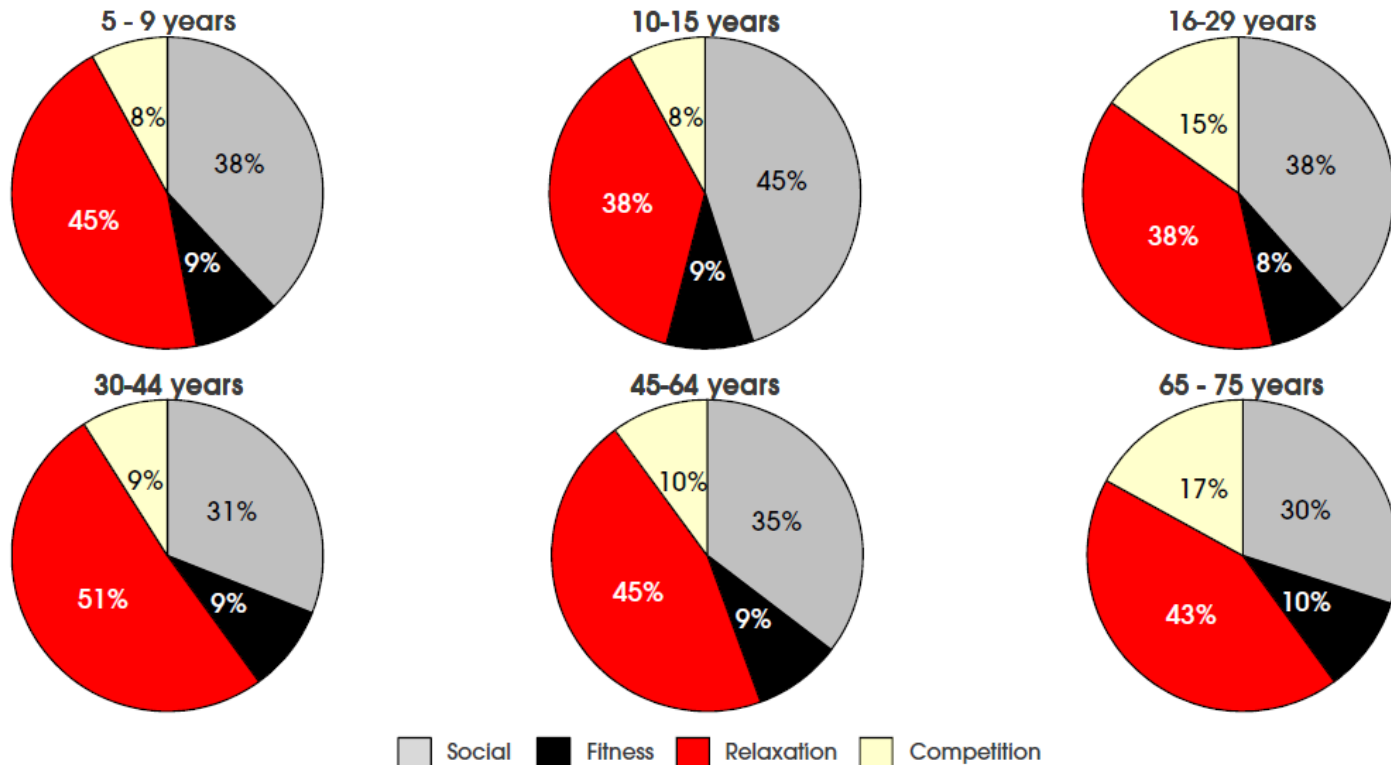
DSC Social Members vs. Darwin Residents - by age group



3.2 Motivations to Participate in Yachting (by Age)



Participated in Yachting In Last 12 Months



Social
 Fitness
 Relaxation
 Competition

Q. How important are each of these things to why participate in each of these sports?

Base: Participated in Yachting in Last 12 Months; n=360



Proposed **Temporary Membership Pricing** - 2017

\$15 per week* – TEMPORARY SAILING

\$5 per visit – TEMPORARY SOCIAL

* Unchanged from current fees.

PART 3 – Membership Processes

Three separate process relating to processing membership

- Renewing Members
- New Ordinary Members
- Temporary Members

Processes - **Renewing Members**

**Membership
Anniversary
– 1 month**

REGULAR RENEWAL

Renewal Notice – Mailed or e-mailed
(based on nominated preference)

**Membership
Anniversary
+ 1 month**

LATE RENEWAL

Overdue Renewal Notice – Mailed or e-mailed
(based on nominated preference)

**Membership
Anniversary
+ 3 months**

EXPIRY

Re-application required to continue membership
(at the discretion of the Management Committee)

Processes - **New Ordinary Memberships**

- This process will remain unchanged*
- New applications (Sailing or Social) must be proposed and seconded by an adult Sailing Member
- Applications go onto the board for 14 days to allow members an opportunity to object to membership being granted
- Memberships are approved by the Management Committee

* This process is required under the Associations Act to admit ordinary members to the Club

Processes – **Temporary Sailing**

- This process will remain unchanged.
- New applications are processed by the office and temporary social memberships are issued from the Office.



Processes – **Temporary Social**

- Processed at the Front Door using scanner technology.
Visitors present Drivers License.
- **No Card Issued**. Temporary Social Membership docket is printed automatically from ID scanner.
- Service not permitted at the bar without printed slip + license to verify.

[* Video demonstration of Scanner Process](#)

PART 4 – Thoughts and Feedback



Participant Feedback Form

PLEASE RATE THE FOLLOWING ELEMENTS TO THIS SESSION				ANY COMMENTS YOU WOULD ADD?	
Not enough	Adequate	Good	Very Good		
Usefulness of the information presented					
Level of detail in the information presented					
Timing involved in this process					
Overall format of this presentation					
				Optional Information	
Your chance to have a say in this matter				Your Name	
				How long have you been a member?	

Additional feedback welcome: secretary@dwnsail.com.au
 Feedback cut-off: 5pm Monday October 17th, 2016.