

Boating Industry Association of NSW Ltd
ANNUAL REPORT 07



For the year ended 31 December 2007



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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.

B I A A T A G L A N C E 2 0 0 7

PRESIDENT

Doug Olding
Teleflex Morse Pty Ltd

VICE-PRESIDENT

Richard Pym
Pathfinder Marine

TREASURER

Mark Hewitt
Sandbrook Inlet Marina

BOARD OF DIRECTORS

Simon Cook – I C Frith & Associates

Paul Burgess – Bluewater Marine Surveyors

Alan Blake – Blakes Marine Pty Ltd

Darren Vaux – Empire Marinas

Bill Breakspear – Breakspear's Marine Services

Bob Basham – R W Basham Pty Ltd

Alan Steber – Stebercraft Pty Ltd

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

Jim Tsacalos

Tyler de Jager

Reg Sorensen

Sailing Industry Association of NSW

Bob Basham

Chair

Ian Lindsay

David Kellett

Shane Crookshanks

Peter Rendle

Don Hart

Duncan Curnow

Andrew Cribb

Marina Brokers Association of NSW

Mike Jarvin

Chair

Michael Joyce

James Mark Anthony

Mark Chapman

Des Last

Adam Waters

BIA STAFF

General Manager – Roy Privett

Secretary – Linda English

Financial Controller –

Simon Hazelbrook (SM & AJ Enterprises Pty Ltd)

Manager BIA Divisions – Alan Barrett

Members Support & Development – Aaron McKenna

Marketing Manager –

Domenic Genua (Mirror Image Marketing Pty Ltd)

Operations Manager – Belinda Close

Marketing and Event Co-ordinator – Justine Merrony

Marine Directory Co-ordinator – Christine Howard

AFFILIATIONS

Australian Marine Industries Federation

American Boat and Yacht Council

Australian Business

Exhibition and Event Association of Australasia

International Federation of Boat Show Organisers

International Council of Marine Industry Associations

Marina Industries Association of Australia

Australian International Marine Export Group

CONSULTANTS

Solicitors – Ebsworth & Ebsworth Lawyers

Bull, Son & Schmidt Lawyers

Auditors – Nexia Court & Co

PARTNERS

Capital Finance promoting BIA Marine Finance

I.C. Frith & Associates promoting BIA Marine Insurance

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



VISION



Boating Industry Association of NSW

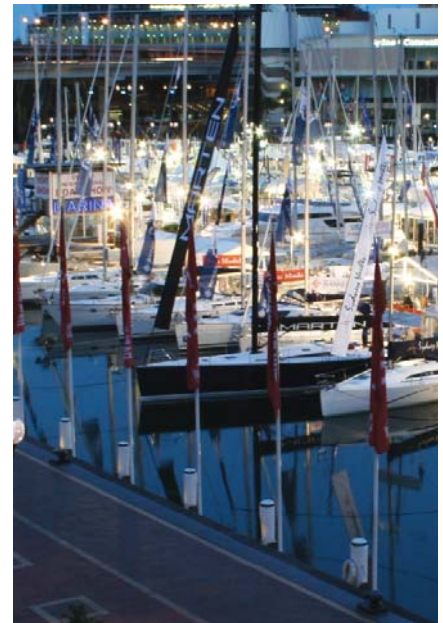
OUR ASSOCIATION

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, while creating awareness within the community and promoting the benefits of safe recreational boating.



WHAT THE BIA INCORPORATES

While 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 which reflect 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, chandlers, 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,

On behalf of the Board of Directors and Divisional Committee's I present my second Annual Report to BIA members for the year ended 31 December 2007. The activities and interests of the Association cover an enormous range of issues and promotional events to foster growth and protect the recreational boating industry.

In reviewing our 2007 year it is a picture of challenges and achievements. One of the greatest challenges for members and the Association has been the mixed trading conditions experienced in 2007. After 12 years of relatively good trading the recreational dollar is under attack. In recognition of this developing situation the Board decided to hold SIBS exhibition rates at 2006 levels despite known cost increases. This gave us an opportunity to return to our industry some of the benefits from a hugely successful Sydney International Boat Show.

Tough trading conditions are expected to continue throughout 2008 across all sectors particularly those selling to the typical family that has to deal with increasing mortgage costs and inflationary pressure. As an industry we are also facing record low unemployment levels and large interstate migration resulting in skill shortages. Despite these challenges we must remain cautiously optimistic about the economic outlook as we are not heading for a crisis and we need to continue with our projects of Grow Boating for the promotion of industry growth and education and training programs to develop and attract the necessary skill our industry requires.

The **Sydney International Boat Show (SIBS) 40th Anniversary** was an outstanding success. The BIA on behalf of its membership again achieved its objectives in delivering a professional event. We were thrilled with the results with another healthy attendance and excellent feedback from exhibitors on their achievements. We certainly acknowledge the solid support we have received from exhibitors, sponsors, venues, and contractors and look forward to their continued participation. The **Marketing, Promotions and Events** section of this report will give you further detail.

Whilst SIBS news is upbeat we cancelled the Newcastle Boat Show due to poor attendances and exhibitor support. The Rosehill Gardens Boat Show is also suffering declining attendances. There has been a noticeable downturn in exhibition attendances around the world. Whilst it could be a normal cyclical event we should be conscious of the movement in visitor numbers and initiate new activities to ensure we are reaching our target audience.

The challenge for the **41st Sydney International Boat Show in 2008** will be to market effectively into a cautious market and overcome some

challenging logistical problems. Our event will share Cockle Bay with World Youth Day during the move-in and construction phase of the marina. Without too much exaggeration **this show will be our biggest ever challenge to get it right for the industry.** A special effort will be required of our staff, contractors and exhibitors and financial commitment by BIA to successfully produce the 2008 event.

Your Association has continued to achieve success in terms of trading activities, political activities, shows and promotions, expanded member services and another excellent financial result achieved in a difficult climate and as already mentioned with pegged exhibitor rates. **Our Treasurer Mark Hewitt will further detail in his Treasurer's Report** our financial results, which has maintained a strong financial base to develop and provide further member services and benefits.

The success of our industry not only depends on marketing activities. It also greatly relies on the business and political environment under which the industry undertakes its daily activities. In this arena the **BIA Board and Divisional Committees** play an increasingly important role. It is important that some of these activities are highlighted to you.

In the area of waterways infrastructure and access the **NSW Maritime Access and Infrastructure Council** under the Chairman Hon. John Murray representing government departments, BIA and the Boat Owners Association (BOA) has been engaged throughout 2007 on developing a Pilot Study on Port Stephens to develop a model for considerations for the future development of maritime infrastructure and access opportunities. This pilot study is now complete and will be a valuable tool to plan and carry out state-wide assessments of marine infrastructure with the aim of facilitating developments. The Maritime Access and Infrastructure Council's aims are consistent with the NSW Government's priorities under the State Plan to create business investment, particularly in rural and regional areas; achieve better outcomes for native biodiversity and coastal waterways; and encourage more people to use recreational facilities.

State Government Liaison. BIA as a representative body has been involved in a number of levels of government. It is pleasing to report that a new policy platform by **NSW Department of Lands** has generated an unprecedented number of development applications along the NSW coast. There has been a considerable improvement in NSW land/water interface planning policies and the delivery of viable and sustainable commercial leases for commercial marina operators in our industry. As a result of extensive consultations many previous obstacles have been alleviated. The establishment of a flexible and workable framework has greatly improved industries confidence to invest in access opportunities and development of waterways infrastructure.



President's Annual Report continued

NSW Maritime under the leadership of Minister Joe Tripodi has undergone substantial reform in its administrative and approval processes. The new policies supported by industry have delivered a new streamlined development consent process for Sydney Harbour and a viable Commercial Lease Policy for commercial operators. The lease policy is a crucial document for the industry to modernise and deliver new facilities. It brings to a close too many years of debate and at long last provides a platform to deliver facilities that are in high demand.

The Minister's leadership in cutting red tape, adoption of a BIA initiative to facilitate boat registration and licensing at RTA Offices, formation of a NSW Builders Group to address issues on commercial vessel survey, delivery of a new level of Maritime transparency, pledge of 100% funding for Sydney Harbour boat ramp modernisation, and the presentation of a NSW Maritime Stakeholder Workshop on future directions have been applauded by BIA.

Minister Joe Tripodi's commitment and fresh approach has greatly improved our industry's confidence to invest in waterways infrastructure to the benefit of the boating and general community of NSW. These promising reforms are a decade overdue and will go a long way to reversing the rundown state of waterways infrastructure in this state and improving opportunities for recreational pursuits.

Whilst on **waterways infrastructure, 2007 has set some milestones** with Rozelle Bay Marine Precinct reaching construction stage for Sydney City Slipways and Sydney Boat House (Dry Stack Facility), new facilities under construction in Newcastle, redevelopment of facilities in Batemans Bay with a 240 wet berths marina and 250 dry stack storage facility, expression of interest for Berry's Bay Marine Precinct and a number of Department of Lands opportunities along the coast under consideration. Within the current year the Homebush Bay Master Plan will be reviewed and edge closer to an expression of interest stage.

Marine Protections Areas continued to be monitored for further developments and potential impacts on recreational boating. During 2007 BIA joined a fighting fund with recreational fishing organisations and Australian Fishing Tackle Association to oppose an extreme green conservation group the National Conservation Council in regard to grey nurse shark habitats. If their case had been successful severe restrictions would limit fishing opportunities along the coast. The case wanted exclusion zones around any identified grey nurse shark sites (18 in NSW) and closure of many inshore reefs. The case was unsuccessful so fishing and boating can continue along the NSW Coast.

Federal Government's Marine Action Agenda. National committees continued to work on this project with its 23 point plan for the marine

industry. Unfortunately, with a change of Federal Government the project has been abandoned and a final meeting will be held in May 2008. This project held great promise to co-ordinate the industry on a national basis. Many hours now appear to have been wasted.

Grow Boating Australia. In 2007 the initial Board of Directors being the State BIA General Managers handed over the reins to a new Board of industry stakeholders and two BIA Presidents (Barry Jenkins and myself) to implement the program. Funding streams are being secured and a promotional program is expected to be launched in 2008. The timing is important to increase our market share in the highly competitive recreational and sporting sector especially with difficult trading conditions upon us.

Boat Share Policy. In recognising the emerging importance of boat-share, BIA held a series of discussions with companies offering boat-share management services and with NSW Maritime. At the time of preparing this report BIA had presented a submission to a Boat-Share Policy Paper issued by Maritime Safety Queensland. We are awaiting a policy paper being prepared by NSW Maritime. We have strongly argued against the proposal that boat-share poses a safety problem and that this method of boating should attract additional regulation by placing vessels under commercial vessel survey requirements.

Amalgamation of Volunteer Marine Rescue Organisations. Throughout 2007 BIA and the Boat Owners Association were engaged in discussions with government agencies and other bodies regarding our support for a proposal for the amalgamation of Volunteer Marine Rescue Organisations. We had an opportunity in early 2008 to present our views to an inquiry set up by Minister Joe Tripodi. We have lodged a joint submission and offered assistance by BIA and BOA in a consultation program to achieve a single Volunteer Marine Rescue structure to stop the current duplication, confusion and inefficient delivery of services. This will need a whole of government approach, consultation from the grass roots up, consolidation of radio networks and standardisation of equipment.

Compulsory Wearing of Life Jackets. During 2006/07 the National Marine Safety Committee released a major discussion paper aiming to introduce Compulsory Wearing of Personal Floatation Devices. The Boating Industry, BOA and many recreational boaters held strong opinions against the proposal. BIA advocated that whilst boating safety is a number one priority the compulsory wearing of PFDs in all circumstances is not appropriate. BIA maintained that recreational boating is an extremely safe recreational activity and on issues of safety, education not regulation is the key strategy. Education to use PFDs in certain circumstances and at times of heightened risk together with requirements for certain types of vessels and/or activities. We maintained the wearing of a PFD is an option of



President's Annual Report continued

personal responsibility and regulation should not replace education and that Government accept that PFDs are only one of many safety devices.

It is pleasing to report that a national consensus on this issue was not achieved and BIA totally supported NSW Maritime's approach with limited regulation and an important safety awareness program **"You're the Skipper....You're Responsible"**. We encourage NSW Maritime and NMSC to continue to develop effective educational campaigns in lieu of unnecessary regulations.

Education and Training. I.C. Frith sponsored **Better Business Seminars** were conducted throughout the year in Sydney and one in Newcastle. They are free seminars and continue to be well attended and offer a variety of business presentations.

AMIF has continued with the development of National Education and Training initiatives contained in a separate section to this report.

Recreational Boating Careers Directory. BIA staff has been developing a Careers Directory for school advisers and students. This project has not been completed and rescheduled for launch at the 2008 Sydney International Boat Show.

Contractors Training Course - OH&S Marine Card Induction Course. A new member service for managing risk and safety for employers, employees and sub-contractors was developed by the Marina Association of NSW. This course raises awareness of OH&S requirements and provides a generic Contractor's Package, Guidelines and Checklists. This package is an excellent baseline program to provide a framework for self-evaluation process leading to a safe work method statement and consistent documentation. The Marina Committee road-tested the final course in December 07 and it has now been completed by 92 attendees. A Marine Card and Certificate is issued to all who successfully complete the course.

Marine Brokers Association Accreditation is being reviewed together with a new sales training course.

Special National and State Economic Impact Study. We sincerely thank members for their participation in this study in 2007. The outcomes have been published in Logbook. This study reports that recreational boating makes a significant industry contribution both to tourism and to the economy. This has never been measured before or its importance fully understood to the country not only economically but socially with more than six million people who boat annually. This is a valuable tool in our presentations to Government and it can now be demonstrated the marine industry is a major contributor to the country across tourism, employment and contribution to GDP.

BIA Division Activity. Much of our activity is undertaken by our very active divisions, Marina Association, Marine Industry Mechanical Repairers Association, Sailing Industry Association, Marine Brokers Association and Shipwright and Boat Builders Association (see separate reports), and we thank them for their time and continuing interest in their specialised areas of our industry.

We also have a network of national associations (AMIF, AIMEX and Grow Boating) and international associations (ICOMIA and IFBSO) with which we participate on behalf of members to assist in delivering better services and outcomes for our industry.

Member Products. We are also very appreciative of the continuing involvement and development of special member products from:

- **Capital Finance Limited.** This has developed into a long time and worthwhile partnership under the name of **BIA Marine Finance** – packages for dealers and marine brokers.
- **I. C. Frith & Associates.** Another solid and enduring partnership delivering specially designed commercial insurances policies for members under the brand name **BIA Marine Insurance**. A Travel Insurance package is now firmly entrenched as a part of BIA membership. In 2007 special insurance premiums were introduced for member's motor vehicles.
- **Member benefits.** In 2007 we introduced a BIA Membership Card, which is a convenient reference point for access to our full range of BIA member benefits. BIA has many services and privileges that are often taken for granted or go unnoticed. We have developed a member's only section to our website where we encourage members to regularly visit. A whole range of other information also appears on the website including: boat show and other event information, industrial award wage rates, environmental information, job vacancies, boat registration and other statistics, samples of standard BIA documentation and special offers from our partners. We have just published our fifth edition of the NSW Marine Directory which also has its own website. Member communications continue to be enhanced through Logbook and our email service.

Membership. It is pleasing to report that BIA membership at the end of 2007 was stable and reached 614 corporate members. This represents a slight increase on the previous twelve months. If you add our associate members and complimentary observers of our Logbook publication now reaches over 1,100 businesses and individuals. Editions of Logbook are also posted on our website.

We greatly appreciate members support and look forward to this



President's Annual Report continued

continuing in 2008 as we strive to improve your association and its representation of the industry,

This Annual Report also details for you our **Marketing, Promotions and Events for 2007** and highlights the continued success of the Sydney International Boat Show. We thank and appreciate the support of our many sponsors, media partners, venues, contractors and volunteers who assist in making these events work so well.

To the boating media a special thank you for their continued support to BIA and positive coverage of recreational boating throughout the year. BIA strives to build its public profile and considerable media exposure was generated through show promotions, NSW Marine Directory, newsletters and brochures. Our regular boating advertisements in the Sydney Morning Herald delivering important safety messages and segments on Channel 7's Sydney Weekender Program all greatly assist in the promotion of boating and the safe boating message.

Directors and Staff. In 2007 we had a number of changes on the Board with Paul Burgess replacing Michael Minogue for the SBA. Paul previously served on the Board from May 2001 to May 2005. Industry stalwarts Bob Basham (Life Member) and Alan Steber joined the board. Bob has again taken up the Chairmanship of the Sailing Association NSW and Alan, a well known NSW boat builder from Taree, brings to the board much needed manufacturing experience. Towards the end of 2007 Michael Jarvin filled a casual vacancy for the Marine Brokers Association. Our new Directors further strengthen the knowledge and expertise base of the Association.

My personal thanks to all 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 Darren Vaux who has just stepped down as Chairman of the Marina Association. Darren had undertaken a mountain of work in new policy formation on marina commercial lease issues and approval processes. He also made a tremendous time commitment to the Maritime Access and Infrastructure Council. His leadership and expertise has benefited the marina industry. Thank you Darren, and well done.

In 2007 we said farewell to staff members Lavinia Schivella, Steve Cutting and Warwick Fairweather. They were all long term members of the BIA team and made a valuable contribution to the activities and services of the Association. We congratulate them on a job well done and they all leave with our best wishes for their future endeavours.

Our team of dedicated staff worked hard throughout 2007 and I greatly appreciate their efforts, guidance and the advice they give me and the Board and Committees. We also welcome new staff members Alan Barrett – Manager BIA Divisions, Belinda Close – Events Operations Manager and Aaron McKenna – Member Support & Development Representative.

In closing, I repeat last years message that the Association is here for your benefit, we welcome and encourage members involvement and are pleased to act on any issues or ideas that promote, grow, strengthen and protect our industry. I also ask that you consider getting involved on one of our committees. Your expertise and input will be highly valued in shaping policy and future direction of the Association. Please give us your views, comments and commitment to help make the BIA of NSW the best it can be.

Thank you,

DOUG OLDING

PRESIDENT

2006-07



Division Report

Marine Brokers Association of New South Wales



The Marine Brokers Association (MBA) is focused on the commercial activities of "Marine Brokers and Salespersons" in facilitating the sale of new and second-hand vessels. This division concentrates on education and giving recognition for experience and training within the industry. This specialist division audits its members' compliance with MBA criteria, offers an accreditation program and has developed promotional material for consumers to deal in confidence with a licensed marine broker. The marketing program, "If it's your first boat or your next boat, deal in confidence. Only deal with a licensed boat broker.", continued throughout 2007 in Trade-A-Boat and Afloat. It was supplemented with DL flyers and posters.

Towards the end of 2007 Michael Jarvin was elected Chairman of the MBA and has taken up a position on the BIA Board of Directors. Michael also chairs a new Education and Training sub-committee. The MBA Committee has commenced to roll out a focused plan for the next 12 months for the MBA to achieve.

The MBA Committee over the past 12 months has been identifying current needs and developing a vision for the next 12 months to build on the foundation of the Division established in 2004.

Current objectives are:

- To continue MBA Training over the next 12 months
- Continue to refine our Accreditation Marine Brokers Training Syllabus and conduct further courses after SIBS 2008
- Target an increase in membership by 20% per annum over the next three years by adding value to being a member of MBA
- Continue to evaluate the development and operation of a website to become a dynamic tool to assist brokerage sales to the benefit of the industry and MBA members
- Institute an annual accreditation check of MBA members to ensure they are compliant with the membership criteria

All MBA committee meetings are open to MBA members and guests to attend as observers.





Division Report

Marina Association of New South Wales



The Marina Association (MA) has a broad agenda in representing the interests of the marina industry and to improve the standards of marina operation through information, advice and assistance to members. The MA strives to effectively increase the capacity of the industry to achieve legislative and regulatory outcomes and encourage members to achieve site-specific best practice in operational and environmental matters.

The MA Committee under the leadership of Darren Vaux focused the majority of its activity on government liaison to ensure government policy and administrative practices do not inhibit the industry or discourage investment and modernisation of facilities which provide services and waterways access to the community.

Waterfront reform has been at the top of the agenda for many years and new policies were finalised on **Commercial Leases and development approvals**. The successful implementation of Department of Lands and NSW Maritime policies, together with the history and tortuous journey to reform have been well documented in the BIA Logbook Magazine.

The 2007 achievements in summary are:

- NSW Maritime's replacement of the **1998 Land Owners Consent Manual** with a simplified and transparent process for **Obtaining Permission to Lodge a Development Application** with a sixty day time limit. It contains new guiding principles for the development of recreational opportunities and modernisation of existing facilities. This new approach will cut red tape and the frustrating delays of the past.
- The most important reform to bring to an end a decade of lobbying and debate was the finalisation and release of **NSW Maritime Commercial Lease Policy** in December 2007. It has the support of the industry and will provide a reasonable platform for security of tenure and for investment in modern facilities. The MA Committee were involved at all levels of the policy development and together with the Department of Lands Lease Policy implemented in June 2005 a solid platform has been developed which will improve business confidence. MA welcomes the transparent nature of the policies and will welcome future opportunities to develop components of the policies and assist in the practical implementation.
- The MA Committee addressed concerns over obligations and safe work practices under the NSW Occupational Health & Safety Act 2000. Extensive research was undertaken to develop and introduce a **Contractors Package** for Marinas and other operations in the boating industry to use when external contractors are working at their

site. This initiative was followed by the introduction of the **Marine Card Occupational Health & Safety General Induction Course**, which incorporates responsible environmental training. The course assists members in meeting their legal obligations and guides them in maintaining a paper trail of safety documents and equips them with the ability to produce risk management plans specifically relating to their business activity.

- The Committee revised and legally vetted a new **Berthing and Mooring Licence Agreement**. The licence agreements are widely used throughout NSW and are an essential management tool for all marinas and are available from BIA.
- Tony Griffin continues to focus on **environmental issues** confronting the marina industry. Throughout 2007 Tony on behalf of MA consulted with the Department of Environment and Climate Change (DECC) on a new Booklet, **Environmental Action for Marinas, Boatsheds and Slipways**. This valuable guidance booklet was published and circulated to all Marinas and Shipwright and Boat Builders Association members. It is also available on DECC's website. The Association also maintains all the templates of the **Environmental and Operational Plans of Management** developed under the Industry Partnership Program.
- Chairman Darren Vaux during this period has also represented the division on the **BIA Board of Directors** and dedicated a great deal of effort on projects being developed by the **Maritime Access and Infrastructure Council**. The Council consisting of Government Departments, BIA and BOA is looking at the wider context of boating facilities and improved waterways access opportunities. An audit of infrastructure and limitations has been conducted in a pilot study of Port Stephens. The format of the pilot study can be adopted for other waterways to identify future opportunities.
- Throughout 2007 the Marina Industries Association of Australia Clean Marinas Australia Program continued under the management of BIA/MA. Our role was to assist in the initial establishment of the program and provide auditing services. In early 2007 the program's criteria was reviewed and road tested. At the end of the year it was considered appropriate for MIAA to assume total management of the program.

The MA Committee have a number of projects on hand and include:

- Review of Department of Lands approach to their rent review process, Valuer General's valuation of marina lands and wet lease, and application of a business case.



Division Report continued

Marina Association of New South Wales



- Arising from NSW Maritime Commercial Lease Policy there is an opportunity to workshop various components such as marina rents and a template lease and the development of guidelines to assist NSW Maritime staff and industry in the practical implementation of the policy. It is crucial that MA maintains a watching brief over all aspects of the Commercial Lease Policy.
- To foster the expansion of the Marine Card OH&S Induction Training Course and develop a Marina Operators Induction Training Course. For the entire project to be effective it will depend on Marina Operators enforcing the Contractor Agreements and Safe Works Methods Statements and conducting site specific induction courses for their contractors to identify the safety issues applicable to their site.

In closing this report we recognise the valuable and dedicated service by **Lavinia Schivella** to the activities of the Marina Association. Lavinia was involved in all aspects of the association and instrumental on the environmental front that culminated in a State Government award winning project, the Industry Partnership Program. Lavinia nurtured the Clean Marinas Program, participated in education programs and was heavily involved in commercial leasing and planning issues. After eight years of dedicated service, Lavinia left BIA in May 2007 to take up an appointment as Senior Policy Adviser, Office of the Minister of Ports and Waterways. We wish her every success in this position where she is still maintaining her contacts with the industry and helping develop a better environment for recreational boating.





Division Report

Shipwrights and Boatbuilders Association of New South Wales



A division of the Boating Industry Association of NSW Ltd

The Shipwrights and Boatbuilders Association (SBA) is a BIA Division devoted to the development of Shipwrights and Boatbuilders, both tradesmen and apprentices and represents members in new boat construction, repairs and traditional shipwright services. The SBA provides an important forum to address issues facing the industry, foster training initiatives through TAFE and promotion of the trades to the boating customers.

At the SBA Annual General Meeting in December 2007, **Michael Minogue** stepped down as President and resigned from the Committee. He passed the baton to Paul Burgess to lead the SBA in 2008. Both Michael and Paul have been involved with the SBA since its formation and have devoted extra time and effort as BIA Directors. Michael is currently teaching at TAFE Meadowbank. We sincerely thank him for his leadership, energy and devotion to the SBA over a long period of time. We are sure he will get involved in the future as he is passionate about his shipwright trade.

On a sad note the Industry has lost one of its legends – **Trevor Robert Gowland 15 August 1932 - 9 July 2007**. Trevor was honoured in 2002 for his outstanding contributions to the industry upon receiving BIA's Robert Greaves Achievement Award. Trevor was a modest, innovative boatbuilder and a passionate sailor and after completing his apprenticeship he spent almost his entire working life with the Halvorsen family boatyards and in recent years as manager of their Bobbin Head marina. Trevor was greatly respected throughout the industry. An excellent summary of Trevor's many achievements was published in the September 2007 edition of Logbook.

Key SBA activities in 2007 included:

- Participation in the **NZ Build a Boat Trade Challenge** on 24 March 2007 in Auckland NZ. Not satisfied with the result the SBA returned in January 2008 and the "Aussie Boat Building Team downs the Kiwis". On Australia Day we savoured our first convincing win over our arch-rivals New Zealand in the **Southern Marine Trades Challenge** organised by the NZ Boating Industry Training Organisation. Staged at Picton, on the South Island, the competition is similar to the Build-a-Boat competition staged each year at the Sydney International Boat show. Congratulations to the Australian Team comprising of Shane Grover, Chad Booth and David Brown from Seawind Catamarans and Jamie Jarosz from Western Boat Repairs, with Mark Schmidt team manager.
- Continued liaison with TAFE on apprentice training.
- Paul Burgess is devoting additional time to a BIA Education and Training sub-committee focusing on skills shortages and aspiring to encourage school careers advisers to promote trade training.
- Conducting another successful and entertaining Build-a-Boat Competition at SIBS 2007.



- The SBA again promoted the industry on their stand at SIBS 2007 with the objective of their presence to:
 1. Build a profile and brand awareness of the SBA.
 2. Promote and educate boat owners about the shipwright trade and services.
 3. Encourage new apprenticeships and on-going training.
 4. Demonstrate the shipwright skills.
- The Committee has focused on a proposal for **SBA Accreditation Programs** for members with the aim to raise the level of professionalism and give recognition for additional educational qualifications. Ron Bailey devoted a lot of time to this project which will be further developed during 2008.
- The Committee have been engaged in the design and development of a dedicated **SBA website** as a tool to further promote SBA members and their services.





Division Report

Marine Industry Mechanical Repairers Association of New South Wales.



The Marine Industry Mechanical Repairers Association (MIMRA) is the BIA Division dedicated to the industry sector that encompasses marine technicians and businesses specialising in marine mechanical services or within marine dealerships. MIMRA provides an essential forum to tackle industry issues on a united front and ensures that the delivery of marine mechanics education is maintained and improved to match the introduction of new technology.

The composition of the **MIMRA Committee** has been stable over a number of years and is now under the leadership of Bill Breakspear. Bill also represents MIMRA on the BIA Board of Directors and recently joined Paul Burgess (SBA) and Michael Jarvin (MBA) on an Education and Training subcommittee. This is all about developing projects to promote our industry to school leavers and new training initiatives.

Two traditional activities were again undertaken by MIMRA during 2007 and both focussed on apprentice training. **The Marine Mechanic Apprentices On Water Training Day** was once again sponsored by MIMRA and co-organised with TAFE/Sydney Institute of Technology. Industry representatives from the Outboard Distributors again made a valuable contribution to this important element of apprentice training. **Apprentices again celebrated their graduation at the SIBS 07.** This traditional ceremony on the Sunday evening of the Show was extremely well attended by all graduating apprentices, their families and employers. It is a fantastic venue to showcase the achievements of our new group of tradesmen. Not to be outdone in a male dominated industry, Christine Fresta graduated and completed her apprenticeship

with a distinction. She was employed by Lacey Marine Engineering at Newport. Christine is an identical twin and her sister Katherine has also graduated as shipwright. It's great to see the industry is attracting excellent talent and we are confident all the graduating apprentices will have an interesting career in such a diverse industry.

MIMRA Committee during 2007 focused on:

- Developing a project to address **seasonality of work flow** in the industry. A 50 point boat check system to be promoted to the boating public in the off season has been drafted and awaiting finalisation.
- A **trade night** as a part of MIMRA's continuing education program was held at Mercury Marine.
- **Licensing of Marine Mechanics** is again back on the agenda. However, this time round an industry **accreditation program** is receiving some attention in lieu of a licensing regime based on the motor industry.
- The Committee have also supported a proposal for a TAFE Light Vehicle Mechanic conversion course to marine mechanics.
- The Committee has maintained its support to TAFE to retain the Sydney Institute of Technology as the centre for Marine Mechanic apprentice and trades training. This allows industry and TAFE to focus resources on one centre of excellence in lieu of spreading it over other institutes, which MIMRA believes would weaken the delivery of training courses.





Division Report

Sailing Industry Association of New South Wales



A division of the Boating Industry Association of NSW Ltd

The Sailing Industry Association (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 on the SIA committee.

Several committee members resigned as a result of their departure from the sailing industry and the committee was pleased to be able to replace them immediately with new and youthful committee members who will assist the sailing division grow into the future.

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 & Better Boating Workshop stage. 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 31% of visitors to the Sydney International Boat Show have an interest in sailing and a further 5% have an interest in dinghy and trailer sailors, the SIA does not underestimate that the Sydney International Boat Show has the largest gathering (over 29,000) of recreational sailors at any show within Australia.

In 2007, Sail-World.com continued its role as part of 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.

Try Sailing Day remains as one of the SIA's key consumer promotions/activities with a greater cross section of the community taking advantage of the opportunity to try sailing. The SIA, with the assistance of Yachting NSW, and its clubs drive the success of this promotional event.



The day featured many clubs across the state with the kind help of club volunteers assisting 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 held on Sunday November 4 was held at 21 sailing clubs across NSW, and with the improved weather on the previous year, participation doubled. 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 28% under 10 years of age, 16% from 11 to 20, 14% from 21 to 30, 18% from 31 to 40, 17% from 41 to 50, 5% from 51 to 60 and 2% from 61 to 70.

During 2007, the SIA committee commenced a review of the 2005 Vision Plan. The intention was to analyse our successes and achievements from the 2005 plan and to commence the development of a new plan recognising the sailing industry's future needs. Whilst the review commenced in 2007, the process of planning for the future will continue throughout 2008.

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.

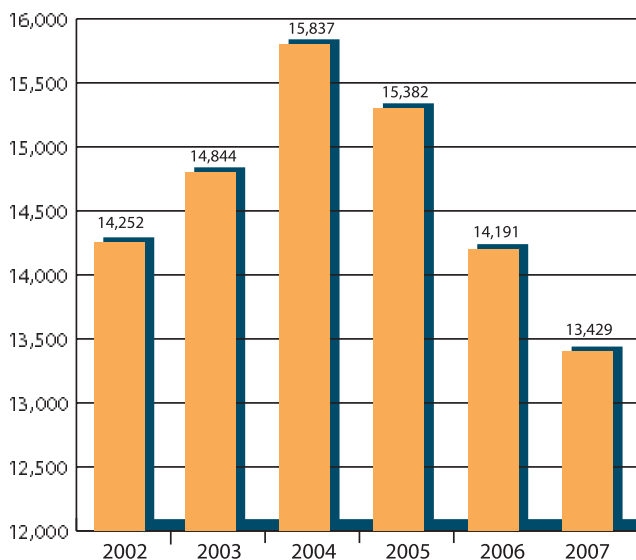
The committee members will continue to work on the development of the sailing market segment.



Marketing, Promotions and Events

Market feedback reported that consumer expenditure on recreational boating decreased in 2007. External factors such as interest rates, fuel prices and the stock market fluctuations contributed to the decrease in consumer confidence.

New vessel registrations - NSW



New vessel registrations decreased in 2007 to 13,429. This is a decrease of 5.3% on 2006.

Activity

The BIA conducted marketing programs, promotions & events throughout 2007 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 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 strive to stimulate business for the marine

industry throughout the year and attempt to 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 recreational marine industry. The BIA concerns itself with product and services across the entire recreational and light commercial marine industry.

In 2007, 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. 2007 saw the introduction of a new and modernised theme for this ad.

LIFEJACKETS

You must have an approved lifejacket for each person on board.

Check that they are in good condition and everyone knows where they are stored.

It is recommended that children wear a lifejacket whenever in a boat. Make sure it is the right size and properly fitted.

Be prepared - have a drill so people know what to do if there is an accident.

It is compulsory to wear a lifejacket when crossing a coastal bar.

ENJOY SAFE BOATING

www.bia.org.au Ph: 02 9438 2077
For employment in the marine industry log onto www.bia.org.au and click on 'Employment ... Jobs Vacant/Jobs Wanted'
For boating weather log onto www.bom.gov.au/marine

BIA
Boating Industry Association



Marketing, Promotions and Events continued

Channel 7 Sydney Weekender Sponsorship

In 2007, the BIA celebrated its 10th year as a co-sponsor of Channel 7's Sydney Weekender. The sponsorship allows the BIA to use the program as a means of promoting the boating lifestyle. In 2007 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 tool, 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 2007. 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 continued its use of a powerful email 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 Trailerable on Blue

- The Sydney Morning Herald
- The Sydney Morning Herald Boat Show Lift Out
- Afloat Magazine
- 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 2007. While several projects were completed, projects were 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.

Rosehill Gardens Boat Show - March 2007

This event was planned and marketed primarily as a "Trailer boat show and end of summer clearance sale". The 2007 show operated for the fifth year at Rosehill Gardens Racecourse. In 2007 the show's space requirements stabilised with the show using the same space used the previous year. Visitation continued to decrease to 7,801 visitors, a decrease of 22% on the previous year.

A large number of vessels, accessories, services and fishing gear were displayed over the occupied areas. While 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. Although 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 in their youth.





Marketing, Promotions and Events continued

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 2007 event had 81,958 visitors. This was down on the 2006 attendance of 86,461 visitors.

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

The BIA utilises the show to run activities that are appealing to the larger market segments within recreational boating. These activities are designed to educate and entertain show visitors with the view of stimulating interest and in turn generating extra sales into the market for products within these market segments. These activities are:

- The Yamaha Fishing Clinic
- The Strictly Sail Expo and Discover Sailing Centre
- The Better Boating Workshops

The exhibition hall floor plan was again refreshed, an ongoing necessity to appease regular visitor demands for something new. The marina display stabilised at 305 vessels. The second entrance at the western end of

Cockle Bay was again used, this year complimented with a second ticket booth that proved very convenient for visitors. 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

MUSTO CLOTHING

YAMAHA MOTOR CORPORATION

TOYOTA MOTOR CORPORATION

THE SYDNEY MORNING HERALD

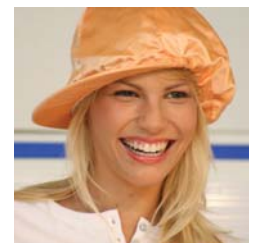
SAIL-WORLD.COM

BOATPOINT.COM.AU

CHANNEL 7'S

'SYDNEY WEEKENDER' PROGRAM

ACCOR HOSPITALITY



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 assisted the show by providing a much needed communications tool during the show. Exhibitor feedback over the years has shown that exhibitors were seeking an 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.



Marketing, Promotions and Events continued

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.

Try Sailing Day - November 2007

Try Sailing Day remains as one of the BIA's key consumer promotions/activities 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 21 sailing clubs across NSW, and with the improved weather on the previous year, participation doubled. 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 28% under ten years of age, 16% from 11 to 20, 14% from 21 to 30, 18% from 31 to 40, 17% from 41 to 50, 5% from 51 to 60 and 2% from 61 to 70.

NSW Marine Directory

BIA planned and published a new NSW Marine Directory for distribution in December 2007. The Marine Directory is a sought after publication with handy information for all boating participants.

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

The NSW Marine Directory is an important component of 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 including:

- 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

Better Business Seminars

In conjunction with the sponsorship from I.C. Frith & Associates (BIA Marine Insurance), the BIA continued the "BIA & IC Frith Better Business Seminars" in 2007.



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 now permanently include a Newcastle seminar. These events continue to be well received and further development of these informal education breakfast seminars will occur.

National Cooperative

The BIA commenced national discussions with the view to streamline various activities. The objective of the national cooperative is to standardise elements of consumer and show visitor research, to seek opportunities for national promotions of the BIA brand and the benefits of dealing with a BIA member, to seek national sponsorship opportunities that may not be available at a state only level, to share intelligence that may assist each state office better serve their members.

Logbook

The association's official newsletter, Logbook, is distributed to BIA members and associates four times a year. The Logbook allows the BIA to inform its members and associated interested parties about various topics of industry interest and to share information regarding activities that can assist its members.

Logbook is now distributed to 1,100 individuals and is a respected source of information. The BIA does not actively seek advertising for Logbook, but does make it available to for those businesses wishing to contact the industry.



The Australian Marine Industries Federation (AMIF) Report

Each year the Australian Marine Industries Federation (AMIF) takes on at least one new project in addition to its established suite of duties. 2007 was no exception. The Department of Education, Science and Training (as it was then called) provided AMIF with the funds to undertake a study entitled "Developing a Training Culture in the Marine Industry" which involved case studies from each state and culminated in a report to the Government and a series of manuals for career education teachers and employers. Although the project was completed on 30 September 2007, it was caught up in the election/change of government sweep and the AMIF is still awaiting government permission to publish the material. As soon as we have the green light, the full report will be posted on the AMIF website and all BIA members will receive the Employers' Guide in the mail.

Another "first" for the AMIF was the Marine Industry Showcase which was held at Parliament House in Canberra. As a member of the organising committee, AMIF was able to ensure that the recreational boating sector was highlighted in the display. The showcase certainly drew the attention of the politicians, on both sides of the political fence, to the size and contribution our industry makes to the national economy. Those members who participated are to be commended for their efforts. They were terrific ambassadors for the industry.

In addition to the DEST Report and the Marine Industry Showcase, 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 2007, this Committee put together a number of strategies to ensure that the Actions which were defined by the industry in 2005/2006 can be implemented. An example of the work was the information on 457 Visas which was sent to all members via their State BIA.

At the request of the former Minister for Environment and Heritage, the AMIF also occupied a seat on the Board of the National Oceans Office. Mr Andrew Hayes, immediate past President of AMIF attended all 2007 meetings and ensured that the recreational boating sector was kept in the forefront of any new decisions that were made with regard to water access. Senator Ron Boswell, the Hon Warren Entsch, the Hon Bob Baldwin, Minister Macfarlane, Stephen Smith and Minister Robb's Chief Advisor, all met with the AMIF during 2007 and were briefed on the issues facing the marine industry with regard to federal policy. The AMIF CEO and President Barry Jenkins, who was unanimously re-elected as President of AMIF in November 2007, will meet with new Ministers in 2008 to continue the dialogue.

67 finalists were nominated in the AMIF's Australian Marine Awards in 2007 and those who carried home banners and trophies after the Awards Ceremony in May were encouraged to use the AMIF logo any product promotion in which they engaged. The Awards were given good media coverage in most of the national boating press and in many of the state newspapers as well as in 'IBI' magazine internationally. Preparation for the 2008 awards began in March 2007 and the judges who have been testing boats since that time have indicated that the standard of product

is of a very high calibre. During 2007, arrangements were also made to include a WA location for finalist judging in 2008.

As a member of the International Council of Marine Industry Association's (ICOMIA) Statistics Committee AMIF contributed to the 2007 International Statistics publication, the refinement of a standard set of international definitions for marine product and terms, the refinement of a 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 Sunrunner and Riviera indicated an interest. Again in 2007, 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.

Graeme Avers, was once again elected President of ICOMIA in 2007 and will continue on in the role, until he steps down in June 2008. Graeme has made a huge impact on the ICOMIA as not only the first Australian President of the organisation but the first President from the southern hemisphere. He has been inspirational in his leadership and played a large part in putting Australian/New Zealand interests on the ICOMIA agenda.

The AMIF continued its relationship with the National Marine Safety Committee (NMSC) during 2007 and as a result issued a joint communique on the Australian Builders Plate, supported the current arrangements between Standards Australia and the NMSC for the review of AS1799, contributed to discussions regarding the national framework for regulations concerning PFDs and safety criteria for the Australian Marine Awards. The issue of survey for light commercial vessels is still on the joint AMIF/NMSC Agenda and all State Ministers for Transport have received correspondence calling for a uniform approach. This will be pursued in 2008 with the assistance of State BIAs.

The "On-line Ordering System" provided for the Australian Builders Plate seems to have caught on at last, as members of the industry take advantage of the service. This may be a result of legislation being enacted in most States but I am hopeful that the increased use is actually a result of members realising how convenient it is to order on-line.

AMIF also continued to play an active role in the Australia, New Zealand Boating Education Group and contributed to the Matthew Hayden Safe Boating campaign on PFDs which was played on several radio stations across the nation.

While there were many other activities that the AMIF undertook during 2007, they are too numerous to list. Suffice to say that with the help and support of the State BIAs, AMIF once again achieved its objectives and is looking forward to a hectic year in 2008, working on behalf of the recreational marine industry.

Sherry Donaldson
31 January 2008



Treasurer's Report

Presented to the Annual General Meeting of the Boating Industry Association of NSW Limited, Tuesday 13th May 2008.

On behalf of the Board of Directors I present the financial reports for the year ended 31 December 2007.

I am pleased to report that our audited after tax surplus for the year was \$884,396 and our Accumulated Funds as at 31 December 2007 were \$5,386,553.

Total income was \$6,576,592, an increase of \$258,582 or 4.1% on 2006. Income from the Sydney International Boat Show increased by \$101,470, but total income from shows and events fell by \$50,000 due to the cancellation of the Newcastle Hunter Boat Show. A one-off contribution of \$313,797 was brought to account in 2007 due to the conclusion of the Charter Boat Industry Survival Campaign (fully offset by expenses of \$313,797).

The Association's after tax surplus was \$29,397 less than 2006, due to the lower contribution from the Sydney International Boat Show. This was the result of increased costs and the Board of Directors' decision in 2006 to hold all exhibition rates for the 2007 Sydney International Boat Show at the 2006 levels.

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, \$77,600.
- Promoting the benefits of BIA membership through strategically placed advertisements.
- Grow Boating. Ongoing contribution to provide funding for this important national project, \$37,300.
- Production and distribution of 50,000 copies of the 2007 NSW Marine Directory, \$78,340.
- Promotion of the BIA of NSW Ltd through NSW Maritime Authority publications, \$4,580 and NSW Recreational Fishing Guides, \$2,800.
- Subscription and support to AMIF to operate the National Association, and attend regular meetings, \$89,200.
- Affiliation with Australian Business Limited to provide Members Advice Line to all financial members of the Association.
- Sailing Industry Association "Try Sailing Day" promotion, \$24,800.

- Strictly Sail promotion at Sydney International Boat Show, \$30,750.
- Donation to support the activities of Sailability NSW.
- Continuance of the travel insurance package for all corporate members, BIA staff and directors.
- Communication with members through Logbook, Fast Facts and electronic methods, \$31,400.
- Projects and administrative expenses for BIA Divisions (MIMRA, SBA, Marina Association of NSW, Sailing Industry Association and Marine Brokers Association), \$119,100.

To protect the Association in the event of poor financial results from the Sydney International Boat Show the Board resolved to invest a proportion of members' funds into managed funds. This long term investment is expected to earn a significantly higher average annual return than cash deposits and in 10-12 years will mean the Association is less reliant on the Sydney International Boat Show to fund the organisation and member activities. The Board has acted on the advice of St George Bank and has selected a wide range of asset classes whose underlying assets consist of liquid marketable securities. The Board also resolved to invest the funds over a period of time to reduce the impact of short term price volatility on the investment strategy.

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 2007 for your adoption.

Mark Hewitt
Treasurer



Financial Statements – Contents

CONCISE ANNUAL REPORT FOR THE YEAR ENDED 31 DECEMBER 2007

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The financial report was authorised for issue by the Directors on 1 April 2008.

Directors' Report

The directors present their report together with the financial report of the Boating Industry Association of New South Wales Limited for the year ended 31 December 2007 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)	05 December 1990 to present
Mark Hewitt (Treasurer)	18 May 2004 to present
Bob Basham	16 October 2007 to present
Alan Blake	18 May 2004 to present
Bill Breakspear	13 February 2007 to present
Paul Burgess	08 May 2007 to present
Simon Cook	08 May 2001 to present
Michael Jarvin	06 February 2008 to present
Alan Steber	16 October 2007 to present
Darren Vaux	05 June 2006 to present
Norman Ambrose	19 October 2005 to 8 May 2007
John Davis	18 May 2004 to 8 May 2007
Stephen Leahy	08 May 2007 to 03 July 2007
Ian McAndrew	13 September 1988 to 8 May 2007
Michael Minogue	10 May 2005 to 8 May 2007
Matthew Robinson	27 April 1999 to 13 February 2007

2 Company Particulars

The 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 \$884,396 (2006: \$913,793). This result represents a \$29,397 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 2007, 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 2008. 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 the 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 2007 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 27 February 2008



David Gallery
Partner

Signed in accordance with a resolution of the directors:



D Olding
President

Sydney 1 April 2008s



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 and the accompanying discussion and analysis on the income statement, balance sheet and statement of cash flows for the Boating Industry Association of New South Wales Limited (the "company"), for the year ended 31 December 2007.

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 2007. Our audit report on the full financial report was signed on 4 April 2008 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. We confirm that the independence declaration required by the Corporations Act 2001, provided to the directors of the Boating Industry Association of New South Wales on 27 February 2008, would be in the same terms if provided to the directors as at the date of this auditor's report.

Auditors' opinion on the financial report

In our opinion:

- a the financial report of the Boating Industry Association of New South Wales Limited is in accordance with the Corporations Act 2001, including:
 - i giving a true and fair view of the company's financial position as at 31 December 2007 and of its performance for the year ended on that date;
 - ii complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001.
- b other mandatory professional reporting requirements in Australia.



Nexia Court & Co
Chartered Accountants

Sydney 4 April 2008



David Gallery
Partner

Directors' Declaration

In the opinion of the directors of the Boating Industry Association of New South Wales Limited the accompanying concise financial report for the year ended 31 December 2007, 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 Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001.**

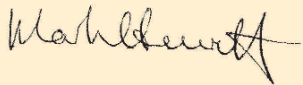
Signed in accordance with a resolution of the directors:



D Olding

President

Sydney 1 April 2008



Mark Hewitt

Treasurer

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 2007 financial report of the Boating Industry Association of New South Wales Limited.

Income statement

The surplus for the year of \$884,396 was down on the 2006 result by \$29,397. This result is mainly due to the following factors:

- Total revenue was \$68,740 lower than 2006 due to a decrease in total Regional Boat Show revenue from \$369,735 in 2006 to \$202,839 in 2007 and the gross profit was down.
- An increase in income tax expense of \$11,078.

Balance sheet

Total assets increased by \$977,742 during 2007 to \$6,224,886 as a result of the surplus for the year. The surplus has been invested in cash deposits and financial assets (managed investment portfolio).

Total liabilities increased by \$106,433 predominately as a consequence of increased trade and other payables.

Cash flow statements

The positive net cash from operating activities of \$952,912 reflects the company's surplus for the year and movements in trade receivables, trade payables and other balance sheet items. Of the cash surplus, \$338,000 was invested in financial assets during the year. The comparative decrease in net cash from operating activities from 2006 to 2007 reflects the factors mentioned under the heading "Income Statement".

Income Statement For the Year Ended 31 December 2007

	Note	2007 \$	2006 \$
CONTINUING OPERATIONS			
Revenue from continuing operations	2	5,703,268	5,772,008
Other income	3	635,061	381,023
Total Income		6,338,329	6,153,031
Cost of sales, operations, shows and promotions		(4,087,241)	(4,131,928)
Depreciation expense	4	(61,270)	(60,513)
Employee benefits expense		(436,449)	(506,341)
Advertising – consumer marketing		(155,216)	(73,046)
Insurance		(80,770)	(83,446)
Marine directory expenses		(78,341)	(76,591)
Subscription fees		(95,630)	(92,378)
CBISC related expenses		(313,797)	-
Other expenses		(320,397)	(327,006)
Net profit/(loss) on disposal of property, plant and equipment		(37)	-
Total Expenses		(5,629,148)	(5,351,249)
Financial Income		238,263	164,981
SURPLUS BEFORE RELATED INCOME TAX EXPENSE		947,444	966,763
Income tax expense		(63,048)	(52,970)
SURPLUS FOR THE YEAR		884,396	913,793

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

Balance Sheet

As At 31 December 2007

	Note	2007 \$	2006 \$
CURRENT ASSETS			
Cash and cash equivalents		3,246,526	2,692,598
Trade and other receivables		421,589	452,268
Inventories		288	541
Prepayments		337,909	167,755
TOTAL CURRENT ASSETS		4,006,312	3,313,162
NON-CURRENT ASSETS			
Property, plant and equipment		1,893,661	1,933,982
Other financial assets		324,913	-
TOTAL NON-CURRENT ASSETS		2,218,574	1,933,982
TOTAL ASSETS		6,224,886	5,247,144
CURRENT LIABILITIES			
Trade and other payables		278,206	155,948
Subscriptions received in advance		224,340	221,680
Unearned income		176,340	167,517
Current tax liabilities		38,046	24,531
Employee benefits		105,574	120,425
Interest bearing liabilities		15,827	15,000
TOTAL CURRENT LIABILITIES		838,333	705,101
NON-CURRENT LIABILITIES			
Employee benefits		-	26,799
TOTAL NON-CURRENT LIABILITIES		-	26,799
TOTAL LIABILITIES		838,333	731,900
NET ASSETS		5,386,553	4,515,244
ACCUMULATED FUNDS			
Reserves		98,484	111,571
Accumulated surplus	5	5,288,069	4,403,673
ACCUMULATED FUNDS		5,386,553	4,515,244

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 2007

	Note	2007 \$	2006 \$
ACCUMULATED FUNDS AT THE BEGINNING OF THE FINANCIAL YEAR		4,515,244	3,601,451
Movement in Available-for-Sale Investments Revaluation Reserve		(13,087)	-
Surplus for the Year	5	884,396	913,793
ACCUMULATED FUNDS AT THE END OF THE FINANCIAL YEAR		5,386,553	4,515,244

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 2007

	2007	2006
	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash receipts from customers	7,060,854	6,659,145
Cash paid to suppliers and employees	(6,296,672)	(5,723,489)
Interest received	238,263	164,981
Interest paid	-	-
Income taxes paid	(49,533)	(66,770)
	<hr/>	<hr/>
Net Cash From Operating Activities	952,912	1,033,867
	<hr/>	<hr/>
CASH FLOWS FROM INVESTING ACTIVITIES		
Payment for property, plant and equipment	(21,284)	(28,378)
Proceeds from sale of property, plant and equipment	300	-
Payment for investment portfolio	(338,000)	-
	<hr/>	<hr/>
Net Cash From Investing Activities	(358,984)	(28,378)
	<hr/>	<hr/>
NET INCREASE IN CASH AND CASH EQUIVALENTS	593,928	1,005,489
Cash and cash equivalents at the Beginning of the Financial Year	2,692,598	1,687,109
	<hr/>	<hr/>
CASH AND CASH EQUIVALENTS AT THE END OF THE FINANCIAL YEAR	3,286,526	2,692,598
	<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 2007

1 BASIS OF PREPARATION OF THE 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.

	2007 \$	2006 \$
2 REVENUE FROM CONTINUING OPERATIONS		
Sydney Boat Show	5,171,493	5,070,024
Regional Boat Shows	202,839	369,735
Shipwrights and Boat Builders Association	8,823	10,494
Marine Industry Mechanical Repairers Association	2,657	2,864
Members Subscriptions	213,723	207,841
Marketing Services Division	103,733	111,050
	5,703,268	5,772,008
3 OTHER INCOME		
Licence fees	99,758	89,297
CBISC related income	313,797	-
Other income	221,506	291,726
	635,061	381,023

Notes to the Financial Statements For the Year Ended 31 December 2007

	2007	2006
	\$	\$
4 EXPENSES		
Depreciation of property, plant and equipment	61,270	60,513
Employee Benefits Expense:		
• Salaries and Wages	427,618	430,006
• Employee Entitlements	(41,650)	25,726
• Superannuation	43,549	40,667
• Other Employee Expenses	6,932	9,942
	436,449	506,341
5 ACCUMULATED SURPLUSES		
Balance 1 January	4,403,673	3,489,880
Surplus for the year	884,396	913,793
Balance 31 December	5,288,069	4,403,673
6 DIRECTOR DISCLOSURES		
a 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)		
Bob Basham		
Alan Blake		
Bill Breakspear		
Paul Burgess		
Simon Cook		
Matthew Robinson		
Alan Steber		
Darren Vaux		
Norman Ambrose		
John Davis		
Stephen Leahy		
Ian McAndrew		
Michael Minogue		
b Directors Remuneration		
\$5,000 has been accrued as at 31 December 2007 (2006: \$5,000) in respect of the President's annual allowance.		
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 \$174,900 (2006: \$169,150).		

Notes



Boating Industry Association of NSW Ltd.

53 Hume Street Crows Nest NSW 2065 Australia

Phone: (02) 9438 2077 Facsimile: (02) 9439 3983

E-mail: info@bia.org.au Web: www.bia.org.au

ABN 61 000 618 468 ACN 000 618 468

