



Boating Industry Association of NSW Ltd

ANNUAL REPORT 06



For the year ended 31 December 2006



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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 2006

PRESIDENT

Doug Olding
Teleflex Morse Pty Ltd

VICE-PRESIDENT

Richard Pym
Pathfinder Marine

TREASURER

Mark Hewitt
Sandbrook Inlet Marina

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

John Davis – Chair SIA
Norman Ambrose – Catalina Anchorage
Darren Vaux - Empire Marinas
Ian McAndrew - Immediate Past President

BIA DIVISIONS

Marina Association of NSW

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

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

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

Sailing Industry Association of NSW

John Davis
Chair
Bob Basham
Stephen Leahy
Ian Lindsay
David Kellett
Shane Crookshanks
Peter Rendle
Don Hart

Marina Brokers Association of NSW

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

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 Industries 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 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 1968.

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.



President's Annual Report

Fellow Members

It gives me great pleasure to present the Boating Industry Association of NSW Ltd. Annual Report for the year ended 31st December 2006. This report on behalf of the Board of Directors and all the Divisional Committee's demonstrates the wide range of issues and activities undertaken by the Association.

My first term as BIA President has been challenging in a climate of slow economic growth, high levels of industry dissatisfaction with development approvals and the state of public recreational boating facilities and access. I am very pleased with the Associations forging stronger Government relations and to have been able to contribute to the advancing and defending of the Boating Industry in New South Wales. In this endeavour we sincerely thank John Murray, past speaker of the NSW Parliament for his guidance and input.

It was indeed a highlight during the year to present Ian McAndrew with BIA life membership for his outstanding service to the industry at both a state and national level. He was also the first inductee into AMIF's "Hall of Fame". We will again review his contribution in this annual report. Ian has continued his contribution to the Board of Directors in this handover year and represents BIA as a Director of AMIF and on the newly established NSW Maritime Access and Infrastructure Council.

Your Association has continued to achieve success in terms of trade activities, attendances at shows and promotions, expanded services and continued strong financial results. This report will include an overview of activities and marketing results. Our new Treasurer Mark Hewitt will further detail in his report our financial results which provide the Association with a strong financial base to develop further member services.

Many people see the BIA as synonymous with boat shows. Whilst shows are a crucial activity to promote the industry and its products and services let me remind you that our activities touch upon many aspects to develop, promote and protect the industry. It is important that we highlight some of these activities to you.

Grow Boating Australia (GBA) an initiative which to date has been funded by all State BIAs has resulted in its incorporation. With whole of Industry backing this project is on course to be a major programme for recreational boating growth.

A series of preliminary presentations were held around Australia including all state BIA Board of Directors coming together for the first time, to endorse a project that represents the most significant range of initiatives

to unite, promote and grow recreational boating on a national basis. It is a co-operative venture to increase participation, raise consumer awareness leading to increased sales, manufacturer and dealer certification, statistical reporting programs and a substantial marketing campaign to the general public under the **Discover Boating** banner.

GBA has a business plan in place and an organisational structure to take it to the implementation phase of delivering the campaign to industry. This is a total package of initiatives, which will require industry participation at all levels to ensure its success and viability.

A **NSW Maritime Access and Infrastructure Council** was established with the support and backing of relevant State Government Ministers and The Boat Owners Association. The first meeting was held on 8th November 2006 at Parliament House. The Council Chairman is John Murray and BIA is represented by Directors Ian McAndrew and Darren Vaux. The Council will provide a forum for improved co-ordination and co-operation between Government Departments such as Lands, Department of Planning, NSW Maritime, State and Regional Development, Primary Industries and the boating industry and boating public.

We are delighted this Council is now operational to provide a significant and transparent process to encourage improved boating facilities. Assessment of current and future planning initiatives relating to the needs of recreational and light commercial boating users, development of strategic plans and funding models will all be a part of the Council's future deliberations.

Marine Protection Areas are and will continue to be a major challenge and a potential negative impact on recreational boating and fishing. BIA and the Australian Fishing Tackle Association have worked co-operatively to analyse the MPA process, to gain legal opinions, to commission an Ernst and Young Report, Economic Impact Studies of MPA's together with extensive government and opposition party lobbying. The Ernst and Young Report, "Australia's Marine Protected Areas: Challenging Times Ahead" has been acknowledged as well researched and will provide a sound basis to move forward on this issue, especially when the act and regulations are reviewed. A number of important amendments were achieved prior to regulations being introduced in December 2006.

State Government liaison and submissions on waterfront commercial lease policy, NSW Maritime Land Owner's Consent Policy and duplication of planning and approval process have all consumed much time of Directors, Marina Committee and BIA staff. Unfortunately, these crucial issues still remain unresolved after a further year of consultations



President's Annual Report continued

and endless meetings. Other issues that have needed our attention included our opposition to the compulsory wearing of PFD's, Commercial Survey in relation to inefficiencies in NSW and proposed extension to boat share operations, promotion of the transfer of administration of boat licences and registrations to RTA, proposal for state wide speed limits and Sydney Harbour Boat Storage Strategy.

Input into the NSW Government's **"A New Direction for NSW-State Plan."** BIA Director Darren Vaux attended the workshops to present our industries case and proclaim that the recreational boating industry is open for business and the NSW government has to abandon its policies of business prevention.

Federal Government's Marine Industry Action Agenda. Whilst this is primarily an AMIF project being co-ordinated on a national basis this three-year project and initiative will filter down to the states and industry in general. The twenty three-point plans under the headings of market development, regulation and environment, innovation, skills and training, industry leadership and implementation is currently under discussion.

Homebush Bay West Master Plan has been finalised to incorporate a marine precinct. This project has the potential to be recreational boating's gateway for western Sydney. This initiative was a central part of BIA's Year 2000 "Vision For Sydney Harbour" policy document and will require constant attention to ensure it will happen.

Rozelle Bay Marine Precinct. Throughout the year BIA has supported Sydney Slipways and Rozelle Bay Dry Storage facilities in their development application process. We thank members who individually lent their support by lodging submissions. At years end Sydney Slipways DA had been approved and the Rozelle Bay Dry Storage is still pending approval. It has been a long process since Rozelle Bay was declared a marine precinct in 1992. It graphically illustrates the delays and frustrations of getting on with business in NSW.

We are confident that both developments will provide state of the art facilities for NSW and has the total support of our industry members and I believe the vast majority of recreational boaters. There is no doubt our industry and boat users desperately require this type of infrastructure to continue to be viable, create further employment opportunities and provide essential services to the ever-expanding participation in recreational boating activities.

Education and Training. An extensive survey was conducted to determine a training development role for BIA, investigating available training resources and skills development for our industry. One of the key

outcomes will be the development of a **Careers and Training Directory** for distribution to careers advisers. On the national level, AMIF has received substantial Commonwealth Government funding for a major project for **"Building A Training Culture and Career Paths for the Marine Industry Sector."** This project is aimed at providing a model that will deliver processes, guidelines, and strategies to enhance training, develop training curriculum material and a Training Centre of Excellence.

Our inaugural **Marine Broker training/accreditation courses** were conducted. This is an initiative by Marine Brokers to improving standards and develops industry self-regulation by presenting Marine Brokers as professionals to the boating public. The first round of courses were aimed at marine broker principals and the course in the future will be available to employees in the industry.

I.C. Frith free Better Business Seminars were conducted throughout the year in Sydney and advertising and marketing presentation in Newcastle.

Occupation Health and Safety has also been high on the agenda covering BIA's obligations as an event manager and investigating what services can be developed for members. In this regard the Marina Association has been developing a marina contractor package and we expect to introduce contractor induction courses.

The original **Industry Partnership Program (IPP)** reached its conclusion with a final report on the **"State of the Environment at Boating Facilities"**. Valuable initiatives were shared between participants. Additional government funding was secured to extend this highly successful program into regional NSW. Tony Griffin (Chair Environmental & Safety sub-committee) and Lavinia Schivella (Project Manager) held workshops in Port Macquarie, Ballina and Ulladulla. This has truly been a joint project by Marina Assn, MIMRA, and SBA under the guidance of Tony Griffin. We also recognise and thank the Department of Environment & Conservation for their support and guidance on this State award-winning project.

Clean Marinas Australia Program. Lavinia Schivella (Project Manager) has administered this program on behalf of the Marina Industries Association of Australia conducting audits and the accreditation process. There are now 32 marinas around Australia and 2 in New Zealand participating in this environmental program and proudly flying the Clean Marinas flag.

Our staff participated in discussions with Outboard Engines Distributors Association and EPA leading to OEDA introducing an industry self



President's Annual Report continued

regulated **'Voluntary Emissions Labelling System'** to advise consumers with an emission efficiency rating system for outboard engines.

BIA of NSW organised on behalf of AMEX the Sydney leg of an **international Inbound Buyers Mission** in February 2006.

Much of our activity is undertaken by our very active divisions (see separate reports), which we thank them for and we also have a growing network of national and international associations with which we participate on behalf of our members. We are also very appreciative of the continuing involvement and development of special member products from: -

- **Capital Finance Limited**- BIA Marine Finance-packages for dealers and marine brokers
- **I.C. Frith & Associates**- BIA Marine Insurance – commercial marine insurance packages for members.
- **Member benefits**. A new member Travel Insurance package was introduced during 2006 and new insurance products are now available for running your business. We introduced a new email service true logic to improve the efficiency of our communications. For 2007 we have introduced a BIA Membership Card, which is a convenient reference point for a full range of BIA member services.
- **Membership**. It is pleasing to report that BIA membership at the end of 2006 had grown to 612 corporate members. This is the highest level of membership in BIA history. If you add our associate members and complimentary observers list our publications now reach over 1,100 businesses and individuals.

One very disappointing area for your Board of Directors during the year was the lack of industry support for the establishment of a Sydney Sailing Show. After years of lobbying for a show and repeated failures by other organisers the industry failed to deliver on commitments to exhibit for the Sailing Industry Association. John Davis and Bob Basham worked extremely hard on this project with BIA marketing Department only to come up empty handed. With a large financial loss due to costs committed prior to cancellation we must tread carefully before embarking on any other start up events.

This Annual report also details for you the continued success of the Sydney International Boat Show and other events. We thank and appreciate the support of our many sponsors; media partners and volunteers who assist in making these events work so well.

To the boating press a special thank you for their continued support to BIA throughout the year. BIA has continued to build its public profile and considerable media exposure was generated through show promotions, NSW Marine Directory, newsletters and brochures. Our regular boating advertisements and segments on Channel 7 Sydney Weekender program greatly assist in the promotion of boating and the safe boating message.

My personal thanks to the Directors of the Board and Division committee members who have given a great deal of their time and effort to conduct the Association's affairs over the year. Special acknowledgement to Matt Robinson who recently resigned from the Board after seven years of service and one of the original drivers of the Marine Industry Mechanical Repairers Association. Thank you Matt, well done.

I also wish to thank all members for their support during my first term of office and to all staff of the Association for their co-operation and application in achieving the Association's objectives.

In closing, let me say the Association is here for your benefit, we welcome and encourage our members involvement and are pleased to act on any issues or ideas that promotes, grows, strengthen and protects our industry. Please give us your views and comments to help make BIA of NSW the best it can be.

Thank you,

DOUG OLDING
PRESIDENT



Ian McAndrew steps down after record-breaking term.

Ian McAndrew will be remembered as the man who almost single-handedly led the Australian boating industry to the prominent position it enjoys today.

The industry at large was saddened to learn of his decision to 'pass the baton' and relinquish the presidency of the BIA of NSW, a role he admirably fulfilled over a record-breaking 16-year term.

Affectionately referred to as 'the skipper' by his BIA of NSW colleagues, Ian McAndrew's achievements border on being too numerous to mention.

Industry identities, among them Richard Chapman, President of the Australian International Marine Export Group (AIMEX) and Jeff d'Albora, President of the Marina Industries Association of Australia (MIAA) have joined BIA of NSW general manager Roy Privett in paying tribute to McAndrew's sterling achievements.

Privett said he had never seen the equal of Ian McAndrew in his passion, enthusiasm, understanding of important issues and his relentless pursuit to protect and improve the industry and its associations.

"Ian's contribution has been at the highest level of professionalism and his leadership has been exemplary," Privett declared.

"It's fair to say that over the past 18-years of his involvement, 16 as President, his fingerprints are all over every major issue our industry has faced.

"Fortunately, he is not lost to the industry entirely; he will remain on the board of the BIA of NSW as Immediate Past President and I am confident no one will be able to prevent him from taking an interest and making a contribution.

"Above all, his skills at negotiation will be in demand by the board."

Richard Chapman offered his congratulations to Ian McAndrew for his commitment and years of involvement, not only personally, but on behalf of the entire AIMEX membership.

"As one of the founding directors of AIMEX and a prime mover in its establishment, Ian McAndrew played a prominent role," he explained.

"He would I'm sure be delighted to have witnessed its growth in membership and stature to be actively recognised and supported by the Federal Government."

Jeff d'Albora said that it was through his dedication and ability to look at the industry from a national perspective that Ian McAndrew led the way to

the formation of organisations such as the Australian Marine Industries Federation (AMIF), AIMEX and the Marina Association of Australia.

"He may be handing over the reins, but he leaves behind the legacy of our associations all being in a stronger and prominent state."

As for the man himself, McAndrew modestly played down suggestions that he did anything 'single-handedly.'

"I was fortunate indeed to have worked with some truly dedicated professionals, and I refer both to the hard-working employees within the association and the excellent Boards of Directors I had the privilege of being involved with," he said.

"It's been a long and, at times, bumpy road and I wouldn't have missed the experience for anything.

"I know the industry is in good and capable hands at every level and shall keenly look forward to being of assistance wherever I can over the next 12 months.

"To Roy Privett and the staff at BIA of NSW, my warmest thanks for your support and to the boating industry in all its sectors, to the boat builders, the marine retailers, the importers and distributors, the sail makers, marina operators I wish you all continued success and hope to see many of you at the 2007 Sydney International Boat Show."





Division Report

Marine Brokers Association of NSW



The Marine Brokers Association took a giant step forward during 2006 with 10 brokers graduating in the inaugural accreditation course.

The primary objective of the course was to enhance the service offered to clients with an all-round improvement in business practices. To participate in the course brokers had to be members of the BIA of NSW, hold a current NSW Second-Hand Dealers licence and operate a business from a waterfront location.

The brokers also have to abide by the Marine Brokers Association by-laws and to attend on-going education courses.

During 2006 the Marine Brokers Association changed the advertising approach by asking the buying public to "only deal with a licensed boat broker"

It is intended during 2007 to move to the next stage and expand this course so that it can attract young people wishing to become brokers, hence existing brokers can take on an apprentice undertaking an accredited education course.

The introduction of standard forms for brokers has proven to complement the business practice issues included in the accreditation course. This can only help both the vendor and the broker.

Towards the end of 2006 the Marine Brokers Association started investigating the establishment of their own web site. This site would only allow brokers to advertise, but more importantly the behind the scenes part of the web site is the area that would benefit brokers most. Three of the committee will be attending the Miami Boat show in early 2007 to discuss development of the site. The site will be linked to hundreds of brokers worldwide (very exciting development). The membership of the Marine Brokers Association grew slightly during the year, but 2007 looks like being a year of better growth.

During 2006 Norman Ambrose of Catalina Yachts was president of the Marine Brokers Association and sits on the Boating Industry association Board of Directors.





Division Report

Marina Association of NSW



In many ways, it is easier to start 2006 in reverse so as to begin with one of the positive outcomes that MANSW has had with government over the past year. This was the announcement on the 20th December 2006 by government, of the new draft Land Owners Consent Policy (LOC), for Sydney Harbour and Botany Bay, which was placed on public exhibition.

The decision by the government to engage an external consultant to review the **Land Owners Consent Manual (1998)** in mid 2006 was welcomed, and was certainly seen, as paving the way to change that would be acceptable to all stakeholders.

This time last year, our comment in relation to the LOC, was that: "this tool of government (used by NSW Maritime ...) has already caused much concern and unnecessary delay across our membership and will require another **concerted and united industry effort in 2006** to ensure ... (it) does not become a "Business Prevention" device."

So after another long year of challenges with bureaucratic processes, and another Minister appointed (The Hon. Joe Tripodi) at the onset of 2006, the industry finally saw a government and Minister willing to question the status quo with the resulting draft Land Owners Consent Policy. As of the writing of this report, we are still awaiting a final decision with regards to its actual approval & implementation, however industry remains hopeful that the state government is realising some of the merits and value of the marina and recreational boating industry to NSW.

And whilst after the passing of another 12 months, the much fêted draft (joint Lands and NSW Maritime) **Commercial Lease Policy** is still under consideration, the recognition of industry needs, gained through the LOC, we hope augurs well for a practical and productive outcome for marinas across NSW in the upcoming year.

The **MANSW committee** saw a change in the role of Chairperson, with **Darren Vaux**, accepting the challenge to take the MANSW forward for one year from April 2006. Darren Vaux is a Director and co-owner of Empire Marinas and during 2006 represented MANSW interests at the **BIA Board** level as a Director. Together with Mark Hewitt, retiring MANSW Chairperson, who in 2006/7 has assumed the role of Treasurer on the BIA Board, and BIA's immediate past President, Ian McAndrew, the second half of 2006 provided an opportunity for the BIA Board to hear from all 3 on marina matters.

We believe that in many ways we have achieved all or part of many of the MANSW objectives for 2006, including; provision of general advice to members, strengthening and widening of self (co) regulation (environmental and work safety), a stronger relationship with government

to ensure investment and modernisation are recognised and not discouraged, and provision of referrals for specific advice.

The focus on **government liaison** in order to strengthen relationships with government and the senior levels of the bureaucracy, continued in 2006 and the MANSW, through the role of the BIA, is finally seeing the fruition of an increased understanding by the lemma government, particularly from the Department of State & Regional Development which following the transfer of leadership following Bob Carr's resignation in 2005, has been placed directly under the close scrutiny of the Premier.

Within this new understanding and the wider context of recreational boating, and a whole of state approach, we have achieved a great success through the establishment of the **Maritime Access and Infrastructure Council (MAIC)**. The MANSW is represented by Darren Vaux and Ian McAndrew on this Council. The MAIC has the backing of relevant NSW Government Ministers and will provide a forum for improved co-ordination between Government departments such as Lands, State and Regional Development, NSW Maritime, Primary Industries and Department of Planning.

Self-regulation as noted, is central to our capacity to properly manage businesses, and as highlighted as a future undertaking in the last Annual Report, we have been able to take the successes of the **Industry Partnership Program (IPP)** to other areas in NSW, in particular, north of Newcastle to the Tweed and from Wollongong to the border of Victoria. With over 30 additional sites signing up to a streamlined "**IPP Promulgation**", it provided a full day of training towards developing an on-site Environmental Management System, including an Improvement Plan and Self-Assessment process.

The original **IPP** was wrapped up in November 2006 with a final workshop attended by over 30 participants who were able to discuss the more positive outcomes as well as aspects of the IPP -**Final Report** as submitted to the Department of Environment & Conservation (DE&C). In addition, the group also reviewed aspects of the "Contractor Package" (see below).

We are proud to say, that marinas were again at the forefront of positive environmental outcomes over the past few years, meeting challenges to improve use of non-renewable resources and water consumption through introduction of recycling at a number of sites. Started through the IPP in 2002/3, this was before the general populace ever had concepts of climate change on its agenda. We are confident of continuing our robust role with the Department of Environment & Conservation over the next 12 months.



Division Report

Marina Association of NSW



The challenges in relation to Work Safety are also finally being met with a 2-pronged approach. The first was highlighted in August 2006 at the traditional **Sydney International Boat Show** Marina Luncheon, attended by over 40 **MANSW members** and other guests. Items for discussion included, the Commercial Lease and Land Owners Consent Policies, developments across NSW, and a **"Contractors Agreement"**. The purpose of the Agreement is to improve environmental and occupational health and safety outcomes, to reduce liability to the Marina Operator, ensure all parties adhere to regulatory responsibilities and also fairly allocate some of the accountability across users.

By the end of 2006, including an open discussion at the final IPP Workshop, the MANSW was ready to submit the Package to the BIA Board. This was done at the Board's final meeting for 2006 with a decision to refer the package to other BIA Divisions with a final copy to be legally reviewed in the first part of 2007. At the writing of this report, the **Contractor Agreement** is now being legally reviewed together with the Marina Berthing & Mooring Agreement with a view to making it available to MANSW members.

The second aspect of **Work Safety** is being addressed through the Environment & Safety Sub-committee, which includes members of all except the Sailing Division. A series of free seminars and on-site audits/reviews of Safety Plans across a representation of about 15 industry members, including marinas, boatsheds, shipwrights, boat builders, brokers, dealers, mechanics and consultants. This group will provide the basis for a programme similar to the IPP that will help members develop a site-specific Work Safety Plan & System. In many cases it will be in conjunction with their Environmental System.

2007 will be a truly busy year on this front and the BIA aim is to be able to deliver the initial phases of a Work Safety Programme, coupled with "Contractor" training for members who run their businesses through marinas either as tenants or contractors. The goal is to make the process for contactors and marinas less complicated with anticipated cost savings for members.

Those areas where the MANSW has made inroads and were nearing realisation by the end of 2006 were:

- **Security of tenure:** as noted the hope is that the **Commercial Lease Policy** will be reviewed and finalised closely following confirmation of the draft LOC.
- This should also allow the establishment of a workable **framework**

for rent negotiations and **review**. This aspect has been largely on hold, although committee members have continued to work with members and monitor any rental reviews and determinations during the past year and ongoing in 2007. This will continue until the MANSW goals of fair commercial rents in conditions where tenure is protected for those industry participants who meet their many commitments in order to support a vibrant marina industry going forward into the future.

- **Establishment of a database** of member offerings has always been a massive task to achieve. It is now hoped that through both the role of the MAIC in auditing the available infrastructure in NSW, as well as other methods to be applied in 2007, the MANSW will be able to provide this data to and for members.

In August and September 2006, MANSW members were also involved in a BIA commissioned **Education "Survey"** with the goal of assessing members' opinions on past, current and future education programmes. The BIA Learning Development Officer, a temporary 6-month position, undertook this; the outcome of the role was a report that assessed a number of options for the BIA. 2007 will see the development of an **Education Directory** and other short courses.

National and international marina issues continued being addressed through the MAA, which underwent a name change to MIAA – **Marina Industries Association of Australia** in mid 2006. Earlier in the year the MIAA employed 2 dedicated part-time positions (Administration and Education) to ensure the needs of members can be better dealt with.

The **Clean Marinas Australia Programme**, under continued management by BIANSW, saw the number of accredited marinas rising from 18 to 30 by December 2006, including 2 new marinas under the **Clean Marinas New Zealand Programme**, also managed by BIANSW.

Finally for 2006 and going forward to 2007 and onwards, it is important for our MANSW membership to perhaps view our goals within a wider context of **acceptance of marinas in our communities**. Marinas have continued to suffer from the general perception that marinas are for "silver tails" and prohibit access to the general community.

We have a considerable challenge ahead of us to change what albeit is a minority view, yet is nevertheless one that pervades the reporting of any news that deals with marinas. This includes the Land Owners Consent Policy, Commercial Lease Policy and what we hope will be a number of



Division Report

Marina Association of NSW



Development Applications in the ensuing period following the new policies.

The challenge for marinas and recognised by the Board of the BIA, is to promote the benefits of marinas for the general community and the state of NSW. In this we will need to employ a number of means, to be decided in consultation with your committee and membership. However, the challenge ultimately lies with the MANSW membership in deciding how marinas can be made more attractive to the community, how benefits can be clearly and easily identified and how marinas can actively participate in a programme of "taking marinas to the people".

Your Chairperson Darren Vaux, Committee of Hugh Shanks, Andrew Fenwick, Harry Standen, Tony Griffin, Mark Hewitt, Brett McMullen and Lachlan MacLean and Executive Manager Lavinia Schivella, thank all the MANSW members and look forward to a bigger and better year ahead.

Lavinia Schivella

Executive Manager Marina Association & Government Liaison





Division Report

Shipwright and Boatbuilders Association of NSW



The SBA is a division of the Boating Industry Association of New South Wales devoted to Shipwrights and Boatbuilders, both tradesmen and apprentices involved in new boat construction and boat repairs. The SBA provides a forum for industry issues and provides a face for the industry to the boating public.

During 2006 the SBA held 3 general meetings.

In February it held a general meeting at the St George Motor Boat Club, in May the SBA met at Gosford Leagues Club and the Annual General meeting was held at Mona Vale RSL. This meeting also included a presentation by Kevin Snowden from Storesafe Australia on the subject of dangerous goods storage.

The Committee was returned as follows:

Michael Minogue (President), Paul Burgess, Warwick Thomson, Ron Bailey, Duncan Ritchie, Ray Simpson and new to the Committee is Dave Reimer, replacing Graham Rigoni who stood down after 4 years.

Membership now stands at 138 members.

As part of its annual promotion of the division, the SBA also had a very successful stand at the Sydney International Boat Show. The stand was very much enhanced by the display of artwork by Ian Hansen.

To compliment this, the "Boat Building" competition at Sydney International Boat Show entertained large crowds on the Saturday of the show. Some new rules were introduced which allowed some real innovations.

The Shipwrights and Boatbuilders Association held a function during the show after the "Boat Building" competition that was very well attended by the membership and a large contingent of New Zealanders who had been supporting their entrants earlier that day.

The SBA also assisted the Shipwrights Reunion held at Drummoine Sailing Club in February.

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 recreational 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 on the SIA committee.

The SIA objectives are:

- To increase awareness of the sailing industry to the general public as a whole
- 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, they take a leading role in many 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.

In 2006, Sail-World.com joined the planning team to assist in lifting the stage profile and to secure a variety of quality speakers. The Discover Sailing Centre managed by Yachting NSW answered the many questions from people wanting to get into or return to the sport of sailing.

A Sail Only show was planned for November 2006 at Darling Harbour, this was to be an annual event, planning by the committee was well advanced, however unfortunately the show did not have sufficient support from the industry to proceed.



Sailing Industry Association of NSW cont.

Try Sailing Day was held on the 5 November with 23 clubs participating across NSW. This event has developed into a key annual event, this year being its 10th. Rain and strong winds hampered this year's Try Sailing Day with some clubs being forced to cancel. Clubs are supportive to the aims of Try Sailing Day, with those clubs hampered by bad weather providing invitations to people to come back when conditions were more favorable. Over half of the people who participate in TSD have never sailed before.

A proposal was submitted to the BIA Board from the SIA to provide

financial assistance to Sailability, the approval was forth coming and an amount of \$10,000 was provided to help pay their public liability insurance premium.

These activities contribute to ensuring ongoing interest in both sport and recreational sailing, with the view to assist the longevity and growth of the industry.

The committee members will continue to work on the development of the sailing market segment.

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 those manufacturers, specialists and suppliers can benefit.

MIMRA membership stands at 116.

MIMRA held its Annual General meeting in May 2006, the Committee elected consists of Bill Breakspear President, Matt Robinson, Bob Oomen Roy Baldock, Reg Sorensen, Shannon Stocks and Jim Tsacalos.

During the year, MIMRA held a graduation ceremony for the graduating apprentices on the Sunday evening of the Sydney International Boat Show.

It was well attended both by the apprentices and their families as well as the industry at large.

The graduation ceremony gives the apprentices an opportunity to showcase themselves to the industry and potential employers who also attend the ceremony. A function was held afterward.

MIMRA also sponsored and assisted at "The On Water Testing Day" held on the Georges River. Here apprentices calculate and test their results on which propeller will give the optimum result for each of the various boats used on the day. Representatives from Mercury, Yamaha and BRP attended and assisted with the day while dealers made available boats of different styles and capabilities. A special thanks to Blakes Marine for making a Bar Crusher available.

During the year, Yamaha Motor Corporation kindly invited the MIMRA Members to a trade night at the Yamaha Complex at Wetherill Park that was attended by 25 members who all appreciated the opportunity of a glimpse of Yamaha's future direction.

MIMRA members also took advantage of the training evenings provided by the Industry Partnership Program and took away many ideas on how to comply with new environmental regulations.





Marketing, Promotions and Events

The Boating Industry Association of NSW Ltd conducted marketing programs, promotions & events throughout 2006 for the purpose of fulfilling 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 2006, the following activities and promotions were completed successfully.

Weekly Ad - Fairfax Newspapers

The BIA, under arrangement with the Fairfax Newspapers, on a weekly basis runs a consumer announcement style advertising through the Fairfax Press weekend editions (Sydney Morning Herald and some exposure in the Sun Herald). The messages delivered are primarily based on boating safety, tips for better boating and activity notices. This style of advertising allows the BIA to deliver positive messages whilst exposing the BIA identity and what it stands for.

Channel 7 Sydney Weekender Sponsorship

In 2006, the BIA continued as a co-sponsor of Channel 7's Sydney Weekender program as a means of promoting the boating lifestyle. In 2006 the BIA sponsored a total of 17 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 different formats.

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

Association & membership exposure through the Internet & E-marketing

With e-marketing growing considerably as a communications tools, the BIA has further developed this tool for communicating to boating end users, potential and existing members.

The Association has four active web sites, each which is appropriately targeted and perform a specific task for the association. The web sites were further developed during 2006. They are:

BIA of NSW - www.bia.org.au

Sydney International Boat Show - www.sydneyboatshow.com.au

National Boat Shows - www.boatshows.com.au

Marine Directory - www.marinedirectory.com.au

To compliment our on-line presence, the BIA adopted a powerful Emailing communication system. This system allows improved communication and response monitoring to both end users and the associations membership. The development of this tool has allowed for the decreased use of the costly facsimile newsletters.

Promotion of the BIA & benefits of dealing with its members

The BIA undertakes to promote the BIA logo and its identity to educate the public regarding the benefits of dealing with a BIA member.

Mediums utilised during the year, included:-

- NSW Marine Directory
- NSW Maritime Licence Handbook
- Sydney International Boat Show Program
- NSW Recreational Freshwater Fishing Guide
- NSW Recreational Saltwater Fishing Guide
- AIMEX yearbook
- Club Marine Big on Blue
- Club Marine Engines on Blue
- Club Marine Trailerable on Blue
- The Newcastle Herald
- The Sydney Morning Herald
- Afloat Magazine
- Water Safety – Marine Safety Activity Book
- 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

The Marketing Services Division continued to operate during 2006. Whilst several projects were completed, projects were not actively sought,



Marketing, Promotions and Events continued



preferring to have the team concentrate on its core BIA activities. Of those projects commissioned, all were completed successfully and on time.

Rosehill Gardens Boat Show - March 2006

This event was planned and marketed primarily as a 'Trailer boat show and end of summer clearance sale'. The 2006 show operated in its new venue for the fourth year at Rosehill Gardens Racecourse. In 2006 the show continued to expand to operate over the entire Rosehill Gardens site, allowing for a better show layout and improved crowd control. Visitation decreased to 10,104 from its peak of 11,764 visitors the previous year.

A large number of vessels, accessories, services and fishing gear were displayed over the occupied areas. The show showed the first signs of a weakening market, with "committed boaties" attending, but a clear decrease in the number of borderline boaties as well as the important new boaties. Whilst the timing of the event appears to be right, the association acknowledges that this event will have to be closely monitored to ensure its growth and popularity. 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.

Sydney International Boat Show

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 2006 event recorded visitor numbers of 86,461 people. This was down on the 2005 record attendance of 89,451 visitors.

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

We again refreshed the exhibition hall floor plan, now an ongoing necessity to appease regular visitor demands for something new. The marina display continued to grow to a record number of 305 vessels. The second entrance at the western end of Cockle Bay was again used. The formulation 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
LINE 7 CLOTHING
YAMAHA MOTOR CORPORATION
TOYOTA MOTOR CORPORATION
THE SYDNEY MORNING HERALD
SAIL-WORLD.COM

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.

The GO BOATING Group also assist the show by provided a much needed communications tool during the show. Exhibitor feedback over the years has shown that exhibitors were seeking an



Marketing, Promotions and Events continued

improved method of communication during show days. They produced four special editions of Boating Business that were distributed during the show to all exhibitors. These editions gave show news, messages from the organiser as well as some interesting stories of new show products and services.

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.

Hunter Boat Show

In 2006, this event was organised for the fourth time by the BIA team. The previous years timing of September did not meet the shows objectives and sliding attendance numbers meant that a change had to be made. In 2006 the show moved to April.

The show again failed to meet the expectations of both exhibitors and organisers. Whilst attendance did increase slightly on the previous year, visitors to the show showed limited interest to purchase.

As part of the BIA's attempt to better understand opportunities for the event and region, Micromex Research were commissioned to conduct visitor exist research. The report showed limited purchase intention, Micromex reporting it as well below the show industry average.

The BIA sought interest from Newcastle and the surrounding regions for another show and the results were tabled at the Newcastle members meeting in November. During this meeting, the show was discussed in detail and various options were considered.

During the November meeting, the Newcastle members agreed that the return on investment was insufficient to enable the show to continue

in its current form. The show was cancelled indefinitely. The BIA was charged with the task to review new opportunities for the future with the view of having an annual gathering of members on an annual basis in a different format.

Try Sailing Day - November 2006

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 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.

Careful media placement and the on-going support by Channel 7's Sydney Weekender program can be attributed to the high level of awareness for the day.

This annual, free day was held at 23 sailing clubs across NSW, and despite the poor weather over 400 people attended, bringing the total to 13,221 over the past 11 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 16% under 10 years of age, 15% from 11 to 20, 27% 21 to 30, 17% from 31 to 40, 16% from 41 to 50, 5% from 51 to 60 and 4% from 61 to 70.

NSW Marine Directory

BIA planned and published a new NSW Marine Directory for distribution in December 2006. 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 continued the "BIA & IC Frith Better Business Workshops" in 2006.

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 for the first time a workshop was held in Newcastle. These events continue to be well received and further development of these informal education breakfast seminars will occur.

Domenic Genua

Consulting Marketing Manager



The Australian Marine Industries Federation (AMIF) Report



Sherry Donaldson

The past year has been an exciting one for the Australian Marine Industries Federation.

The AMIF received a grant of \$364 000 from the Australian Government to conduct a project called 'Developing a Training Culture in the Marine Industry' on behalf of the Department of Education, Science and Training (DEST). The payment was given to AMIF after two years of intense lobbying of Ministers and DEST personnel. It is the first time in the AMIF's history that the government has made such a sizeable investment in your organisation. It shows that the Federal Government is conscious of the need to work in collaboration with the recreational marine industry. Work commenced on the project in November 2006 and will be completed in October 2007.

In addition to the DEST project, the AMIF continued to draw the Federal Government's attention to the recreational marine sector through its work on the Action Agenda Implementation Committee. Throughout 2006, this Committee put together a suite of strategies to ensure that the Actions, which were defined by the industry in 2005, can be implemented. With strategies devised for 75% of the Actions, the Committee should be ready to come back to industry for feedback in the latter part of 2007.

A record number of finalists were nominated in

the AMIF's Australian Marine Awards in 2006 and those who carried home banners and trophies after the Awards Ceremony in May were encouraged to use the AMIF logo on any product promotion in which they engaged. The Awards were given good media coverage in the national boating press and in most of the state newspapers as well as in 'IBI' magazine internationally. Preparation for the 2007 awards began in March 2006 and the judges who have been testing boats since that time have indicated that the standard of product is of a very high calibre.

With the help of ERG International, the AMIF conducted the official industry survey in November 2006 and the results were made available by purchase through AMIF office. The AMIF also conducted its annual lightening survey of manufacturers and importers by phone in February 2006. Unfortunately, for those who answered the questions, the number of people who were unable to spare the time to answer the seven questions far outweighed those who responded, which had a major impact on the usefulness of any information gained. In previous years the 97% response rate gave the AMIF accurate information, which it was able to use with confidence in negotiations with Government and related agencies. The survey will be conducted again in 2007 and all manufacturers and importers are asked to participate.

As a member of the International Council of Marine Industry Association's (ICOMIA) Statistics Committee AMIF contributed to the 2006 International Statistics publication, the development of a standard set of international definitions for marine product and terms, the framework for the development of case studies on economic benefits from the marine industry and the framework for the new International Boat Sales Statistics program in which Mustang and Riviera are participating. Late in 2006, discussions took place with the ICOMIA Secretariat to see how AMIF might seek greater involvement of the Superyacht sector in environmental decision-making and this will be further progressed in the coming year.

The AMIF role of representing the industry on the international scene has been acknowledged with BIAQ stalwart and past AMIF Director, Graeme Avers, elected President of the International Committee of Marine Industry Associations. It is indeed an honour for Graeme and the marine industry in Australia. He is the first person to be elected to this position outside of Europe and the US.

In April planning commenced for the 2007 Recreational Marine Summit, which was to be held on 8 August in Darling Harbour, immediately following the Sydney International Boat Show. In accordance with the wishes of those who completed the Conference Survey, the date for the Summit was selected to allow participants to extend their SIBS stay to take in the Summit. Early feedback indicated that this was welcomed by potential delegates. The actual success of this strategy was to have been defined by the number who attended. Unfortunately, sponsorship for the event proved illusive and the AMIF Board reluctantly requested that the event be postponed until greater industry support can be established.

Planning also started in November for the 2007 Marine Industry Showcase and Forum, which will be held in Canberra in March. Funded and organised by the Department of Industry Tourism and Resources, the showcase will be held in the Mural Hall of Parliament House and is an opportunity to persuade Government Ministers and officials of the need to consider the recreational marine sector in their decision making process. Along with AIMEX, the Australian Shipbuilders Association, the Western Australian Shipbuilders Association, the Marina Industries Association of Australia, the Superyacht Base Australia, the Outboard Engine Distributors Association and the Australian Fishing Tackle Association, AMIF has played a pivotal role in shaping the theme and layout of the Showcase.

In August, for the first time, the Board of AMIF held a joint meeting with the Board of the NMSC. It was an opportunity for AMIF to discuss issues, which BIA members considered to be of

The Australian Marine Industries Federation (AMIF) Report *continued*

importance. From an AMIF perspective the need to standardise survey for commercial vessels both intra and interstate, the development of standardised vessel registration data collection, the need to consult with industry regarding any PFD regulations and the use of stickers as Australian Builders Plates were all raised. The NMSC gave an undertaking to work with the AMIF on these issues and the first industry consultation on standardising PFD regulations was conducted in September 2006.

The AMIF continued to supply information on the Australian Builders Plate during 2006 and it's on line ordering system, which it provides as a service to BIA members, received excellent support from the industry.

In December, the AMIF posted its policy on Marine Protected Areas to the website. The policy was developed as a signpost for members and government agencies. Using clear and concise language it outlines the expectations the AMIF has of the Federal Government when it comes to Marine Protected Areas. Underpinning

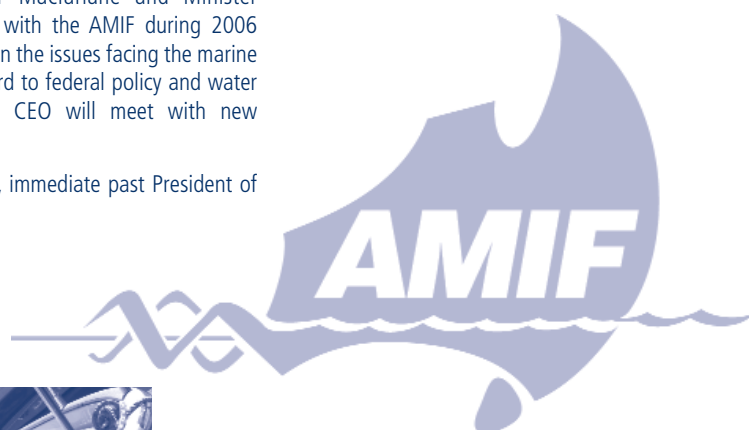
the policy are the documents prepared by Ernst & Young, "Australia's Marine Protected Areas: Challenging Times Ahead", at the request of BIANSW and AFTA. This policy will be presented to Malcolm Turnbull, Minister for The Environment and Water Resources, at a meeting scheduled for early 2007.

At the request of the Minister for Environment and Heritage, the AMIF also occupies a seat on the Board of the National Oceans Office. Mr Andrew Hayes, immediate past President of AMIF attended all 2006 meetings and ensures that the recreational boating sector is kept in the forefront of any new decisions, which are being made with regard to water access. Senator Ron Boswell, the Hon Warren Entsch, the Hon Bob Baldwin, Minister Macfarlane and Minister Campbell all met with the AMIF during 2006 and were briefed on the issues facing the marine industry with regard to federal policy and water access. The AMIF CEO will meet with new Ministers in 2007.

Mr Ian McAndrew, immediate past President of

BIANSW, past President of AMIF, Director of AMIF and Director of the Marina Industries Association of Australia became the first inductee to the AMIF Hall of Fame in 2006. This award will now become one of the means by which the AMIF recognises the services of individuals to the recreational boating industry on a national level.

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 8th May 2007.

On behalf of the Board of Directors I present the financial reports for the year ending 31 December 2006.

I am pleased to report that our audited after tax surplus for the year was \$913,793 and our Accumulated Funds as at 31 December 2006 were \$4,515,244. This very sound financial position will allow us to continue to resource solutions to important industry issues and promote recreational boating within New South Wales.

Total income was \$6,318,012, an increase of 8.6% on 2005. Most of this increase was attributable to income from the purpose built marina for the Sydney International Boat Show. We expect the demand for both the marina and halls to remain strong this year. The cost of producing the SIBS increased by 10.1% mainly due to the hire of more pontoons and increased advertising and promotional activities.

The Association's after tax surplus was \$134,928 less than 2005, mainly due to \$49,391 spent on exhibition space and advertising for the cancelled Sydney Sailing Show and \$58,573 spent on research to establish a strategy for improving the effectiveness and efficiency of Marine Protected Areas.

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, \$73,000.
- Grow Boating. Ongoing contribution to provide seed funding for this important national project, \$13,450. Total contribution to date, \$40,723.
- The Board of Directors' resolved to hold all exhibition rates for the 2007 Sydney International Boat Show at the 2006 level. This is a saving to exhibitors of approximately \$140,000.
- Industry Partnership Program (IPP). The original program has concluded and income and expenses have been brought to account. The total project value was \$120,000, \$60,000 coming from an EPA grant. IPP Promulgation for regional NSW started in late 2006 and is expected to conclude in 2007, \$44,100.
- 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 meetings, \$89,500.
- Affiliation with Australian Business Limited to provide Members Advice Line to all financial members of the Association.
- Sailing Industry Association "Try Sailing Day" promotion, \$25,950.
- Strictly Sail promotion at Sydney International Boat Show, \$30,500.
- \$10,000 donation to support the activities of Sailability NSW.
- Introduction of a travel insurance package for all corporate members, BIA staff and directors'.
- Training and education study and final report, \$10,000.
- Communication with Members through Logbook, Fast Facts and electronic methods, \$32,000.
- Projects and administrative expenses for BIA Divisions (MIMRA, SBA, Marina Association of NSW, Sailing Industry Association and Marine Brokers Association), \$101,700.

I am pleased to report that the aims and objectives of the Association continue to be achieved and due to our financial strength the benefits and services to members will continue to improve.

As Treasurer of your Association, I have pleasure in submitting the financial statements for the year ended 31 December 2006 for your adoption.

Mark Hewitt
Treasurer



Financial Statements – Contents

Concise Annual Report for the Year ended 31 December 2006

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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 2006 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
Doug Olding (President)	10 December 1991 to present
Richard Pym (Vice-President)	5 December 1990 to present
Mark Hewitt (Treasurer)	18 May 2004 to present
Ian McAndrew	13 September 1988 to present
Matthew Robinson	27 April 1999 to present
Simon Cook	8 May 2001 to present
Alan Blake	18 May 2004 to present
John Davis	10 May 2005 to present
Michael Minogue	10 May 2005 to present
Norman Ambrose	19 October 2005 to present
Darren Vaux	5 June 2006 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 Company Secretary

Mr Roy Privett was appointed to the position of Company Secretary in December 1989. Mr Roy Privett currently holds the role of General Manager and Company Secretary.

5 Officers who were previously partners of the audit firm

There were no officers of the Company during the financial year that were previously partners of the current audit firm, Nexia Court & Co, at the time when Nexia Court & Co undertook an audit of the Company.

6 Review and Results of Operations

The company continued to engage in its principal activity during the financial year, leading to a net surplus of \$913,793 (2005: \$1,048,721). This result represents a \$134,928 decrease on the prior year result.

7 Dividends

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

8 State of Affairs

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

Directors' Report continued

9 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.

10 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.

11 Environmental Regulations

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

12 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 2006, 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 2007. 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.

13 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 2006 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

Sydney 3rd April 2007



David Gallery
Partner

Signed in accordance with a resolution of the directors:



D Olding
President

Sydney 3rd April 2007



Mark Hewitt
Treasurer

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 7 and the accompanying discussion and analysis on the income statement, balance sheet and statement of cash flows, (set out on pages 25 to 31, for Boating Industry Association of New South Wales Limited (the "company"), for the year ended 31 December 2006.

The directors of the company are responsible for the preparation of the concise financial report in accordance with the Corporations Act 2001. 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 2006. Our audit report on the full financial report was signed on 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 financial report of Boating Industry Association of New South Wales Limited is in accordance with:

- a the Corporations Act 2001, including:
 - i giving a true and fair view of the company's financial position as at 31 December 2006 and of its performance for the year ended on that date; and
 - ii complying with Accounting Standards and the Corporations Regulations 2001; and
- b other mandatory professional reporting requirements in Australia.



Nexia Court & Co
Chartered Accountants



David Gallery
Partner

Sydney 3rd April 2007

Directors' Declaration

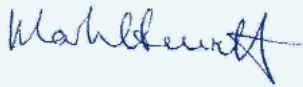
In the opinion of the directors of Boating Industry Association of New South Wales Limited the accompanying concise financial report for the year ended 31 December 2006, set out on pages 25 to 31:

- a has been derived from or is consistent with the full financial report for the financial year; and
- b complies with Accounting Standard and the Corporations Regulations 2001

Signed in accordance with a resolution of the directors:



D Olding
President



Mark Hewitt
Treasurer

Sydney 3rd April 2007

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 2006 financial report of Boating Industry Association of New South Wales Limited.

Income statements

The surplus for the year of \$913,793 was down on the 2005 result by \$134,928. This result is mainly due to the factors explained below.

Total revenue was \$338,450 higher, the main factors being:

- Interest income increased from \$84,450 in 2005 to \$164,981 in 2006.
- Sydney Boat Show revenue increased from \$4,766,136 in 2005 to \$5,070,024 in 2006.

Balance sheets

Total assets increased by \$850,223 during 2006 to \$5,247,144 as a result of an increase in cash on deposit.

Total liabilities decreased by \$63,570.

Cash flow statements

The overall \$139,353 increase in net cash flows during the year was due to an increase in cash receipts from customers combined with an increase in interest received.

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

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

The above income statement should be read in conjunction with the accompanying notes

Income Statement For the Year Ended 31 December 2006

	Note	2006 \$	2005 \$
Revenue from continuing operations	2	5,772,008	5,433,558
Other income	3	546,004	422,586
Cost of sales, operations, shows and promotions		(4,131,928)	(3,578,926)
Depreciation expense	4	(60,513)	(55,017)
Employee benefits expense		(506,341)	(456,816)
Advertising – Consumer marketing		(73,046)	(112,726)
Insurance		(83,446)	(75,476)
Marine directory expenses		(76,591)	(76,652)
Subscription fees		(92,378)	(87,271)
Other expenses		(327,006)	(330,466)
SURPLUS BEFORE RELATED INCOME TAX EXPENSE		966,763	1,082,794
Income tax expense		(52,970)	(34,073)
SURPLUS FOR THE YEAR		913,793	1,048,721

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

Balance Sheet

As At 31 December 2006

	Note	2006 \$	2005 \$
CURRENT ASSETS			
Cash and cash equivalents		2,692,598	1,687,109
Receivables		452,268	441,778
Stock		541	792
Other assets		167,755	301,126
TOTAL CURRENT ASSETS		3,313,162	2,430,805
NON-CURRENT ASSETS			
Property, plant and equipment		1,933,982	1,966,116
TOTAL NON-CURRENT ASSETS		1,933,982	1,966,116
TOTAL ASSETS		5,247,144	4,396,921
CURRENT LIABILITIES			
Payables		155,948	278,670
Subscriptions received in advance		221,680	208,484
Unearned income		167,517	134,284
Current tax liabilities		24,531	38,331
Provisions		120,425	104,961
Interest bearing liabilities		15,000	14,202
TOTAL CURRENT LIABILITIES		705,101	778,932
NON-CURRENT LIABILITIES			
Provisions		26,799	16,538
TOTAL NON-CURRENT LIABILITIES		26,799	16,538
TOTAL LIABILITIES		731,900	795,470
NET ASSETS		4,515,244	3,601,451
ACCUMULATED FUNDS			
Reserves		111,571	111,571
Accumulated surpluses	5	4,403,673	3,489,880
ACCUMULATED FUNDS		4,515,244	3,601,451

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

Statement of Changes In Accumulated Funds For the Year Ended 31 December 2006

	Note	2006 \$	2005 \$
TOTAL ACCUMULATED FUNDS AT THE BEGINNING OF THE FINANCIAL YEAR		3,601,451	2,552,730
Surplus for the year	5	913,793	1,048,721
TOTAL ACCUMULATED FUNDS AT THE END OF THE FINANCIAL YEAR		4,515,244	3,601,451

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

Cash Flow Statement For the Year Ended 31 December 2006

	2006	2005
	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash receipts from customers	6,659,145	6,231,297
Cash paid to suppliers and employees	(5,723,489)	(5,428,099)
Interest received	164,981	84,450
Interest paid	-	(2,437)
Income taxes paid	(66,770)	(15,599)
	<hr/>	<hr/>
Net Cash Provided by Operating Activities	1,033,867	869,612
	<hr/>	<hr/>
CASH FLOWS FROM INVESTING ACTIVITIES		
Payment for property, plant and equipment	(28,378)	(38,880)
	<hr/>	<hr/>
Net Cash (Used in)/Provided by Investing Activities	(28,378)	(38,880)
	<hr/>	<hr/>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from recovery of mortgage loan	-	37,841
	<hr/>	<hr/>
Net Cash Provided by Financing Activities	-	37,841
	<hr/>	<hr/>
NET INCREASE IN CASH AND CASH EQUIVALENTS	1,005,489	868,573
	<hr/>	<hr/>
Cash at the Beginning of the Financial Year	1,687,109	818,536
	<hr/>	<hr/>
CASH AT THE END OF THE FINANCIAL YEAR	2,692,598	1,687,109
	<hr/>	<hr/>

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 2006

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.

	2006 \$	2005 \$
2. REVENUE FROM CONTINUING OPERATIONS		
Sydney Boat Show	5,070,024	4,766,136
Regional boat shows	369,735	393,063
Shipwrights and Boat Builders Association	10,494	4,962
Marine Industry Mechanical Repairers Association	2,864	2,328
Members subscriptions	207,841	181,485
Marketing services division	111,050	85,584
	5,772,008	5,433,558
3. OTHER INCOME		
Interest revenue	164,981	84,450
Licence fees	89,297	84,223
Other income	291,726	253,913
	546,004	422,586

Notes to the Financial Statements For the Year Ended 31 December 2006

4. EXPENSES

Surplus before income tax expense includes the following specific expenses:

	2006 \$	2005 \$
Depreciation of property, plant and equipment	60,513	(55,017)
Finance costs – interest paid	–	(2,437)
Net expense from movements in provision for: – Employee benefits	25,726	(12,730)

5 ACCUMULATED SURPLUSES

Balance 1 January	3,489,880	2,441,159
Surplus for the year	913,793	1,048,721
Balance 31 December	4,403,673	3,489,880

6 DIRECTOR DISCLOSURES

Directors

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

Doug Olding (*President*)
 Richard Pym (*Vice President*)
 Mark Hewitt (*Treasurer*)
 Ian McAndrew
 Matthew Robinson
 Simon Cook
 John Davis
 Alan Blake
 Michael Minogue
 Norman Ambrose
 Darren Vaux

7 KEY MANAGEMENT PERSONNEL REMUNERATION

Key management personnel include the directors and General Manager.

The compensation paid, payable or otherwise provided to the key management personnel of the company is composed of short-term benefits of \$169,150 (2005: \$159,948).

Notes



Boating Industry Association of NSW Ltd.

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