

ANNUAL REPORT 05



Boating Industry Association of NSW Ltd

For the year ended 31 December 2005



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Boating Industry Association of NSW Ltd is a company limited by guarantee, incorporated and domiciled in Australia.
Its registered office and principle place of business is:

53 Hume Street, Crows Nest NSW 2065

A description of the nature of the company’s operations and its principle activities are included in this Annual Report.

BIA At A Glance 2005

PRESIDENT

Ian McAndrew
Australian Marina Management Pty Ltd

VICE-PRESIDENT

Richard Pym
Pathfinder Marine

TREASURER

Doug Olding
Teleflex Morse Pty Ltd

BOARD OF DIRECTORS

Matthew Robinson – Moby Marine Services Pty Ltd
Simon Cook – I C Frith & Associates
Michael Minogue – President SBA
Alan Blake – Blakes Marine Pty Ltd

Mark Hewitt – Sandbrook Inlet Marina
John Davis – Chair SIA
Norman Ambrose – Catalina Anchorage

BIA DIVISIONS

Marina Association of NSW

Mark Hewitt
Chair
Hugh Shanks
Brett McMullen
Andrew Fenwick
Chris Motum
Tony Griffin
Harry Standen
Lachlan MacLean
Darren Vaux

Shipwright and Boatbuilders Association of NSW

Michael Minogue
President
Paul Burgess
Graham Rigoni
Duncan Ritchie
Ray Simpson
Ron Bailey
Warwick Thomson

Marine Industry Mechanical Repairers Association of NSW

Matthew Robinson
President
Bill Breakspear
Vice-President
Scott Kearin
Treasurer
Roy Baldock
Secretary
Shannon Stocks
Andrew Pink
Jim Tsacalos
Reg Sorensen
Bob Oomen

Sailing Industry Association of NSW

John Davis
Chair
Bob Basham
Andrew Hamilton
Ian Lindsay
David Kellett
Shane Crookshanks
Giles White
Peter Rendle

Marina Brokers Association of NSW

Norman Ambrose
Chair
Mike Jarvin
Michael Joyce
James Mark Anthony
Mark Chapman

BIA STAFF

General Manager – Roy Privett
Secretary – Linda English
Member Services Representative – Steve Cutting
Financial Controller –
Simon Hazelbrook (SM & AJ Enterprises Pty Ltd)
Consulting Marketing Manager –
Domenic Genua (Mirror Image Marketing Pty Ltd)
Marketing and Event Co-ordinator – Justine Merrony
Operations Manager – Warwick Fairweather (MEEUW Pty Ltd)
Executive Manager Marina Association of NSW & Government Liaison –
Lavinia Schivella
Marine Directory Co-ordinator – Christine Howard

CONSULTANTS

Solicitors – Ebsworth & Ebsworth Lawyers
Auditors – Nexia Court & Co

AFFILIATIONS

Australian Marine Industries Federation
American Boat and Yacht Council
Australian Business
Exhibition and Event Association of Australasia
International Federation of Boat Show Organisers
ICOMIA (International Council of Marine Industry Associations)
Marina Association of Australia
Australian International Marine Export Group

PARTNERS

Capital Finance promoting BIA Marine Finance
I.C. Frith & Associates promoting BIA Marine Insurance

Organisers and Owners of the Sydney International Boat Show, Rosehill Gardens Boat Show and The Hunter Boat Show, Newcastle.
Promoters of Try Sailing Days. Publishers of Logbook and the NSW Marine Directory.

VISION



Boating Industry Association of NSW

OUR ASSOCIATION

Since its inception in 1960, the Boating Industry Association (BIA) of NSW Ltd has gone from strength to strength. The Association was formally incorporated in 1970 with its first independent Boat Show three years prior in 1967.

As part of its charter, the BIA is active in the promotion and support of safe boating throughout the State. The Association provides an ongoing voice for industry members and ensures that their interests are well represented.

VISION

The Boating Industry Association of NSW strives to be the voice and authority to government departments, associated bodies and interest groups, representing the Boating and Marine Industry in NSW, whilst creating awareness within the community and promoting the benefits of safe recreational boating.



WHAT THE BIA INCORPORATES

Whilst its activity within the industry is quite diverse, some of the key issues that the BIA deals with include:

- The promotion of the benefits of the boating industry to its members and the public.
- The maintenance of committees in the fields of boat shows, legislation, facilities, safety, promotion and special subgroups.
- To work closely with government, marine organisations and other interest groups to increase the industry's effectiveness.
- To conduct and promote boat shows that reflects the size and importance of the industry and its membership.
- To dedicate profits from boat shows and other marketing endeavours to benefit and promote the industry.

- To maintain cordial and active relationships with all forms of news and marketing media.
- To maintain a permanent office, staffed to represent and assist its membership.

The BIA is also involved in important issues that touch upon all aspects of our recreational use of the waterways, namely: -
The Environment
Waterways Infrastructure
Public Facilities
Boating Safety
Access

Most importantly, the BIA provides a forum to discuss industry needs and serves as a representative of the industry to government (Local, State and Federal), media and the public.

The BIA embodies over 90 percent of the business activity in the retail and light commercial boating industry. Its members include boat builders, retailers, engine distributors, yacht brokers, trailer manufacturers, chandler's, hire and charter boat operators, marinas, shipwrights, mechanical repairers, electrical engineers, surveyors, manufacturers of parts and accessories and wholesale marine distributors - all of which are dedicated to the continuous improvement and sensible regulation of the Boating Industry.

Association membership is appropriate for any business that provides products or services at either a commercial or retail level to the marine market.

Letter from the President – Ian McAndrew

Fellow Industry Members and Industry Participants,

After 14 consecutive years as your BIANSW President, (April 1992 to May 2006), it is not without some personal sadness that I advise you of my decision not to seek re-election for another term as your President. My decision has been made in consideration of future family commitments and plans, reasons which I am sure you will all understand.

I am not however about to leave the Industry nor the BIA Board for that matter. As the Immediate Past President, in accordance with our Articles of Association, I have a further year to serve on our Board which I first joined in September 1988, some 18 years ago, and I will thus look forward to continuing my roles within BIANSW, Australian Marine Industries Federation (AMIF), Marina Association of Australia (MAA), and ICOMIA's International Marina Committee and Environment Committee.

It truly has been an honour and a privilege to serve as your President over so many years in which I believe we have made much progress. It certainly has been challenging directing and representing such a vibrant Association the size and complexity of the Boating Industry Association of NSW.

I have thoroughly enjoyed my commitment to, and my involvement in, our Associations' many achievements and to guiding our Industry in NSW and Australia into the 21st century. Our Industry, with pride and professionalism, has overcome forever our previously held "cottage industry" tag.

Over the years I have been most fortunate to work with, and to preside over, a Board of Directors expanded in number to be representative of all sectors in our marine industry. At all times I have found my Board colleagues to be united with a clear and consistent vision for the welfare and future development of the Association and our Industry.

In recent years, after persistent effort and much frustration, we are gradually (albeit belatedly) now receiving the due recognition for our Industry across most agencies in our NSW State Government.

A remarkable achievement, of which we all should be proud, has been the tremendous professional development of Sydney International Boat Show. From ad hoc displays at Pyrmont in the 1980s, by

the turn of the century, Sydney, without question, had become Australia's premiere boat show and is clearly now one of the top five boat shows in the world today.

Since 1988 the funds of your Association have been responsibly managed and the Association's financial position has been consolidated. In 1988 the Association's Balance Sheet showed Net Assets of \$677,449. By December 2005 these have grown to \$3,601,451 despite, during periods of economic recession in the 1990s, the Association undertaking two major Industry marketing initiatives with expenditures in excess of \$300,000 each. The Association has also strengthened its consolidation by wisely investing in modern professional offices in which our Industry committees, professional management and growing staff can work in a quality of environment appropriate for today's employees and a high profile Industry Association.

It has been an extremely demanding, but rewarding and exciting, time to have been involved in so many issues and to represent our Industry at state, national and international levels and with State and Federal Government.

As a Director of AMIF since 1992 to date, and its President for five years (1995-2000), I have enjoyed, with my interstate BIA colleagues, guiding AMIF (previously Boating Industry Association of Australia) into the responsible and positive organisation it is today with due recognition of its important position by Industry and our Australian Government.

Devoid of direction, leadership and staff in the 1980s, AMIF was provided in 1992 with full-time executive management charged to implement a new and demanding strategic National Policy with programmes and initiatives designed to benefit our Industry throughout Australia. With a capable, competent and professional CEO and support staff, AMIF today has achieved many of its Strategic Plan



objectives and continues to be much involved in many key activities of national importance to our Industry.

My participation in the early formation and directorship of our national export body Australian International Marine Export Group (AIMEX) strongly encouraged its participation as an important part of our AMIF/BIA "family". This relationship has been sustained over the years and I have been encouraged by the continuing growth of AIMEX in its stature and membership and in successfully working with AMIF, our State BIA's and Government in getting our marine products and services into many overseas markets.

The ultimate formation of the Marina Association of Australia (MAA) arose out of a Strategic Plan initiative of AMIF which recognised a 1990's desire by the Marina Industry to create a national forum for marina owners and operators throughout Australia. As a founding Director of MAA, it has been very satisfying to me to finally achieve this key objective. In subsequent years it has also been pleasing to see the ready acceptance of MAA by both Industry and Government including Governments' recognition of MAA's Clean Marinas Australia initiative and its internationally accredited education programmes leading to qualifications for marina managers and employees.

My representation on Federal and State Government committees and councils has been rewarding and positive from an Industry perspective. It has allowed me to present our Industry input into Government driven programmes and at the same time has given me opportunity to



Letter from the President continued

voice Industry concerns when and where necessary. Without doubt, our continuing dialogue with Federal and State Ministers, their policy advisors and their Departmental heads is essential.

I stressed to our AMIF Board in 1993 the need for Australia to renew its membership in our world Industry body, the International Council of Marine Industry Associations (ICOMIA). With major global commercialisation and marketing taking place, coupled with the emergence of global manufacturing standards and guidelines, it was essential for Australia to participate in key Industry international forums and committees.

Our renewed participation in ICOMIA forums and committees has firmly enhanced Australia's recognition and standing internationally as a key recreational boating market. This recognition was evidenced in 2002 when both the triennial ICOMIA International Marina Conference IMC 2002 and the ICOMIA Annual Congress 2002 were held in Sydney.

Next month, at its Annual Congress in Gothenburg, I am pleased to announce that ICOMIA will elect Australian Industry stalwart Graeme Avers as its President. This will be the first time in its history that the ICOMIA President has not come from Europe or the USA. Graeme, previously my AMIF Vice President, is a Past President of BIA of Queensland. As the instigator and proponent of Graeme's original appointment onto the ICOMIA Executive Committee in 2002, I am delighted to see his elevation to the international Presidency of our Industry. My hearty congratulations Graeme. Your appointment certainly evidences the international recognition our Australian Industry has achieved since the formation of AMIF and since our resumption in international activities.

I am certainly very proud of our Industry and its achievements and have been delighted to be able to make a contribution to our Industry's goals of promoting and developing recreational boating in all its diverse aspects. During my term in office, whilst I believe that much has been achieved, there

is nevertheless very much still to be achieved.

Be assured therefore that this will not be the end of my involvement with our Industry. I will continue to make my time and energy available for AMIF, BIA, MAA and ICOMIA activities and for the Members of this great Industry.

In concluding this personal note to you, the Members of BIANSW, I must emphasise my past pleas, and those of other past Presidents. Whilst Associations like BIANSW operate in such diverse and demanding environments, they need experienced and professional business people with a passion to guide, protect and advance their Industry and to be involved in their Association's Boards and Committees.

Professional staff in trade organisations are critically important but they need regular commercial contact and input from business Members to shape the direction of the organisation. Without such involvement and direction, initiatives and objectives usually fall far short of expectations.

Our strength clearly is in our Members. I therefore urge you all to continue to support BIANSW in its endeavours and, where you can, involve yourself in the management of our Association either by way of "volunteering" for appointment to our Board of Directors or by participating in one of our Divisional Committees. It's not a political process! As you might gather, I strongly believe in the future of our Industry and in the future of our Association. To ensure such a sound future happens however, we need your involvement and commitment to our Industry and to your Association.

Finally, I wish to sincerely thank all the Members of BIANSW who have entrusted me with their confidence to lead our Industry Association for so many years. I am always very mindful of the strong contribution our Members have given to our Industry initiatives, programmes, fighting funds, or whatever is needed to achieve our Industry objectives or meet obstacles to our business activities.

I applaud all of our BIANSW Members for the continuing professional development of their businesses and for their support to our BIANSW industry development programmes and initiatives. Your development and professionalism has given me the strength and confidence with which to represent you to Government, sponsors and other organisations with which I have had to deal.

It would be remiss of me not to record that, over the years of my Presidency, I have been most fortunate to have had on our Board of Directors and Divisional Committees, so many dedicated and experienced Members who have largely and unselfishly contributed to the progress of our Association. I have always valued their commitment and consistency of support to me as President.

I have been also fortunate, during my term as President, to oversee the appointment of some key executive staff members who still remain engaged with us today. Notwithstanding the qualities of our Board of Directors, without such key and dedicated persons working with our Board, our Association could never have achieved the strength it has, nor could it have earned the recognition it enjoys today. I am extremely appreciative of their professionalism and support over the years.

I am therefore confident that my successor will receive the same strong level of support that I have enjoyed from you our Members, our Directors and Committee Members, and from our very professional executive and staff – as well of course from the new Immediate Past President.

Ian McAndrew
PRESIDENT



President's Annual Report

Fellow Industry Members and Observers,

It is with much pleasure, on behalf of our Board of Directors and all of our Divisional Committee Members, I present to you the Annual Report of the Boating Industry Association of New South Wales Limited for the year ended 31st December 2005.

Without question, as the contents of this Annual Report reveal, your Association has achieved another remarkably successful year of activity in 2005 and so hopefully have all of our Members.

Your Association has consecutively enjoyed two of its best and most successful years in terms of activities, attendances at all our boat show promotions, expanded services and strong financial results. The year has also seen us win a State Government award for the Best Industry Association Project in the Department of Environment's Industry Partnership Program.

The success of our activities, with strong member support, has again delivered a healthy financial return to provide funds for future investment back into our Industry. Treasurer, Doug Olding will present further details in his report and presentation of a year that eclipses 2004 as our best financial result on record.

For the past decade it is clear that our Industry has enjoyed a strong trading environment and a substantial period of growth. With parts of the NSW economy appearing to "flatten", some have described our market place as softening. In contrast however there are still many positive aspects to our market and it would seem premature to talk the market down with negative views. At this juncture our Industry needs to do what it does best – continue to enthusiastically promote recreational boating as the best and only place for consumers to place their leisure dollars.

Overseas and local indicators continue to show that "first time" boat buyers hold the key to our sales success and future growth. This segment of our market should continue to be strongly targeted.

Recognising increasing competition for Australia's leisure expenditure, BIANSW, in conjunction with other State BIA's and AMIF, has made a substantial investment into the research and development of a "Discover Boating" or "Grow Boating" initiative which is proposed to involve all sectors of our Industry on a national basis. We have been

fortunate to have had the benefit of examining and researching the details of a similar programme designed by USA's peak body, the National Marine Manufacturers Association. A key project development executive has already been engaged and is working to formulate an appropriate programme for Australia. One major issue in developing our national programme is the lack of national market intelligence. This issue is currently being addressed across Australia in order to provide a proper analysis of what is occurring in the market and so that appropriate decisions are made in the planning of our proposed programme. Further announcements will be made in the latter part of 2006 with the programme intended to be implemented in early 2007.

One of the major focuses of BIANSW over the past year has been to improve our communication with State and Local Government agencies and to ensure in those agencies a clear understanding of our Industry Association and our Member activities, services and contributions to local economies.

It is also to provide our Members with opportunity to have direct communication with Government on specific issues.

One of our most positive outcomes for the year has been the strengthening of our relationship with NSW Department of Lands and NSW Maritime. Over the past 12 months we have expended intense energy and activity on behalf of Members in connection with the **Maritime Commercial Lease Policy**. Our efforts required a strong level of communication with Members together with the delivery of Industry views to Government including key meetings with Ministers and Departmental heads. In this process we must acknowledge and thank the relevant Ministers and staff of the Department of Lands and NSW Maritime for taking onboard our issues and concerns and working with Industry to deliver a draft Commercial Maritime Lease Policy for waterfront leases. When approved, we believe the policy will represent an acceptable outcome for Government, our Industry investors in marinas and waterfront sites and the boating public. It will achieve this by linking lease tenure to investment in infrastructure to ensure continuing improvement in the areas of boating access, facilities, environmental compliance and public amenity.

In particular I must sincerely thank our Marina

Committee Members and Lavinia Schivella for their tireless and seemingly endless efforts spent on behalf of our Members in achieving a policy position acceptable to both Industry and Government.

Two other announcements during 2005 will have a major impact on the future of marine activities on Sydney Harbour.

I firstly refer to the new **Regional Environmental Plan for Sydney and Middle Harbours**. This new set of plans has adopted many Industry suggestions. It lifts the previous Carr Government's moratorium on Sydney Harbour in relation to marinas and establishes uniform rules for new development and modernisation.

The second announcement was the release of the **Homebush Bay West-Wentworth Point Master Plan**. The development of this marine precinct in future years will see the achievement of our previously developed vision for the site and will provide recreational boating facilities and public access for the western areas of Sydney.

BIANSW has also been supportive of the establishment of a marine precinct in Newcastle. This has long been recognised by our Association and the Hunter Economic Development Corporation as having huge potential with its abundance of waterfront commercial land and a skilled workforce.

To address the crucial issues of boat storage, waterways infrastructure, access and dredging across the State, BIA has presented to some Government Ministers and agencies a proposal to establish a **"NSW Advisory Council for Maritime Access, Infrastructure and Development"**. The purpose of this Council or Taskforce is for Industry to work with Government agencies to address the state of existing boating access and storage facilities and to determine requirements over the next 5 to 25 years. Our aim is to improve access and amenity, to create marine precincts, to improve existing and to develop new launching ramps, to facilitate the development and modernisation of marinas, and to resolve siltation and dredging issues.

At the present time there is not any co-ordinated or unified approach by Government to deliver on the recreational boating infrastructure needs across the State. We already have "in principle" agreement



President's Annual Report continued

from Department of Lands and NSW Maritime and our initiative will be of tremendous benefit if we can convince Government across the other essential Departments and agencies to work together with Industry.

Another major initiative I wish to highlight is the commencement of the **Australian Marine Industry Action Agenda**. This is a Federal Government initiative in which AMIF and BoA's participated. It is anticipated that its programmes will be implemented over the next three years. The Industry Action Agenda should present a unique opportunity for our Industry to improve its competitiveness and position itself for the future in partnership with the Federal Government. Unfortunately there is no Government funding available for any of the programmes arising from the Agenda and I am inclined to the view that progress of the programmes arising from the Agenda may be extremely slow in fulfillment.

Education is another initiative which has long been under our consideration. Whilst our Divisions have always been active with curriculum reviews and development of courses with TAFE, it is pleasing to highlight the tremendous efforts AMIF has made on training matters including the National Recreational Boating Industry Training package, the identification of skill shortages and a major funding submission to Government for assistance to our Industry. The issue of improving training within our Industry is at the forefront of our discussions and I would anticipate accelerated activity in this area in the near future.

In NSW the development of a training programme has been completed for Marine Brokers and will be an important part of that Division's accreditation process. The Marina Association of Australia's educational programmes are now well established and provide a key source of training employees and managers in the marina sector. This type of approach can be applied to other sections of Industry. I would also express our sincere appreciation to I.C. Frith & Associates for sponsoring an educating series of Better Business Seminars for our Industry Members.

Much of our Industry activities are undertaken by our key operating Divisions:-

- **Marina Association of NSW;**
- **Marine Industry Mechanical Repairers Association of NSW;**
- **Shipwrights and Boatbuilders Association of NSW;**

- **Marine Brokers Association of NSW;**
- **Sailing Industry Association of NSW.**

In addition to our Board of Directors we have a key sub-committee, the Sydney International Boat Show and Marketing Committee. Separate reports are set out in this Annual Report for your information and highlight the substantial work performed by each of the foregoing Committees.

We also recognise the work and commitment of our network of national and international Associations with which we participate on behalf of our Members:-

- **Australian Marine Industries Federation;**
- **Australian International Marine Export Group;**
- **Marina Association of Australia;**
- **International Council of Marine Industry Associations; and**
- **International Federation of Boat Show Organisers.**

During 2005 your Board has continued with our franchise arrangements for marine finance and commercial insurance products for the benefit of our Members. We are very appreciative of the continuing involvement in these products from:-

- **Capital Finance Limited – BIA Marine Finance packages for dealers/brokers;**
- **I.C. Frith & Associates – BIA Marine Insurance commercial insurance packages**

As you will read from this Annual Report the 2005 Sydney International Boat Show has again been a resounding success with high attendance, strong sales throughout and record exhibits in the halls and marina. The Sydney International Boat Show is again strongly supported by the continuing involvement of our sponsors and media partner and the thanks and appreciation of our Board goes to:-

- **Club Marine Insurance;**
- **NSW Maritime;**
- **Trader International Group;**
- **Yaffa Publishing (Boat Show Programme and marketing assistance);**
- **Yamaha Australia (Yamaha Fishing Clinic and Sydney Weekender promotions);**
- **Toyota (Official BIA tow vehicle displayed at BIA events)**

The year 2005 has been another tremendous year of achievement for our Association. Much of the credit for the year's successes must of course go to our executives and staff who continue to demonstrate the highest levels of commitment to their tasks. Over the many years I have of course worked very closely with our staff and at all times have found them to be most professional and firmly dedicated towards achieving our Industry objectives.

On behalf of our Board, Committees and Members, I sincerely thank our team of Roy Privett, Domenic Genua, Simon Hazelbrook, Lavinia Schivella, Warwick Fairweather, Steve Cutting, Linda English, Justine Merrony and Christine Howard for their excellent efforts.

It has been gratifying that over a long period of time many people have participated on our Board of Directors or on our Committees and, in doing so, have dedicated a great deal of time to benefit our vibrant Industry. To all Directors and Committee Members, past and present, I record with pleasure the thanks of our Members for your untiring efforts. I express my own personal thanks to you also for your support to me. It has been an honour to work with you on the many challenging issues over the years. It is not always an easy task and I appreciate that you have all remained committed to furthering the overall needs of our Industry and recreational boating.

To our Members, thank you for your contribution to our Association's success and for your continuing loyalty and support of your Association and its activities.

Thanks once again for allowing me to lead the Association over such a long period of time. It has been exciting and fulfilling and I have been proud to work with you for the betterment of our Industry. I share your passion for, and belief in, our Industry. These attributes will ensure that our Association remains strong and viable to meet future challenges.

In closing I extend sincere best wishes to my successor and confirm my ongoing commitment to our Industry and its programmes.

Ian McAndrew
PRESIDENT



Issues and Activities in Brief

This section of the Annual Report briefly covers areas of activity and issues tackled by BIA throughout 2005. It is designed to demonstrate the range of government and trade activities of the Association working for the boating industry in NSW, Australia and Internationally.

- **Marine Industry Action Agenda.** Following member and association input into this Australian Government and Industry initiative, Cabinet has approved the project and established a set of twenty two action projects under the headings of Market Development, Regulation and Environment, Innovation, Skills and Training, Industry Leadership, and Implementation to enhance the performance of the boating industry. An industry group has been established to implement the actions over the next three years. This group will work with industry associations, industry members and governments to improve the industry's competitiveness.

- **Industry Partnership Program.** This environmental improvement program funded by the EPA and Industry was completed with final reports now being prepared. The results have been tangible in improving environmental outcomes at participating member businesses. In April the EPA recognised the outstanding achievements of the BIA when we were announced at a State Award ceremony as the winner of Project Management Award – Best Industry Association Project.

- **Government Relations activities has been extensive.** In this ever challenging activity we have been guided by the Hon. John Murray, past Speaker of the House and retired member for Drummoyne. We appreciate his knowledge and expertise.

- **Commercial Lease Policy for Marinas and associated waterfront operations.** The pursuit of a consistent State policy with NSW Maritime and Department of Lands has been a major focus of activity over a number of years and 2005 witnessed an extensive stakeholder and public consultation process together with member briefings and numerous workshops resulting in a draft policy placed before State Cabinet. We are awaiting final approval, which BIA considers will provide a framework for improved boating facilities, stable operating environment with certainty, environmental compliance and public amenities on our waterways.

- **Land Owners Consent Manual.** This NSW Maritime policy manual has been subject to extensive debate and scrutiny. BIA has maintained this manual is not required and introduces an extra level of interference, a time consuming exercise which adds to costs and inhibits investment for modernisation and environmental enhancement to meet today's demands for quality facilities and access to our waterways.

- **New Regional Environmental Plan for Sydney and Middle Harbours.** BIA and Marina Assoc. of NSW lodged extensive submissions in a review process. A new REP was gazetted and picked up some of industry recommendations. The plan lifts the moratorium on Sydney Harbour in relation to marinas and is designed to provide uniform rules for development on or near the harbour. It addressed important issues as public access and continuing role of working harbour. The REP divides the Harbour into nine zones with new marinas permitted in four areas.

- **Homebush Bay West - Wentworth Point Master Plan.** In 2000 BIA released it's "Vision for recreational boating and boat servicing in Sydney Harbour" document and in March 2001 a BIA "Proposal for the Development of a Marine Park at Homebush Bay West." The Master Plan adopted by the Minister for Planning in 2005 and prepared for NSW Maritime and Sydney Olympic Park Authority details the development of the site as a **recreational boating precinct for Western Sydney**. The maritime precinct will include a boat ramp, boat storage, commercial and residential development. This is a tremendous achievement to secure valuable waterfront space for the future development of our industry and enhancing access and facilities for the general public.

- **Proposal for a NSW Advisory Council for Maritime Access Infrastructure and Development.** BIA has commenced discussions with Government to form State Advisory Council with representation from Government Departments, Industry, private sector and boat user groups as a most effective way to process the development and improvement of waterways access and associated maritime infrastructure and facilities across the State. This initiative would require an audit of existing facilities, a needs analysis for specific waterways/regions, and

development of strategic plans for modernisation and requirements for new developments over the next twenty-five years to meet growing demand.

- **Blackwattle Bay Master Plan and Rozelle Bay Marine Precinct.** Input and comment on the reversal of Government's plan to build a multi purpose boat ramp at Banks Street was a blow to recreational boating. A passive ramp in this location is pure madness and politically motivated with no regard for the needs of recreational boaters of all kinds.

- **Ballast Point Master Plan.** Placed objections before Sydney Harbour Foreshore Authority as to the reduced scale of a much needed refuelling facility for Sydney Harbour, exclusion of recreational vessels and any other commercial component. This again illustrates a government agency overlooking recreational boating with the intent to refuel ferries and commercial vessels and failing to address the crisis facing refuelling recreational vessels on the Harbour.

- **Liaison with NSW Maritime** on issues such as restructure of Maritime, revamp of licensing program, proposed 40 knot speed limit, RBT introduction, restrictions on boat usage in Smiths Creek, survey in relation to boat share arrangements. Ian McAndrew resigned during the year from the Maritime Council. BIA Director Alan Blake and Chairman of the Marina Association of Aust. Jeff d'Albora currently serve on the Council. Warwick Fairweather represents BIA on the Maritime's Recreational Vessels Advisory Group.

- Representations to National Parks and Wildlife Service on **Marine Parks** implementation and representation on advisory committees, and **boat ramp** issues in National Parks.

- Representation together with the Outboard Engine Distributors Association on an **expert panel** to assist the Department of the Environment and Heritage to develop actions for the **environmental management of small engines** (two and four stroke cycle) emissions. This includes outboards and PWC's. Objective to develop national environmental benchmarks to improve urban air quality.



Issues and Activities in Brief continued

– **Introduction of NMSC's Australian Builders Plate.** Negotiations were successful with NSW Maritime and National Marine Safety Committee to reverse the intent of draft legislation placing the primary onus on retail dealers. Manufacturers and importers will rightfully be responsible on introduction of the legislation. The amended legislation makes it an offence for any person to sell a boat without a plate being affixed. The offence will equally apply to manufacturers and importers. Modifications can be authorised by a competent person in lieu of a government-qualified person. This is a practical common sense outcome and does not need a cumbersome administrative system. Following industry representations late amendments were made to include owner builders being required to affix an ABP which will improve boating safety standards. The ABP will apply to most recreational boats including those imported into Australia, and details vital information such as maximum number of people and load allowed, engine rating and weight and, for boats less than 6 meters, buoyancy performance. The ABP will be **operative** 1st July 2006 and concludes a five year program of industry consultation with NMSC.

• Administered the **Marina Association of Australia** for the first quarter of 2005. Won a tender to administer, conduct audits and market the Clean Marina Australia Program.

• **Grow Boating/ Discover Boating Project.** In November 2005 BIA joined a study tour to the US to research the US Grow Boating initiative. BIA's around Australia are enthusiastic about the potential of the US program and consider it has tremendous potential for Australia. This project presents a great opportunity to act on a national basis to influence people to participate in recreational boating and improve standards of operation in our industry.

• **International Activity.** BIA Directors, staff and members have participated at the International Marina Conference and presented papers (San Diego), Ian McAndrew serves on the International Marinas Committee, NZ Marinas8 Conference, International Council of Marine Industry Associations (Graham Avers Eastern Engines current Vice President) and International Federation of Boat Show Organisers Annual Congress. In 2007 the ICOMIA/IFBSO Congress will be held in NZ and Marinas9 Conference in Australia.

• **TAFE Traineeship for Boating Services** curriculum finalised. Awaiting promotion through the education system. This Traineeship is an integral part of the National Recreational Boating Industry Training Package.

• **Member Services and Communication.** Activities of BIA Divisions are separately reported.

– **Sixty two new corporate members joined in 2005** and after deletions our membership is now 585 corporate plus MIMRA/SBA Associates of 170. We have a network of associations providing services to the industry in addition to our Divisions including Australian Marine Industries Federation, Marina Association of Australia, Australian International Marine Export Group and Australian Business Ltd. Business Advice Line Service is available to BIANSW members. Capital Finance (BIA Marine Finance) and I.C. Frith & Assoc. (BIA Marine Insurance) continue as our partners. I.C. Frith during 2005 proudly sponsored free Better Business Seminars on Super Show Selling, Customer Service and Industrial Relations Reforms. Seminars were well patronised and will be again offered in 2006.

– **Communications** have been improved with LOGBOOK going to a full colour publication, regular FAST FACTS service both of which are now posted on the web site for member's future reference and email is also being utilised. We have created a members only section on the web site which will include boat show and other event information, wage rates and conditions of employment advice, environmental information, Job Vacancies and Job Seekers, boating statistics, BIA standard stationery products and order forms, special offers from our partners and need to know information. This member's only section will be regularly updated and developed to assist members.

– **Member Services Manager Steve Cutting** accomplished over five hundred member calls in person or by telephone contact and regional visits. Steve handled in excess of eighty consumer complaints of which fifteen required assistance at the Fair Trading Tribunal.

– **Member Meetings and Networking.** BIA maintains a program of two general meetings in Sydney and one in Newcastle, special briefings on current topics, Better Business Seminars and all

divisions hold regular committee and general meetings with the occasional trade night.

– The **NSW Marine Directory** now in its fifth year of publication by BIA continues to grow and be accepted as a must have reference for the boating public to the industries products and services. 50,000 copies were distributed at the end of 2005.

– **BIA Boat Shows and Events** have been highly successful in 2005 delivering in excess of 120,000 people to our member's exhibits. Details will be presented in this report.

– **Generic Advertising of Boating Lifestyle and Dealing with a BIA Member** were prepared and delivered via Channel 7 Sydney Weekender Program sponsorship, NSW Maritime Handbook, NSW Fisheries Guides and general magazine advertising. All aimed at delivering a positive boating lifestyle message and at all times the promotion of dealing with a BIA member to a conservative estimate of over half a million people.

• **Environmental Activities** have included administering and promoting Clean Marinas Australia, finalising the Industry Partnership Program and development of a business plan to take it to the next stage. Attendance at Manly Council's Environmental Day, environmental discussions with Sutherland Shire and Pittwater Council, environmental pages on web site and distribution of environmental and best boating practices at BIA boat shows and other events.

• **Workcover and OH&S.** participated with Workcover in a national audit of composite type chemicals and continued to seek improved member services in relation to OH&S requirements.

• **Emerging Issues at end of 2005** include Marine Protection Areas, Compulsory Wearing of PFD's, State wide 40 knot speed limit, is NSW Maritime an island from the rest of Australia in regard to its administration and interpretations on commercial survey, lifting restrictions on PWC usage on Sydney Harbour, the state of the NSW economy and proactive programs such as Discover Boating to promote the recreational boating lifestyle, and industry data and statistics for a proper analysis of what is happening in the market place.



Robert Greaves Achievement Award to Bill Breakspear



Bill Breakspear with his wife Vicki.

Popular marine industry identity Bill Breakspear is the 2005 recipient of the Robert Greaves Achievement Award.

BIA of NSW President, Ian McAndrew, made the presentation before more than 500 guests at the official marine industry breakfast staged during the Sydney International Boat Show.

Breakspear, Head Teacher of the Marine Mechanics courses at the Sydney Technology Institute, was, to use his own word, "dumbfounded" when his name was announced as the 2005 recipient of the prestigious award.

Accompanied by his wife, Vicki, Breakspear said the award has humbled him.

"I thought awards like this only went to important people," he said, modestly.

Those associated with the industry are only too well aware that Breakspear is indeed "one of the important people."

He has trained more than 500 apprentice mechanics through the vital TAFE courses.

Paying tribute to the man, Ian McAndrew said the recreational boating industry was indebted to his achievements and commitment.

"Through his personal style and ability to communicate and train many apprentices, Bill Breakspear has made an extremely valuable contribution to the boating industry and, of course, to all who enjoy recreational boating.

"He is indeed a worthy recipient of the Robert

Greaves Achievement Award for 2005."

That Bill Breakspear, 51, is still teaching anything is a magnificent tribute to his iron will.

It's just three-years since he was involved in an horrific car accident, sustaining injuries initially thought to be life-threatening.

He has made an astonishing recovery, currently at a stage three-years after the accident that doctors thought would require five-years.

Bill Breakspear's industry career dates back more than 30-years. In that time he has established a reputation as one of the best outboard engine technicians in Australia.

He has attended factory training courses covering the repair and maintenance of Johnson, Evinrude, Mariner, Mercury, Chrysler, Tohatsu and Yamaha outboard engines, MerCruiser, Volvo Penta and OMC stern drive and inboard engines and boasts general experience with most diesel engines, particularly Perkins, Ford and Yanmar.

Bill's talents extend beyond engines - he has been involved in the installation of various types of marine electronics and can handle complete re-wiring tasks when called upon.

It probably comes as no surprise to the Breakspear family that Bill chose the boating industry as a career destination.

He was born at South West Rocks, on the NSW north coast, where both his father and grandfather operated as commercial fishermen.

Much of his boyhood was spent close to the Georges River and Kogarah Bay sailing clubs, and on most weekends Bill could be found building and repairing Sabots and Manly Juniors.

He completed his HSC and attained a Teaching scholarship and entry requirements to the University of NSW, however, fortunately for the boating industry Bill had second thoughts and instead chose to undertake an automotive engineering certificate in the hope of gaining work in the marine fields.

The rest, as they say, is history.

A highly successful stint at the then OMA (later OMC) where he rose to Service Training Manager, Australia and New Zealand, led to him teaching classes in marine engine repair and boat

maintenance at TAFE facilities at Bankstown, Blacktown and Padstow.

Bill later left OMA and formed his own company, Breakspear's Marine Services and during this time qualified as a Certified International Open Water Diver, and assisted in various salvage operations, mooring and hull inspections.

In 1990 Bill was appointed the first specialist Marine Mechanics teacher in TAFE NSW history and, to quite possibly the first such appointment in Australia.

His appointment led to the establishment of first rate marine mechanic training schemes and has left an indelible mark on the boating industry.

As Head Teacher, Bill has been involved in total curriculum development and was instrumental in uniting the course, which was originally split between two facilities, to deliver a superior training outcome.

He also had major input into the establishment of the Marine Industry Mechanical Repairers Association (MIMRA) and continues to serve as its vice president.

"Teaching and nurturing the industry's apprentices has been Bill's passion and to acknowledge their achievements he was able to convince the BIA to incorporate the official graduation ceremony into the Sydney International Boat Show," Ian McAndrew recalled.

"That ceremony has now become an institution in its own right, with apprentices and their families celebrating their successes on the Sunday evening of the show."

A member of the Institute of Automotive Mechanical Engineers (IAME), Bill Breakspear joins a distinguished list of previous Robert Greaves Award recipients; Derek and Jeannie Barnard (Penta Comstat Safety Communications, 1990), Peter Hunt (BIA Life Member, 1991), Norman Hudson (Publisher, 1992), Ted Dunne (GME Standard Communications, 1993), Bruce Steber (Stebercraft, 1994), Don McIntyre (McIntyre Marine, 1995), Bob Ross (Journalist and yachting authority, 1996), Keith Lambert (Shipwright Teacher, 2001), Trevor Gowland (Boat designer/builder, 2002).



Division Reports - Marine Brokers Association of NSW

The Marine Brokers Association (MBA) was established to identify and grant accreditation to professional marine brokers and give recognition to their training and experience.

BIA has developed a series of standards to provide guidelines by which the MBA can "endorse" those brokers that can show evidence they comply with standards that have been identified as "best practice" for marine brokers. This is an important initiative because it:-

- * Encourages MBA members to self-regulate for continuous improvement and the advancement of excellence within the brokerage industry;
- * Differentiates NSW BIA/MBA endorsed brokers as examples of best practice and alerts the public/potential customers to the importance of selecting an ethical and accredited broker;
- * It entitles the display of the MBA NSW Marine Endorsement Logo as a symbol to customers that you are committed to ethical and good business practice;
- * Provides opportunities for MBA members to promote themselves as preferred marine brokers because of their high standards of customer service and commitment to ethical practice;

- * Assists members to grow their business by establishing contemporary business management systems, policies, procedures and training.

- * Assist MBA members to build the value to their business by adapting customer relations/customer service initiatives.

Norman Ambrose of Catalina Yachts is President of MBA and sits on the BIA Board of Directors.

The Marine Brokers Association has seen some major issues resolved during 2005. Firstly the finalisation of the ongoing negotiations with Trade A Boat magazine. These negotiations we believe have had a very amicable result with our accredited brokers receiving a 10% discount off advertised rates. These new rates will apply from the beginning of 2006. We trust this will be an incentive for non-member brokers to become part of the Association. We also consider that industry issues with Boatpoint have been reduced to an acceptable level.

The most exciting issue was the completion of the accreditation course for marine brokers. The course is divided into 7 parts so that it will not consume too much valuable time of brokers. The modules cover Managing your Marine Brokerage Business, Managing Occupational Health & Safety, Marketing

your Marine Brokerage, Managing Customer Relations, The Sales Process, The Environment and Managing your People. This course is clearly demonstrating to Government that we are prepared to self regulate rather than be regulated by onerous legislation.

It is intended to then move to the next stage and expand this course so that we can attract young people wishing to become brokers, hence existing brokers can take on an apprentice undertaking an accredited education course.

Once our brokers have completed this accreditation course we can upgrade the advertising program, further enhancing the public perception of our brokers.

During the year standard forms for brokers were introduced, these forms cover all the important aspects within a brokerage, either with the vendor or the purchaser.

Membership during 2005 grew significantly, this can only benefit the association. Strength in numbers!!



Division Reports - Marina Association of NSW

The Marina Association (MANSW) ended its 2004 Annual Report with comments that it has faced one of its most difficult periods ever in relation to **maritime leases**. The industry was urging government to listen to its cries and following discussion with the Department of Lands in particular, the MANSW "hoped that the results (will) show the kind of recognition and leadership sought of governments in assisting industry to provide valuable services, employment and income to the state."

The **Leases sub-committee and the subsequent negotiations** with government saw a new member join its team in May 2005. Darren Vaux co-owner of Gladesville Bridge Marina from December 2004 and Henderson's Boatshed (in late 2005), was able to bring his development and government liaison expertise to the fore. Darren Vaux joined the sub-committee immediately following what must have been the biggest ever **industry meeting with Government** in April 2005.

Following the public release of what was seen by the industry as a dangerous policy for all marinas and all associated tenancies, the CEO of the NSW Maritime Authority Chris Oxenbould AM attended a meeting of over 120 marina and industry members in April 2005. It was through this process that NSW Maritime began to acknowledge the impact that the Draft Commercial Lease Policy would have on the industry and therefore the state's economy. With this acknowledgement came a series of workshops in late July/ early August with NSW Maritime and Department of Lands. The **Department of Lands** had actually implemented its new and acceptable **Lease Policy in June 2005** and by the end of the year a new **joint** Draft Commercial Lease Policy was developed and is still with Government for final adoption at the time of preparing this report.

The MANSW Committee recognises that it is essential for this Policy to be implemented so that realistic discussion with regards to rentals can then commence and industry can begin the task of modernising its infrastructure. The investment at marinas through modernisation and development will benefit all of the state and its economy.

With leases the over-riding focus of government lobbying for the last few years, the BIA will still continue to address the broader issues affecting our industry. It has continued to increase its

presence with government and is now able to access decision-makers at the uppermost levels and work more closely with government and the administration. It has done this through forming strong professional relationships with relevant representatives and this will see many benefits for our members. 2007 will see a state election and the relationship with all of government is essential for growth and prosperity.

August 2005 saw political upheaval for NSW when **Bob Carr resigned** as its Premier after 10 years at the top and so the BIA with its finger on the pulse has met with relevant officials.

The **new Ministers** relevant to our industry in 2005 were: The Hon. Eric ROOZENDAAL Minister for **Ports & Waterways**, The Hon. Morris IEMMA, MP: **Premier, Treasurer & Minister for Citizenship** and, The Hon. Frank SARTOR, MP. Minister for **Planning**, Minister for Redfern Waterloo, Minister for Science and Medical Research, and Minister Assisting the Minister for Health (Cancer). John Brogden also resigned and Mr Peter John DEBNAM, MP became **Leader** of the Opposition in September 2005.

2005 also saw the new Minister for Planning, the Hon. Frank Sartor MP finally sign off on the **Sydney Harbour Catchment Regional Environmental Plan (REP)** and so the **"Unofficial Moratorium"** on marina development in Sydney Harbour was actually lifted, once the REP was gazetted at the end of August 2005 together with the **Development Control Plan** for Sydney Harbour.

However, the next obstacle to development and modernisation (goals of the government) for

Sydney Harbour marinas in 2005 was the **Land Owners Consent Manual**. This tool of government (NSW Maritime Authority, formerly Waterways Authority) has already caused much concern and unnecessary delay across our membership and will require another **concerted and united industry effort in 2006** to ensure this tool does not become a "Business Prevention" device.

The **MANSW committee** structure continued as per 2004 with Mark Hewitt from Sandbrook Inlet Marina (Funventure PL) continuing as the MANSW Chair.

The committee followed through on its promise of creating a **constitution** for the MANSW and the goal was to have this in place by mid 2005. The MANSW Constitution will hopefully be a dynamic set of guidelines that will allow the division to continue representing its membership across NSW effectively.

The **Industry Partnership Program** was recognised by the NSW Department of Environment & Conservation (formerly EPA) when it received an award for the IPP in April 2005. All data collection had been completed by the end of 2005 and a consultant was then engaged to collate and present this data in a format that will benefit the industry. This was to be completed in the first quarter of 2006 with further dissemination to follow across the state.

As with each year except 2003, the **Sydney International Boat Show in 2005** again brought together a number of **marina members to network** on relevant issues including Rozelle Bay, leases and the Land Owners Consent Manual.





Division Reports - Marina Association of NSW continued

As is tradition, the MANSW changes the type of meeting each year and 2006 at the Sydney International Boat Show will see a return to the more formal type of networking function.

The 2005 MANSW committee have undertaken to continue supporting all members on these many issues during the next 12 months. As part of its ongoing vision for industry the Marina Association of NSW seeks to:

"improve the standard of marinas through information, advice and assisting members with self regulation and meeting external benchmarks."

The MANSW **Objectives for 2006** include:

1. **Security of tenure:** ensure that the new policy is adopted by government and administration.
2. Establish a workable **framework for rent negotiations and review.**
3. Ensure that government **policy** and administrative **practices** do not discourage **investment and modernisation.**
4. **Strengthen and widen self (co) regulation** to both a) capacity of industry to achieve legislative & regulatory outcomes and, b) encourage members to achieve site-specific best practice which enhance product quality. To achieve this, the MANSW will work with the BIA to **formulate a specific OMS** (Environmental & Safety Management System) **Business Plan** that also refers to the Clean Marinas Australia Programme.
5. **Provide general advice** to members on environmental, operational and regulatory matters.
6. **Provide specific advice** to individual members on a user-pays basis.
7. **Establish a data-base** of member offerings such as number of berths and moorings and advertised rates, additional facilities.

MANSW also embraces a number of objectives consistent with BIA. The following objectives are important to the maritime industry as a whole and are supported by the MANSW.

1. Establish the **"State Maritime Infrastructure** Advisory Council/Forum" in order to progress recreational boating issues and wider industry concerns.
2. **Ensure** that government **regulation does not inhibit the boating industry** - e.g. compliance plates, boat drivers' licences, compulsory PFDs.
3. Continue the focus on **government liaison** in order to strengthen relationship
4. Use the **buying power of members** to obtain the best rates for financial services provided to members such as insurance and banking facilities.
5. Compile **industry statistics / Fact Sheets** to underpin importance to the NSW economy.
6. Obtain **government funding** for environmental, educational, training and promotional activities.
7. **Promote the boating industry** through targeted campaigns.
8. Management of the **Clean Marinas Australia** Programme

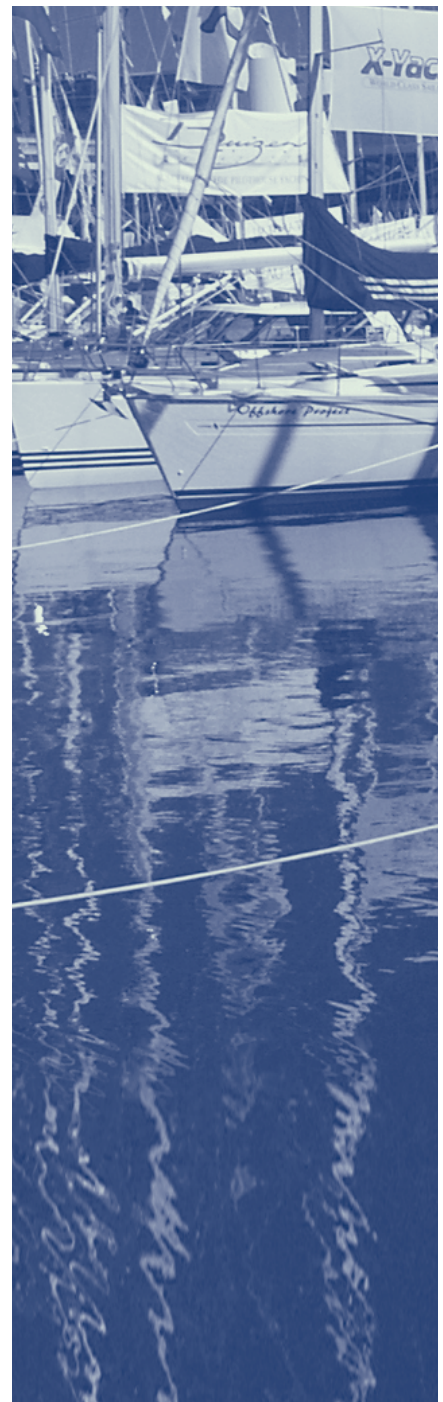
From a national perspective, the members of the MANSW also provided ongoing support to the **Marina Association of Australia (MAA)** whose primary focus is on education, accreditation and national technical standards for marinas.

With the MAA moving to Sydney in 2005 and the engagement of a dedicated Administrative Manager, it achieved a growth year in membership numbers, quantity and types of training courses, and also the Board of Management.

In mid 2005 the MAA reviewed its Constitution and members voted on a number of changes that would benefit its membership in coming years.

The Clean Marinas Australia programme, now managed by BIANSW, saw the number of accredited marinas rising from 3 to 18 by December 2005.

The Marina Association of NSW is committed to achieving the goals it has set for the forthcoming year so that it can continue representing all of its members in whatever ways that can benefit the industry in NSW.





Division Report

- Marine Industry Mechanical Repairers Association of NSW

MIMRA is dedicated to representing the industry sector that encompasses Marine Technicians. It provides a forum for Company and individual members to voice their thoughts on industry issues, improvements, interests and provides a means of disseminating information.

MIMRA members and Associates abide by the BIA Code of Practice and strive to provide professional and efficient service to the boating public.

MIMRA objectives include:

- To give members an opportunity to further their trade skills and education.
- To develop safe work practices and industry best practice.
- To provide a forum for the exchange of ideas and technology to benefit manufacturers, specialists and suppliers.

MIMRA membership stands at 110 corporate and associate members.

The MIMRA Committee devoted a large amount of time and effort in 2005 working with TAFE to develop competencies and refinement of the curriculum for the training of apprentice marine technicians. Advice was also required for the newly developed Boating Services Traineeship. Although this traineeship is ready, including the initial

component for high school students it is awaiting a marketing push to schools and students before it can commence. The MIMRA role with TAFE is one of its most important to ensure that industry requirements for the training of our future tradesmen is delivered.

MIMRA held their Annual General Meeting in May 2005 with the committee being returned unchanged. Matt Robinson continues as President and is a Director on the BIA Board of Directors.

During the year, MIMRA was involved in two major events. Firstly, **Bill Breakspear**, Head Teacher Marine Mechanics course at Sydney Institute and founding member of MIMRA was honoured by the entire industry with the presentation of the prestigious **Robert Greaves Achievement Award**. The Award was presented at the official opening breakfast of the Sydney International Boat Show before five hundred members and guests. It is a special award for high achievers in our industry. Bill was quite surprised and very humble in receiving such recognition from his industry peers. A separate segment on this presentation is contained within this report.

The second major event was the **Marine Mechanic Apprentices On The Water Training Day**. This was once again sponsored by MIMRA and co-organised with TAFE. Industry

representatives from Yamaha, BRP, and Mercury all made a valuable contribution to this essential training day. BIA supplied the Sydney Weekender boat. On this training day apprentices are required to operate different vessels using a selection of different diameter and pitch propellers. A run is made using a GPS and time recorded. The propeller is then changed and the run undertaken again. Apprentices are required to compare the results and calculations of the different configurations. This is an essential part of the apprentice training course and MIMRA to be involved in such a practical way.

A number of MIMRA corporate members participated in BIA's environmental awareness Industry Partnership Program and various workshops. It was found to be of real value to address environmental issues at their various businesses. It certainly points the way for further training to achieve positive environmental outcomes.

MIMRA committee believes that further education and an examination of the motor industry licensing scheme or industry self-accreditation are the most important issues to be tackled. These issues will be high on the agenda in 2006. It is all about raising the standards and professionalism together with attracting and retaining skilled people in our industry.

Division Report

- Shipwright and Boatbuilders Association of NSW

SBA as a division of BIA represents shipwright and boatbuilders. Corporate and associate membership is available for tradesmen and apprentices involved in new boat construction, modifications and repair.

SBA provides a forum for industry issues and education as well as an identity for the industry and point of contact for the boating public.

SBA objectives include:

- To create an industry forum for the exchange of ideas, techniques and industry networking.

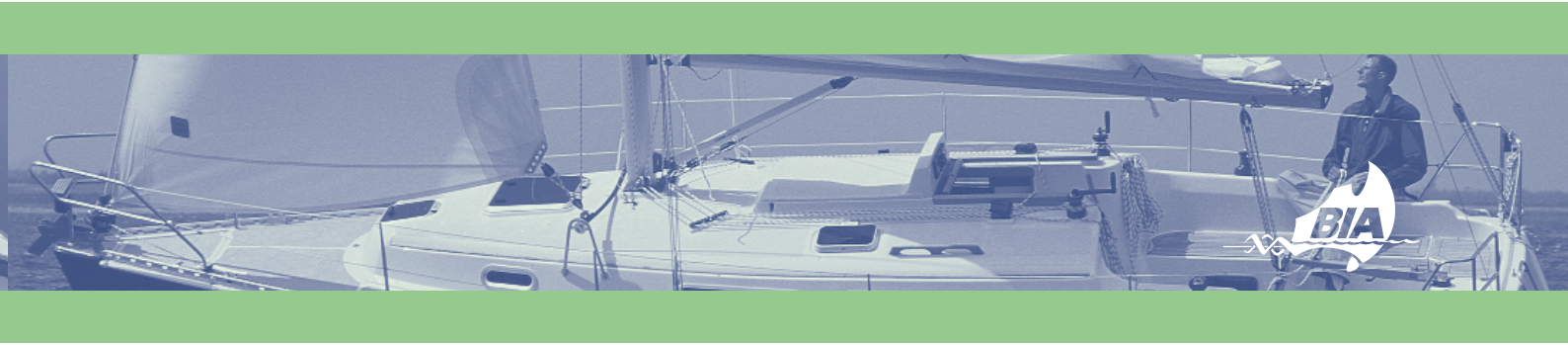
- To develop and recognise standards of work practice.
- To foster government and consumer recognition through industry self-regulation.

SBA membership stands at 136 corporate and associate members.

Activities during the year included general member meetings at Gosford and Asquith. The Newcastle Branch of SBA was revived and members held a meeting at Cardiff. There is a great amount of

renewed activity in the Hunter area with TAFE apprentice courses in a growth mode and Newcastle Ports creating two marine precincts primarily for boat manufacturing and repair.

SBA committee was involved with TAFE for the review of the trade course curriculum and the required competencies. This is a very important role that SBA performs in assisting to maintain high standard training courses for apprentices and post trade courses for tradesmen and surveyors.



Division Report

-Shipwright and Boatbuilders Association of NSW continued

An educational function was organised with members enjoying a tour of HM bark Endeavour while the vessel was in dry dock at Garden Island.

Members participated in the SBA organised Build a Boat Competition at the Sydney International Boat Show. This event has become an important fun day for members and presents their trade skills to the boating public. It continues to attract tremendous public interest and media attention. The event is now a permanent part of our show promotions attracting teams from Queensland and NZ. The 2005 Overall Winners were a local team of Duncan Ritchie and Brett Hobbs. Our appreciation goes to

the competition sponsors Mister Plywood, Sicka Aust., De Walt Aust and Southside Power Tools. It was a terrific gesture when Mister Plywood donated a magnificent perpetual overall winner's trophy. Their continuing support and involvement is very much appreciated.

In 2005 SBA for the first time sent a team to compete in Auckland New Zealand in their Build a Boat Competition which we have renamed the Trans Tasman Challenge of boat building. It was a great experience competing under a complete set of rules that are very different from the Sydney event. We were not victorious however another

challenge is being prepared for 2006.

The Annual General Meeting was held at Mona Vale in December. Michael Minogue was elected President and the committee were re-elected unopposed. The meeting accepted two changes to their Association by-laws, which firstly allows companies to display the SBA logo and use promotional material where they employ SBA member tradesmen and developed and defined a new membership category for Shipwright Surveyor.

Division Report

-Sailing Industry Association of NSW

The Sailing Industry Association of NSW (SIA) is dedicated to the promotion of recreational sailing and improvement of the environment within which the sailing industry operates.

Its prime focus is the establishment of promotional activities, and the planning of these activities to ensure they promote recreation sailing.

Eight industry members make up the SIA committee. Each is an active member of the marine industry primarily within the sailing fraternity. The SIA is supported by Yachting NSW, which adds to the group's ability to fulfill its objectives. Yachting NSW holds a seat of the SIA committee.

The SIA objectives are:

- To increase awareness of the sailing industry to the general public
- To implement & utilise key promotional activities in order to raise awareness of sailing
- To encourage different markets (including youth) to participate in sailing activities
- To continually educate the sailing fraternity on how to benefit from self-promotion and activities through the SIA

In order for the SIA to successfully realise these objectives, during 2005, the SIA played a key role in the execution of following key activities.

At the Sydney International Boat Show the SIA provides direction and development of activities on the Strictly Sail stage, an area dedicated to sailing. These activities assist both sailing newcomers as well as experienced sailors to either learn how to participate in recreational sailing or improve their existing sailing skills. With research showing that 36% of visitors to the Sydney International Boat Show have an interest in sailing and a further 6% have an interest in dinghy and trailer sailors, the SIA does not underestimate that the Sydney International Boat Show has the largest gathering (over 37,000) of recreational sailors at any show within Australia.

The SIA developed the concept of Try Sailing Day, which has now developed into a key event. This annual, free day was held at 23 sailing clubs across NSW with over 1,700 people attending, bringing the total to 12,821 over the past 10 years. Over half of those who attended had never tried sailing before. This activity is a means of breaking down the possible perceptions that sailing is difficult to participate in and allows new sailors an

introduction to sailing clubs who can provide them with more information and a means for learning how to sail. It is also encouraging to note that a broad range of age groups beyond the targeted youth market enjoyed sailing on the day. Age group of attendees were 23% under 10 years of age, 20% from 11 to 20, 17% 21 to 30, 17% from 31 to 40, 14% from 41 to 50, 7% from 51 to 60, 1% from 61 to 70 and 1% over 71.

The SIA utilised 2005 to conduct an extensive feasibility study into establishing a sail only show in Sydney. After extensive consultation with the sailing industry, and a site evaluation process, the SIA deemed that a sail only show in Sydney had considerable merit and as such put into place preliminary plans for the running of the first BIA organised Sydney Sail Show for November 2006.



Marketing, Promotions and Events

The Boating Industry Association of NSW Ltd conducted marketing programs, promotions & events throughout 2005 for the purpose of fulfilling many of the BIA's business objectives. Marketing elements that have previously proved successful combined with some new initiatives ensured a busy and successful year.

Some of these objectives included:-

- To create awareness of the boating lifestyle to potential boaters.
- To regenerate interest in boating where it had lapsed with existing boaters.
- To run boat shows strategically timed to suit various market segments and business objectives.
- To increase consumer awareness regarding the benefits in dealing with an association member or one of its sub-group members.
- To deliver the 'safe boating' message.

BIA's marketing activities stimulate business for the marine industry throughout the year and decrease the impact of seasonality through the timing of its main boat show.

BIA's general marketing activities work towards ensuring that marine consumers recognise the BIA symbol as well as the professionalism associated with its members through their commitment to the Code of Ethics.

Expenditure of the consumer leisure dollar is limited, and from that consumer expenditure, the BIA works towards securing as much as possible for our industry as opposed to other leisure activities such as travel, camping and caravanning.

The BIA recognises how broad in nature the industry is and as such, when referring to the various events and activities as 'boating', the term refers to all business activities within the entire boating industry. The BIA concerns itself with product and services across the entire recreational and light commercial marine industry.

In 2005, the following activities and promotions were completed successfully. They are primarily listed chronologically.

Weekly Ad - Fairfax Newspapers - All Year

BIA, on a weekly basis runs consumer announcement style advertising through the Fairfax Press weekend editions (Sydney Morning Herald and Sun Herald). This style of advertising allows the BIA to expose its logo and delivers varied promotional, safe boating and announcement messages.

Channel 7 Sydney Weekender Sponsorship - All year

BIA continues as a co-sponsor of Channel 7's Sydney Weekender program as a means of promoting the boating lifestyle. In 2005 the BIA sponsored a total of 18 episodes that aired strategically during the year. Stories were written and produced utilising members where possible, to show our target audience the pleasures of recreational boating and its lifestyle in many different formats. To compliment this, the BIA also extended its relationship with Channel 7 by sponsoring "Whit's Walkabout", being three 1 hour episodes dedicated to the outdoors.

BIA has a close relationship with the show which has led to boating's inclusion in many other stories outside our sponsored group.

Association & membership exposure through the Internet - All year

The Association has four active web sites.

BIA of NSW
www.bia.org.au

Sydney International Boat Show
www.sydneboatshow.com.au

National Boat Shows
www.boatshows.com.au

Marine Directory
www.marinedirectory.com.au

These sites are an integral part of our distribution of information and promotion of boating, the associations' members, the association and its events. Visitation to the sites is high.



Promotion of the BIA name - All year

The BIA undertook to continue its ongoing message to educate the public regarding the benefits of dealing with a BIA member.

Several mediums were utilised during the year, including:-

- NSW Marine Directory
- Advertising in the NSW Maritime Licence Handbook
- Sydney International Boat Show Program
- The Power Boating Workbook for Schools
- The Sydney Weekender Magazine
- AIMEX yearbook
- Club Marine Big on Blue
- Club Marine Engines on Blue
- Club Marine Trailerable on Blue
- The Herald Newcastle
- Department of Primary Industries anglers hand books (both Salt & Fresh Water editions); and
- All sponsored Sydney Weekender programs concluded with the BIA logo.

Membership decals, the BIA and divisional logos in electronic form and business membership plaques remain available to members and are distributed on membership renewal. Membership plaques were available through the Membership Services Representative. Corporate BIA 2-yards flags were also made available to marinas, clubs and those members where a flag can be flown.

Marketing Services Division - All year

The Marketing Services Division continued to operate during 2005 in a limited way. Whilst several projects were completed, work was not actively sought, preferring to have the team concentrate on its core BIA activities.

Of those projects commissioned, all were completed successfully and on time.



Marketing, Promotions and Events continued

ROSEHILL GARDENS BOAT SHOW



Rosehill Gardens Boat Show - March 2005

This event was planned and marketed primarily as a 'Trailer boat show and end of summer clearance sale'. The 2005 show operated in its new venue for the third year at Rosehill Gardens Racecourse. In 2005 the show continued to expand to operate over the entire Rosehill Gardens site, allowing for a better show layout and improved crowd control. Visitation increased to almost 12,000 visitors with our audience clearly pleased with the improved show environment.

A large number of vessels were displayed. Consumer feedback, strong sales of new vessels and accessories, reinforces the need for this type of event. The timing of the event is right. Whilst the association encouraged the display by exhibitors of quality used vessels, this did not eventuate. The show has a long history accredited by many people as their introduction to boating whilst in their youth. In its new format the Rosehill Gardens Boat Show has been identified as an event with tremendous growth potential, both in an expanded exhibitor base and in public visitation.

Sydney International Boat Show - July/August 2005



This event remains the flagship of all the annual promotional activities. It is critical as it also allows cross subsidisation of other annual events, promotions and administration.

The 2005 event recorded visitor numbers of 89,451 people. This was down on the 2004 record attendance of 93,501 visitors.

Exhibitor sales and networking opportunities were considerable. The event remains unquestionably as Australia's leading marine event.

The show developed further with a new floor plan, now an ongoing necessity to appease visitor demands for variety and something new. The marina display continued to grow to a record number of 272 vessels. The second entrance at the western end of Cockle Bay was again needed. The formalisation and ongoing review of detailed supplier agreements was necessary to ensure that we comply with legislation relating to items such as Occupational Health and Safety.



The Association is very grateful for the support received from our sponsors and promotional partners.

SPONSORS:-

CLUB MARINE INSURANCE
NSW MARITIME

PROMOTIONAL PARTNERS:-

TRADER CLASSIFIEDS
MUSTO/LINE 7 CLOTHING
YAMAHA MOTOR CORPORATION
TOYOTA MOTOR CORPORATION

Their support and assistance not only increases awareness of the event, but also helps in giving the event its leading status, not only locally, but also internationally.

The YAFFA PUBLISHING GROUP'S long-term association with the BIA continued with the Boat Show Program produced very professionally and containing very useful information for show patrons. With the show program adding to the events profile, and the support from other Yaffa titles, the Yaffa Publishing Group continue to be strong and loyal supporters of the BIA.

Once again the efforts of exhibitors and their professionalism in relation to the show continues to give the event the backbone it requires for success.

The Board of Directors recognises that the shows success can also be very much attributed to the shows sponsors, promotional partners, contractors, suppliers and landlords that assisted with the event.



Marketing, Promotions and Events continued



Hunter Boat Show - September 2005

In 2005, this event was organised for the third time by the BIA team. The timing of September remained with limited opportunities for change (without conflict with other key events and sports) as well as available openings at the venue.

The event achieved an attendance of over 6400 visitors. Local support was good with local member representation and a proactive involvement from the Newcastle Herald who remained the naming right sponsor of the event. The Herald produced a show guide distributed to 65,000 readers as well as having it available for patrons on show entry.

The show has been identified as an event with growth potential, both in visitation and in an expanded exhibitor base. To do this, local members met and discussed a variety of changes that they perceived would allow the desired growth for the event. In turn, the BIA commenced plans for the 2006 event with the view to repackaging it to better suit the stakeholders various needs.



Try Sailing Day - November 2005

Try Sailing Day continues to grow in popularity with a greater cross section of the community taking advantage of the opportunity to Try Sailing. The BIA's Sailing Division, with the assistance of the Yachting NSW, and it's clubs drive the success of this promotional event.

The day featured many clubs across the state with the kind help of club volunteers helping many

people to experience sailing for the first time, with the result being increased membership of sailing clubs, high levels of sailing class bookings and most importantly new entrants to the sport of sailing.

Whilst advertising expenditure is minimal, the on-going support by Channel 7's Sydney Weekender program can be attributed to the high level of participants on the day.

This annual, free day was held at 23 sailing clubs across NSW with over 1,700 people attending, bringing the total to 12,821 over the past 10 years. Over half of those who attended had never tried sailing before. This activity is a means of breaking down the possible perceptions that sailing is difficult to participate in and allows new sailors an introduction to sailing clubs who can provide them with more information and a means for learning how to sail. It is also encouraging to note that a broad range of age groups beyond the targeted youth market enjoyed sailing on the day. Age group of attendees were 23% under 10 years of age, 20% from 11 to 20, 17% 21 to 30, 17% from 31 to 40, 14% from 41 to 50, 7% from 51 to 60, 1% from 61 to 70 and 1% over 71.



NSW Marine Directory - Published December

BIA planned and published a new 2006 NSW Marine Directory for distribution in December 2005. The Marine Directory is a sought after publication with handy information for all boating participants.

The publication covered the entire State. 50,000 copies were distributed free of charge through various means. Assisting the preliminary distribution was Modern Boating, Modern Fishing and Marine Business.

The NSW Marine Directory is now an outstanding

addition to our member services and presents BIA with valuable opportunities to promote members, their products and services to the boating public.

The publication of the directory fulfils several BIA objectives:

- To assist boating consumers have a better boating experience by arming them with better information;
- To help highlight the location of businesses who can assist recreational boaters, with an emphasis on highlighting those that are BIA members; and
- To develop a new revenue stream for the Association.



Better Business Workshops

In conjunction with the sponsorship from I.C. Frith & Associates (BIA Marine Insurance), the BIA launched the I.C. Frith Better Business Workshops in 2005.

These free breakfast workshops allowed BIA members to participate in educational presentations covering a variety of topics. The workshops were geographically spread throughout Sydney and their positive acceptance allowed for the commencement of planning for future workshops to include areas outside of Sydney.

Industry Data & Statistics

The BIA has started to include industry data and statistics on their web page. Whilst the statistical data on recreational boating is limited, this data may of use to marine businesses in their planning.

2005 saw the introduction of a dedicated page on their web site just for this purpose.

Vessel Brand Listing Data Base

In order to allow consumers and the industry to better understand the brands of vessels available within Australia, the BIA has produced a Brand Vessel Register. The brand vessel register was first published in 2005 in the NSW Marine Directory. Further brand registers will also be developed to compliment the vessel brand register.



The Australian Marine Industries Federation (AMIF) Report

AMIF is our national organisation which brings together all the State BIAs to work on national projects of common interest to protect and promote the recreational boating industry throughout Australia

As a major contributor in time, effort and financial contributions it is important to give members an overview of AMIF'S activities for 2005 and expectations for 2006. This report has been prepared by Sherry Donaldson, CEO of Australian Marine Industries Federation.

2005 was a very challenging and rewarding year. The **Marine Industry Action Agenda**, which was the brainchild of the AMIF, was endorsed by Federal Cabinet on 12 July and immediate effects were apparent. The doors to several politicians' offices miraculously opened and the CEO and President, Andrew Hayes were able to voice industry concerns regarding education, skills shortages, the National Oceans Office and a variety of other issues directly to the Minister concerned. While Ministers were unable to wave a magic wand and solve all of our problems they did put their respective departments at the disposal of the AMIF and as a consequence we are making headway.

One of the highlights of 2005 was the final bedding down of the **Australian Builders Plate**. The road to success, in terms of agreeing on industry acceptable guidelines and rules for the plate, has been a bumpy one to say the least. I am pleased to report, however, that after a series of AMIF organised state based meetings with BIA members, a compromise has been reached and the Australian Builders Plate is on schedule to become compulsory by 1 July 2006. The new plates, which carry the amendments agreed upon in 2005, are available through the AMIF on line ordering system at www.amif.asn.au

The **Australian Marine Awards** were once again attended by a record number of supporters and entries were of such a high standard that the judges really had their work cut out for them when it came to selecting winners. For the first time in the history of the awards, several category winners were decided by the safety score. Mr Mori Flapan, from the National Marine Safety Committee, prepared a report which reviewed the safety features which he had come across over the past three years as a judge of the awards. It made excellent reading and was posted on the website

for all to see. I do hope that this year's contestants have a look.

The **National Manufacturers' Lightning Survey** was undertaken for the second time, although the figures were alarming. According to the survey which was undertaken in February 2005 for the 2004 year, the number of boats manufactured had decreased in comparison to the previous survey. I am hoping that the explanation for this is that manufacturers took the survey very seriously last year and gave a more accurate indication of production rather than an inflated 'guesstimate' of the previous year.

The **National Marine Survey** was co-ordinated from the AMIF office this year rather than through state BIA's and while it was a great deal of work for such a small team who spent hours stuffing envelopes and re-sending 'misplaced' surveys, it did seem to cut down on duplication and will ultimately lead to a better product. The National Survey is available from the AMIF.

The CEO and various other members of the AMIF Board have met with the Minister for Education, Science and Training and his advisors on several occasions in 2005 and were promised **support for a training scheme in 2006**.

In addition, the AMIF was a key contributor to the **Economic Benefits Workshop** hosted by the International Council of Marine Associations. Designed to identify data collection methods which will encourage governments around the world to recognise the contribution that the Marine Industry makes to national and world economies, AMIF was hailed as a leader in the field and elected to the Economic Benefits Committee.

Of course, there were many more national projects and contentious issues which AMIF championed on behalf of the State BIAs but in the limited space available I would like to focus briefly on some of the **tasks ahead in 2006**.

These include:

A final resolution to the hardship and confusion created by the Great Barrier Reef Marine Park Authority's deliberations and decision making in far north Queensland. AMIF and BIAQ will be meeting with Minister Campbell in to agree the taxation terms being placed on the Federal Government's restructure grants. Mr

Wayne Bayne President of the FNQ Chapter of BIAQ will be instrumental in ensuring that the needs of the grant applicants are met. In resolving this issue we will be setting the ground rules for the future battles which will need to be fought and won with the National Oceans Office as it prepares to examine and zone the coast line of Australia.





The Australian Marine Industries Federation (AMIF) Report continued

Working with the **National Marine Safety Committee** to bring you a **national conference** which has a whole day devoted to the requests of the recreational marine industry. This is a departure from past conference programs and is designed to make the conference more relevant to our sector of the marine industry. I hope that BIA members will support the conference.

Endeavouring to stage the **Australian Marine Awards** without charging an entry fee, while maintaining the high standard of presentation and promotion. At the insistence of our media partners AMIF has withdrawn the entry fee for vessel categories. Initially this left AMIF in such a difficult financial position that there was some uncertainty as to whether the AMIF could proceed with the awards at all, but thanks to the generosity of our long time sponsors, St Gobain-RF, Department of Industry Tourism and Resources and Navman (Northstar) as well as the welcome addition of two new sponsors Alcoa and Sanctuary Cove International Boat Show we were able to entertain the idea of vessel awards without entry fees. When Club Marine CEO, Mark Bradley, heard of the situation he did not hesitate to offer unprecedented support for 2006 and 2007 which has assured the continuance of the Awards for the next two years.

Staging a final round of Australian Builders Plate information sessions. AMIF has negotiated a series of seminars to be conducted around the nation so that anyone who is not sure of the new requirements will have one last opportunity to speak with NMSC representatives. Contact your state BIA to find out when the NMSC seminars will be in your state.

Producing a National Survey for the 2005 year which has some added facets. We have been collecting the same baseline data for the past two years. We will continue to collect this data as well as other figures which have been identified as important by Directors of AMIF. Once again the aim is to make the survey more useful to industry members.

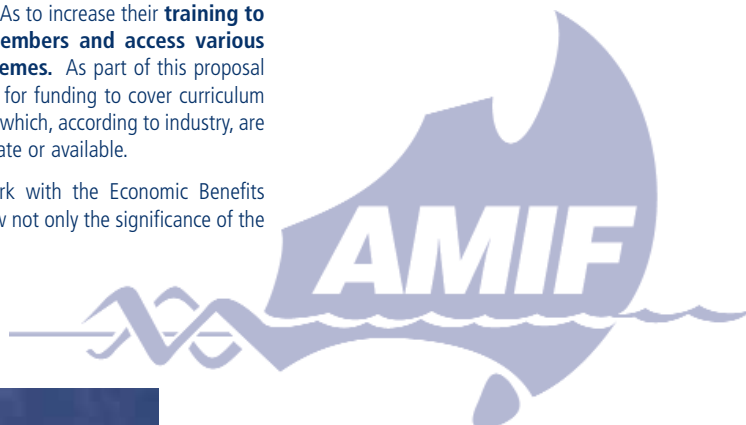
Securing the funding from the Education Science and Training Minister to embark upon a project which will allow BIAs to increase their **training to assistance to members and access various government schemes**. As part of this proposal there is also a bid for funding to cover curriculum resource materials which, according to industry, are simply not up to date or available.

Continuing to work with the Economic Benefits Committee to show not only the significance of the

Marine Industry to the Australian economy but also to provide a comparison of that contribution with other nations and their domestic contribution. This should further enhance the industry's reputation in Australia.

Making sure that our response to the Amendments to the Associations' Incorporation Act (1987) are heard and that we can continue in a manner that will provide economic benefits to you and your business.

Sherry Donaldson
Chief Executive Officer
Australian Marine Industries Federation.





Treasurer's Report

Presented to the Annual General Meeting of the Boating Industry Association of NSW Limited Tuesday 16th May 2006.

On behalf of the Board of Directors I present the financial reports for the year ending 31 December 2005.

The Income Statement identifies that we have successfully achieved a record surplus from our activities and I am very pleased to report that our after tax surplus for the year ended 31 December 2005 was \$1,048,721. This represents an increase of \$383,879, or 58% on 2004.

The Sydney International Boat Show, Hunter Boat Show and Rosehill Gardens Boat Show generated 88% of our total income, in line with our actuals for 2004. Of interest is the fact that our revenue from activities increased by \$687,330 to \$5,856,144, and much of this increase in revenue has flowed through to our bottom line. Direct expenses for each of the three Shows increased fractionally between the two years.

We restricted price increases to Exhibitors to 3% and our increased revenue and surplus can be attributable to the following factors: hire of additional hospitality pontoons to Exhibitors in Cockle Bay (22% increase on 2004); increase in number of vessels in Cockle Bay (11%); additional revenue from new members (2002 to 2005 members) and non-members (80% increase on 2004); increased floor yield within the Convention halls (additional 502 m2); revenue from visitors up \$40,000 (although visitation at the Sydney International Boat Show fell, ticket price increases resulted in additional revenue overall).

Over the last four years we have added over \$2.1 million to Members Funds, which now stand at \$3,601,451. This has significantly strengthened the Balance Sheet of our Association and we are in a very strong financial position, which will allow us to resource solutions to important industry issues and continue to promote recreational boating within New South Wales.

A number of very exciting projects are in the planning stages and our financial performance over the last couple of years will enable us to see many of these plans through to fruition.

The Association continues to invest funds to promote, develop and grow the industry for our future well being. A selection of our investments include:

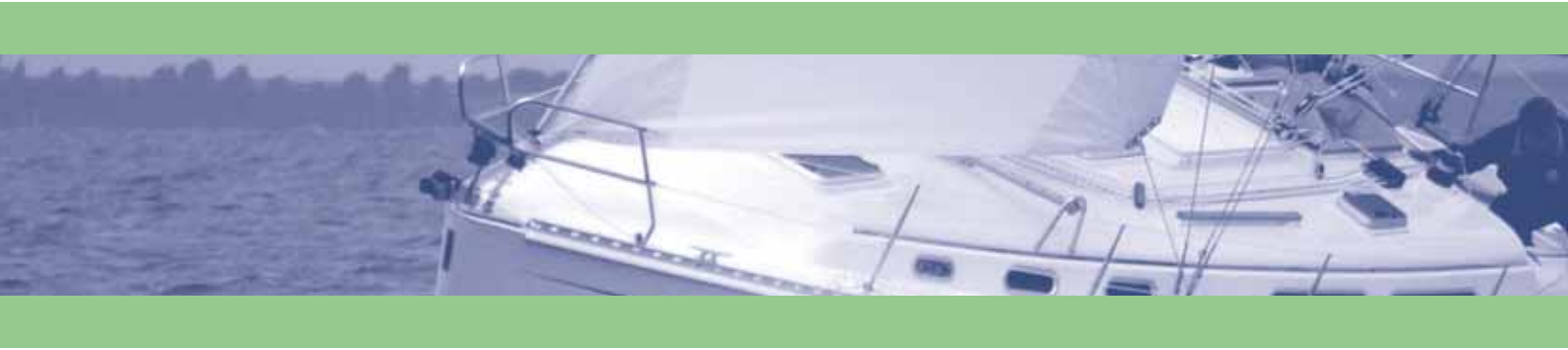
- Promoting boating lifestyle through sponsorship of television series and other marketing promotions, \$112,700.
- Production and distribution of 50,000 copies of the 2006 NSW Marine Directory, \$76,700.
- Promotion of the BIA of NSW Ltd through NSW Maritime Authority publications, \$5,040 and NSW Recreational Fishing Guides, \$4,400.
- Subscription and support to AMIF to operate the National Association, and attend regular meeting, \$90,100.
- Affiliation with Australian Business Limited to provide Members Advice Line to all financial members of the Association.
- Sailing Industry Association "Try Sailing Day" promotion, \$21,800.
- Strictly Sail promotion at Sydney International Boat Show, \$26,200.
- Communication with Members through Logbook, Fast Facts and electronic methods, \$30,600.
- Projects and administrative expenses for BIA Divisions (MIMRA, SBA, Marina Association of NSW, Sailing Industry Association and Marine Brokers Association), \$105,900.

I am pleased to report the aims and objectives of the Association continue to be achieved and member's benefits and services will be on going in accordance with our charter, due to our financial strength.

As Treasurer of your Association, I have pleasure in submitting the financial statements for the year ended 31 December 2005 for your adoption.

DOUG OLDING
TREASURER





Financial Statement – Contents

Concise Annual Report for the Year ended 31 December 2005

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The financial report was authorised for issue by the directors on 4th April 2006.

Directors Report

The directors present their report together with the financial report of Boating Industry Association of New South Wales Limited for the year ended 31 December 2005 and the auditors' report thereon.

1 Directors

The directors at any time during or since the end of the financial year are:

	Period as Director
Ian McAndrew (President)	13 September 1988 to present
Richard Pym (Vice-President)	5 December 1990 to present
Doug Olding (Treasurer)	10 December 1991 to present
Robert Basham	8 December 1992 to 10 May 2005
Matthew Robinson	27 April 1999 to present
Simon Cook	8 May 2001 to present
Paul Burgess	8 May 2001 to 10 May 2005
Mark Hewitt	18 May 2004 to present
Alan Blake	18 May 2004 to present
Des Last	18 May 2004 to 15 February 2005
John Davis	10 May 2005 to present
Michael Minogue	10 May 2005 to present
Norman Ambrose	19 October 2005 to present

2 Company Particulars

Boating Industry Association of New South Wales Limited, incorporated and domiciled in Australia, is a public company limited by guarantee. The address of the registered office and principal place of business is:

53 Hume Street
CROWS NEST NSW 2065

3 Principal Activity

The principal activity of the company during the financial year was the promotion of the boating industry in New South Wales.

There was no significant change in the nature of this activity during the financial year.

4 Review and Results of Operations

The company continued to engage in its principal activity during the financial year, leading to a net surplus of \$1,048,721 (2004: \$664,842). This result represents a \$383,879 increase on the prior year result.

5 Dividends

The constitution of the company prohibits the payment of a dividend.

6 State of Affairs

No significant changes in the state of affairs of the company occurred during the financial year.

Directors Report continued

7 Events Subsequent to Balance Date

There has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the directors of the company to significantly affect the operations of the company, the results of those operations, or the state of affairs of the company in future financial years.

8 Likely Developments

The company will continue to pursue its principal activities at a surplus. It is not expected that the results in future years will be adversely affected by the continuation of these operations.

Further disclosure of information regarding likely developments in the operations of the company in future financial years and the expected results of those operations is likely to result in unreasonable prejudice to the company. Accordingly, this information has not been disclosed in this report

9 Environmental Regulations

The company's operations are not subject to any significant environmental regulations under Australian Law.

10 Insurance of Officers

During the financial year the company has paid premiums in respect of directors' and officers' liability insurance contracts for the year ended 31 December 2005, and since the financial year, the company has paid or agreed to pay on behalf of the company, premiums in respect of such insurance contracts for the year ending 31 December 2006. Such insurance contracts insure against certain liability (subject to specific exclusions) persons who are or have been directors or executive officers of the company.

The directors have not included details of the nature of the liabilities covered or the amount of the premium paid in respect of the directors' and officers' liability insurance contracts, as such disclosure is prohibited under the terms of the contracts.

11 Lead Auditor's Independence Declaration Under Section 307C of the Corporations Act 2001

To the directors of Boating Industry Association of New South Wales Limited:

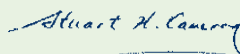
I declare that, to the best of my knowledge and belief, in relation to the audit of the financial year ended 31 December 2005 there have been:

- no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the audit; and
- no contraventions of any applicable code of professional conduct in relation to the audit.



Nexia Court & Co

Chartered Accountants



Stuart H Cameron

Partner

Sydney 4th April 2006

Signed in accordance with a resolution of the directors:



I McAndrew

President



D Olding

Treasurer

Sydney 4th April 2006

Independent Auditors' Report

to the Members of The Boating Industry Association of New South Wales Limited

Scope

The financial report and directors' responsibility

The concise financial report comprises the income statements, balance sheets, statements of changes in equity, cash flow statement, accompanying notes 1 to 9 and the accompanying discussion and analysis on the income statement, balance sheet and statement of cash flows, (set out on pages 25, 26 & 28), for the Boating Industry Association of New South Wales Limited (the "company"), for the year ended 31 December 2005.

The directors of the company are responsible for the preparation of the concise financial report in accordance with Australian Accounting Standard AASB 1039 "Concise Financial Reports". This includes responsibility for the maintenance of adequate accounting records and internal records and internal controls that are designed to prevent and detect fraud and error, and for the accounting policies and accounting estimates inherent in the financial report.

Audit approach

We have conducted an independent audit in order to express an opinion to the members of the company. Our audit was conducted in accordance with Australian Auditing Standards in order to provide reasonable assurance as to whether the concise financial report is free of material misstatement. The nature of an audit is influenced by factors such as the use of professional judgement, selective testing, the inherent limitations of internal control, and the availability of persuasive rather than conclusive evidence. Therefore, an audit cannot guarantee that all material misstatements have been detected. We have also performed an independent audit of the full financial report of the company for the year ended 31 December 2005. Our audit report on the full financial report was signed on 4th April 2006 and was not subject to any qualification.

We performed procedures in respect of the audit of the concise financial report to assess whether, in all material respects, the concise financial report is presented fairly, in accordance with Australian Accounting Standard AASB 1039 "Concise Financial Reports".

We formed our audit opinion on the basis of these procedures, which included:

- testing that the information in the concise financial report is consistent with the full financial report, and
- examining, on a test basis, information to provide evidence supporting the amounts, discussion and analysis, and other disclosures, which were not directly derived from the full financial report.

While we considered the effectiveness of management' internal controls over financial reporting when determining the nature and extent of our procedures, our audit was not designed to provide assurance on internal controls.

Independence

In conducting our audit, we followed applicable independence requirements of Australian professional ethical pronouncements and the Corporations Act 2001.

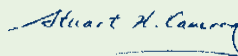
Audit Opinion

In our opinion, the concise financial report of the Boating Industry Association of New South Wales Limited for the year ended 31 December 2005 complies with Australian Accounting Standard AASB 1039 "Concise Financial Reports".



Nexia Court & Co

Chartered Accountants



Stuart H Cameron

Partner

Sydney 4th April 2006


Directors Declaration

DIRECTORS' DECLARATION

In the opinion of the directors of Boating Industry Association of New South Wales Limited the accompanying concise financial report for the year ended 31 December 2005, set out on pages 25 to 32:

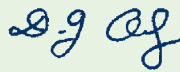
- a. has been derived from or is consistent with the full financial report for the financial year; and
- b. complies with Accounting Standard AASB 1039 "Concise Financial Reports".

Signed in accordance with a resolution of the directors:



I McAndrew

President



D Olding

Treasurer

Sydney 4th April 2006

ABOUT THE CONCISE FINANCIAL REPORT

The financial statements and disclosures in the concise financial report on pages 25 to 32 have been derived from the Boating Industry Association of New South Wales Limited's full financial report for the year ended 31 December 2005. A more comprehensive understanding of the Boating Industry Association of New South Wales Limited, financial performance, financial position and cash flows, than the concise report is able to provide, is given in the full financial report.

A copy of the full financial report, including the Auditors' report on the full financial report, is available and will be sent to any member without charge on request by phoning (02) 9438 2077.

DISCUSSION AND ANALYSIS OF THE FINANCIAL STATEMENTS

This discussion and analysis is provided to assist readers in understanding the concise financial report. The concise financial report has been derived from the full 2005 financial report of Boating Industry Association of New South Wales Limited.

Income statements

The surplus for the year of \$1,048,721 was up on the 2004 result by \$383,879. This result is mainly due to the factors explained below.

Total revenue was \$687,330 higher, the main factors being:

- Interest income increased from \$25,520 in 2004 to \$84,450 in 2005.
- Sydney Boat Show revenue increased from \$4,201,751 in 2004 to \$4,766,136 in 2005.

Balance sheets

Total assets increased by \$1,057,213 during 2005 to \$4,396,921 as a result of an increase in cash on deposit and prepayments.

Total liabilities increased by \$8,492.

Cash flow statements

The overall \$36,250 decrease in net cash flows during the year was due to an increase in cash paid to suppliers and employees.

Income Statement

For the Year Ended 31 December 2005

	Note	2005 \$	2004 \$
Revenue from continuing operations	2	5,433,558	4,818,768
Other income	3	422,586	350,046
Cost of sales, operations, shows and promotions		(3,578,926)	(3,358,769)
Net loss on disposal of property, plant and equipment		-	(4,848)
Depreciation expense	4	(55,017)	(55,397)
Amortisation expense		-	(45,580)
Employee benefits expense		(456,816)	(437,791)
Advertising - Consumer marketing		(112,726)	(101,642)
Insurance		(75,476)	(80,037)
Marine directory expenses		(76,652)	(80,212)
Subscription fees		(87,271)	(80,330)
Other expenses		(330,466)	(237,434)
SURPLUS BEFORE RELATED INCOME TAX EXPENSE		1,082,794	686,774
Income tax expense		(34,073)	(21,932)
SURPLUS FOR THE YEAR		1,048,721	664,842

The accompanying notes form part of these financial statements.

Balance Sheet

As At Year Ended 31 December 2005

	Note	2005 \$	2004 \$
CURRENT ASSETS			
Cash and cash equivalents		1,687,109	818,536
Receivables		441,778	374,604
Stock		792	1,430
Other assets		301,126	162,885
TOTAL CURRENT ASSETS		2,430,805	1,357,455
NON-CURRENT ASSETS			
Property, plant and equipment		1,966,116	1,982,253
TOTAL NON-CURRENT ASSETS		1,966,116	1,982,253
TOTAL ASSETS		4,396,921	3,339,708
CURRENT LIABILITIES			
Payables		278,670	252,219
Subscriptions received in advance		208,484	185,489
Unearned income		134,284	207,168
Current tax liabilities		38,331	19,857
Provisions		104,961	95,968
Interest bearing liabilities		14,202	13,476
TOTAL CURRENT LIABILITIES		778,932	774,177
NON-CURRENT LIABILITIES			
Provisions		16,538	12,801
TOTAL NON-CURRENT LIABILITIES		16,538	12,801
TOTAL LIABILITIES		795,470	786,978
NET ASSETS		3,601,451	2,552,730
ACCUMULATED FUNDS			
Reserves		111,571	111,571
Accumulated Surpluses	5	3,489,880	2,441,159
ACCUMULATED FUNDS		3,601,451	2,552,730

The above balance sheet should be read in conjunction with the accompanying notes.

Statement of Changes Accumulated Funds For the Year Ended 31 December 2005

	Note	2005 \$	2004 \$
ACCUMULATED FUNDS AT THE BEGINNING OF THE FINANCIAL YEAR		2,552,730	1,887,887
Surplus for the year	5	<u>1,048,721</u>	<u>664,842</u>
ACCUMULATED FUNDS AT THE END OF THE FINANCIAL YEAR		<u>3,601,451</u>	<u>2,552,730</u>

The above statement of changes should be read in conjunction with the accompanying notes.

Cash Flow Statement For the Year Ended 31 December 2005

	2005	2004
	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash receipts from customers	6,231,297	5,692,019
Cash paid to suppliers and employees	(5,430,536)	(4,780,760)
Interest received	84,450	25,520
Income taxes paid	(15,599)	(11,645)
Net Cash Provided by Operating Activities	<u>869,612</u>	<u>925,134</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Payment for property, plant and equipment	<u>(38,880)</u>	<u>(20,311)</u>
Net Cash (Used in)/Provided by Investing Activities	<u>(38,880)</u>	<u>(20,311)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from recovery of mortgage loan	<u>37,841</u>	<u>-</u>
Net Cash Provided by Financing Activities	<u>37,841</u>	<u>-</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS	868,573	904,823
Cash at the Beginning of the Financial Year	<u>818,536</u>	<u>(86,287)</u>
CASH AT THE END OF THE FINANCIAL YEAR	<u>1,687,109</u>	<u>818,536</u>

The above cash flow statement should be read in conjunction with the accompanying notes.

Notes to The Financial Statements For the Year Ended 31 December 2005

1 BASIS OF PREPARATION OF CONCISE FINANCIAL REPORT

The concise financial report has been prepared in accordance with the Corporations Act 2001 and Accounting Standard AASB 1039 "Concise Financial Reports". The financial statements and specific disclosures required by AASB 1039 have been derived from the company's full financial report for the financial year. Other information included in the concise financial report is consistent with the company's full financial report. The concise financial report does not, and cannot be expected to, provide as full an understanding of the financial performance, financial position and financing and investing activities of the company as the full financial report.

Historical cost convention

These financial statements have been prepared under the historical cost convention.

Critical accounting estimates

The preparation of financial statements in conformity with AIFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the company's accounting policies.

A full description of the accounting policies adopted by the company may be found in the company's full financial report. The presentation currency of this financial report is Australian dollars.

2 REVENUE FROM CONTINUING OPERATIONS

	2005	2004
	\$	\$
Sydney Boat Show	4,766,136	4,201,751
Regional boat shows	393,063	346,134
Shipwrights and Boat Builders Association	4,962	5,316
Marine Industry Mechanical Repairers Association	2,328	2,296
Members subscriptions	181,485	177,783
Marketing services division	85,584	85,488
	<hr/> 5,433,558	<hr/> 4,818,768

3 OTHER INCOME

Interest revenue	84,450	25,520
Licence fees	84,223	74,571
Other income	<hr/> 253,913	<hr/> 249,955
	<hr/> 422,586	<hr/> 350,046

Notes to the Financial Statements For the Year Ended 31 December 2005

	2005	2004
	\$	\$
4 EXPENSES		
Surplus before income tax expense includes the following specific expenses:		
Depreciation of property, plant and equipment	(55,017)	(55,397)
Amortisation of property, plant and equipment	–	(45,580)
Finance costs - interest paid	(2,437)	(4,051)
Net deficit on disposal of property, plant and equipment	–	(4,848)
Net expense from movements in provision for:		
. Employee benefits	(12,730)	(14,548)
	<hr/>	<hr/>
5 ACCUMULATED SURPLUSES		
Balance 1 January	2,441,159	1,776,317
Surplus for the year	1,048,721	664,842
Balance 31 December	<hr/> 3,489,880	<hr/> 2,441,159

6 DIRECTOR DISCLOSURES

Directors

The following persons were directors of Boating Industry Association of New South Wales Limited during the financial year:

Ian McAndrew (President)
 Richard Pym (Vice President)
 Doug Olding (Treasurer)
 Robert Basham
 Matthew Robinson
 Simon Cook
 Paul Burgess
 John Davis
 Mark Hewitt
 Alan Blake
 Des Last
 Michael Minogue
 Norman Ambrose

Notes to the Financial Statements For the Year Ended 31 December 2005

7 DIRECTOR REMUNERATION

Directors

- a The following persons were specified directors of Boating Industry Association of New South Wales Limited during the financial year:

Ian McAndrew (President)	John Davis
Richard Pym (Vice President)	Mark Hewitt
Doug Olding (Treasurer)	Alan Blake
Robert Basham	Des Last
Matthew Robinson	Michael Minogue
Simon Cook	Norman Ambrose
Paul Burgess	

- b The compensation of the specified directors of the company is set out below:

	Consolidated	
	2005	2004
	\$	\$
Short term employee benefits	5,000	5,000
Post employment benefits	—	—
Other long term employee benefits	—	—
Termination benefits	—	—
Share based payment	—	—
	5,000	5,000

9 EXPLANATION OF TRANSITION TO AUSTRALIAN EQUIVALENTS TO IFRS'S

For all periods up to and including the year ended 31 December 2004, the company prepared its financial statements in accordance with Australian generally accepted accounting practice (AGAAP). These financial statements for the year ended 31 December 2005 are the first the company is required to prepare in accordance with Australian equivalents to International Financial Reporting Standards (AIFRS).

Accordingly, the company has prepared financial statements that comply with AIFRS applicable for years beginning on or after 1 January 2005 and the significant accounting policies meeting those requirements are described in note 1. In preparing these financial statements, the company has started from an opening balance sheet as at 1 January 2004, the company's date of transition to AIFRS, and made those changes in accounting policies and other restatements required by AASB 1 First-time adoption of AIFRS.

This note explains the principal adjustments made by the company in restating its AGAAP balance sheet as at 1 January 2004 and its previously published AGAAP financial statements for the year ended 31 December 2004.

AASB 1 allows first-time adopters certain exemptions from the general requirement to apply AIFRS retrospectively.

Notes to the Financial Statements For the Year Ended 31 December 2005

9 EXPLANATION OF TRANSITION TO AUSTRALIAN EQUIVALENTS TO IFRS'S (Continued)

i Reconciliation of accumulated funds reported under previous Australian Generally Accepted Accounting Principles (AGAAP) to accumulated funds under Australian equivalents to IFRSs (AIFRS)

	The Company	
	31-Dec-04	1-Jan-04
	\$	\$
Total accumulated funds under AGAAP	2,545,972	1,886,683
Adjustments to accumulated funds:		
(A) Liability for long service leave adjustment	6,758	1,205
	2,552,730	1,887,887

ii Reconciliation of surplus after tax reported under previous AGAAP to that under AIFRS

	The Company
	31-Dec-04
	\$
Surplus after tax as previously reported	659,289
Adjustments to surplus:	
(A) Liability for long service leave adjustment	5,553
	664,842

(A) Under AIFRS, long service leave entitlements that are currently payable are measured on a nominal basis compared to a discounted present value basis for AGAAP.

The accompanying notes form part of these financial statements.



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