



Boating Industry Association
of New South Wales Ltd

annual report

2009



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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 Australia

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

BIA at a glance 2009

PRESIDENT

Doug Olding
YHI Pty Ltd

VICE-PRESIDENT

Richard Pym
Ausail Pathfinder Marine Group

TREASURER

Alan Blake
Blakes Marine Pty Ltd

BOARD OF DIRECTORS

Bob Basham R W Basham Pty Ltd
Bill Breakspear Breakspear's Marine Services
Paul Burgess Bluewater Marine Surveyors
Simon Cook IC Frith & Associates
Mark Hewitt Sandbrook Inlet Marina

Jon Hunt Hunts Marine Pty Ltd
Michael Jarvin Advanced Marina Management Pty Ltd
Alan Steber Stebercraft Pty Ltd
Darren Vaux Empire Marina Bobbin Head Pty Ltd

BIA Divisions

Marina Association of NSW

Mark Hewitt
Chair

Bruce Davis
Andrew Fenwick
Tony Griffin
Matthew Hundleby
Michael Jarvin
Craig Karpin
Ned O'Neil
Michael Sparks
Iain Viles

Shipwrights and Boatbuilders Association of NSW

Paul Burgess
President

Ron Bailey
Ross Brown
David Reimer
Ray Simpson
Warwick Thomson

Marine Industry Mechanical Repairers Association of NSW

Bill Breakspear
President

Bob Oomen
Vice-President
Ian Coops
Stephen Callaghan
Tyler de Jager
Hamish Hooke
Matthew Robinson
Reg Sorensen
Shannon Stocks
Jim Tscalos

Sailing Industry Association of NSW

Bob Basham
Chair

Andrew Cribb
Shane Crookshanks
Duncan Curnow
John Hurley
David Kellett
Ian Lindsay
Peter Rendle
Terry Wise
Phil Yeomans

Marine Brokers Association of NSW

Michael Jarvin
Chair

John Cowpe
Andrew Howden
Paul Millela
Michael Joyce
Des Last
Adam Waters

Trailer Boat Retailers Association

Jon Hunt
Chair

Alan Blake
David Hazlett
Roger Huett
Liam O'Halloran
Jim Tscalos

Boat Manufacturers Association of NSW

Alan Steber
Chair

Mike Rees

BIA Staff

General Manager
Roy Privett

Financial Controller
Simon Hazelbrook
(SM & AJ Enterprises Pty Ltd)

Secretary
Linda English

Manager BIA Divisions
Alan Barrett

Member Support & Development
Aaron McKenna

Education & Training Coordinator
Corrina McMillan

Marketing & Events Manager
Domenic Genua
(Mirror Image Marketing Pty Ltd)

Event Operations Manager
Belinda Close

Marketing & Events Coordinator
Justine Merrony

Publications & Database Coordinator
Christine Howard

Allied Associations

American Boat and Yacht Council
 NSW Business Chamber
 Exhibition and Event Association of Australasia
 International Federation of Boat Show Organisers
 Boating Fishing Council of Australia
 Marina Industries Association of Australia
 Australian International Marine Export Group
 State Boating Industry Associations

Consultants

Solicitors – Bull, Son & Schmidt
 Auditors – Nexia Court & Co

Organisers and Owners of the Sydney International Boat Show and Rosehill Trailer Boat Show.
 Promoters of Try Sailing Day and Try Crewing Day. Publishers of Logbook and the NSW Marine Directory.

Partners

IC Frith & Associates promoting BIA Marine Insurance

our 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.

Our Association

Since its inception in 1960, the Boating Industry Association of NSW Ltd (BIA) 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.

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.
- 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:

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.

message from our president

Doug Olding



On behalf of the BIA Board of Directors and Divisional Committees I present my fourth Annual Report for the year ending 31 December 2009. In this report you will see a wide range of industry division activities and achievements under the BIA banner during the economic gloom of 2009.

Despite the gloomy forecasts, last year, thankfully, the financial crisis claimed relatively few operations and our industry framework remains intact to continue to deliver a broad range of products and services to the boating community. From a NSW new boat registration perspective the news is surprising with the 2009 calendar year indicating 12,392 units over 2008 which recorded 12,369 new boats registered. The less than six metre boats were the star with all other categories recording negative results. It is also pleasing that servicing, repair and restoration has remained strong and boat usage remains high.

As we are now in the first year of a new decade, a year widely predicted to bring some recovery and stability to the marketplace, it is timely to remind ourselves there is a limit to growth and we cannot expect to see a return to the excesses of the previous decade. There does however appear to be some evidence that consumer confidence is picking up and as this occurs, leisure dollar spending will increase to the benefit of recreational boating. Strong consumer interest and enthusiasm was certainly evident at our first 2010 boat show at Rosehill.

Your Association has continued to operate within its financial targets and maintains a strong financial position despite recording a planned deficit for 2009 and again projected for 2010. Our deficit budgeting has delivered support to the membership by holding membership subscriptions and Sydney International Boat Show exhibition rates for three out of the last four years. Whilst absorbing known cost increases we have not diminished services and indeed, have been able to strengthen our delivery of services, events, marketing messages and industry advocacy. **Our Treasurer, Alan Blake, will provide further detail in his Treasurer's Report** on our financial performance.

As your industry representatives we have been advocating our agenda to Local, State and Federal Government with direct representations and via the **Maritime Access and Infrastructure Council** and the **Boating Fishing Council of Australia**. The **BFCA** is our new national lobby group representing boater and fisher interests on marine policy in Canberra. Our Government representations cover a broad range of issues including boating

safety, better provision of access and infrastructure, marine parks and marine bio-regional planning policies, environmental compliance, occupational health and safety, commercial matters supporting members with development applications, Sydney Harbour Marina Lease Rental Policy and local government waterfront zoning plans. It is essential that BIA professionally represents the industry and we strive to maintain good working relationships with Government and their respective agencies.

The following reports will highlight to you areas of activity and involvement of all the dedicated committee members and staff. I would like to identify some activities of which we as an association can be very proud:

An essential ingredient to promoting the boating lifestyle has always been the promotion of boating safety. BIA is a proud **safety partner** with NSW Maritime in the promotion and delivery of the **BOATS FOR LIFE website**, a terrific initiative launched at the 2009 Sydney International Boat Show. This website will be delivering safety messages and safety education to recreational boaters. The site has safety ambassadors answering frequently asked questions. As new ambassadors are added new areas of boating activity and expertise will become available. People who have a love for boating, whatever the activity, will be able to get the information they need to stay safe on the water.

The establishment of **Marine Rescue NSW** has been a tremendous advancement in NSW marine rescue services. We are proud to have strongly supported the amalgamation process and BIA has representatives sitting on their Communications Integration Committee, Fleet Assessment & Acquisition Integration Committee and Marketing Committee.

Education and Training. Even in difficult economic times BIA has taken the next step to engage our first full time Education and Training Coordinator Corrina McMillan. This initiative will allow us to consolidate existing training products and develop new courses, accreditation programs for the development and protection of members and their staff. I also wish to thank all those members who participated and invested in training with BIA. Our Marine Card OH&S Induction Course has achieved 1,000 participants and our IC Frith Better Business Seminars are well attended.

A major new member product and benefit has been the establishment of **BoatsOnSale website**, with a new look website launched in May 2009. We are developing the brand with Marine

Queensland, other State BIAs and partner websites. This website is heading towards our goal of being a major part of the online marine business in Australia. This site is promoted for industry members, accepts no private listings and represents real value. The 'Buy with confidence' and 'Deal with accredited marine brokers and dealers' will remain central to the promotion of the site. With members continued support together with an increase in subscribers and stock listings, the success of BoatsOnSale will be assured.

Marketing Programs, Promotions and Events have always been our strength and an essential member activity. 2009 proved to be successful for the **Rosehill Trailer Boat Show** with increased attendance and sales activity. Offering free entry and parking certainly helped in turning around attendance trends. The Board of Directors remained positive in regards to the organisation and promotion of the **Sydney International Boat Show**. A major positive marketing message and a commitment to improving on a successful formula was the cornerstone of our activities to maintain confidence in the value of exhibiting at the show. Exhibitors were assisted with no increase in exhibition rates and there was an increased emphasis on entertaining and educating show guests. Despite the gloomy forecasts last year the extra effort paid off with an increase in attendance despite the reduction of trading days to five and reports of some good results across a variety of marine sectors.

Online Website Development. Although the BIA currently delivers eight websites with a mix of consumer and industry information the Board of Directors in late 2009 approved the development of a website to inspire people to Go Boating! The missing link will be a website devoted to the promotion of the recreational boating lifestyle. We recognise this website is long overdue and been delayed for various reasons but it will have national significance and we will be encouraging other State BIAs and industry members to partner us to deliver a new site for Australia.

A Discover Boating Website based on successful overseas formula will provide a vibrant, easy to navigate website that offers help to anyone wanting to get into the world of boating. I believe this will be an exciting new initiative to deliver effective information and marketing tools for the recreational boating industry, boat users and potential new boaties.

BIA Divisions. The BIA managed six divisions devoted to their particular sector of the industry and their chairman make a further contribution as members of the Board of Directors. A new division, the Trailer Boat Retailers Association of NSW was created under the guidance of Jon Hunt, son of Peter Hunt, a Past President and Life Member. It is indeed quite incredible that it has taken so long for dealers to come together to consider issues of mutual interest. I greatly appreciate the commitment of all our division committee members and our Education and Training Committee.

National Representation for the Recreational Boating Industry. In May 2009 the BIA Board of Directors tendered our resignation from the Australian Marine Industries Federation (AMIF). It was considered there was a need for change to develop a more

cohesive, efficient and meaningful organisation to represent our industry and deliver national industry advocacy and services to members on an Australia wide basis.

Throughout 2009 the majority of states made a strong commitment and worked intensely on a **Single Entity Working Group** in an endeavour to bring about major reform to the structure of our state and national associations. Unfortunately, I must report that discussions have stalled. It was never going to be an easy process and there was always going to be disagreement over strategy and varying degrees of enthusiasm for any major overhaul of our Associations. BIA NSW is hopeful that ongoing dialogue at director and management levels will be able to address the differences between the States and ensure our interests are protected and represented on the national stage in the interim. We will keep trying. If our efforts come to nothing other association models and/or alliances may need to be considered.

Directors and Staff. The year 2009 has been challenging for all of us in the boating industry. I am proud of our industry and all it has to offer and the progress BIA continues to make on many issues and promotions. If we maintain a strong association and enrich our industry we can deliver real outcomes.

I would like to once again place on record my appreciation and personal thanks to all our BIA Directors, Division Committee Chairmen and committee members who have all contributed to the conduct of the Association activities and success throughout another challenging year. Our BIA staff have worked hard and remain focused on delivering outcomes on projects determined by the Association. I greatly appreciate their efforts, guidance and support.

I also thank you, the members for your continuing support of the Association and we always welcome and encourage your involvement. Your contributions will be given detailed consideration in shaping policy and future direction for our Association and industry. A healthy exchange of ideas and views is invaluable in developing a robust and progressive industry.

Thank you



DOUG OLDING
PRESIDENT

2006-2009





Boat Manufacturers Association of New South Wales

The Boat Manufacturers Association (BMA) was established to support the Marine Manufacturing Sector with the following objectives: promote Australian manufactured goods to the private and public sector; promote adherence to internationally recognised manufacturing standards in local manufacture; facilitate communication and cooperation in the sector; promote excellence in product and process; foster skills development and retention to sustain the knowledge base.

In its second year of development, the BMA held general meetings of members on three occasions, two of which included site visits, once to Azzura Marine at Carrington and again to Seawind Catamarans at Wollongong. These meetings were well attended with a number of members travelling to support the events, and the host facilities were very accommodating.

The third meeting in the 2009 schedule was the AGM held at the Sydney International Boat Show, at which the resolution was made that the AGM would relocate to the March meeting, and the schedule reduced to two meetings per annum.

Mr. Alan Steber of Stebercraft was returned to the Chair, and Mike Rees of Seawind Catamarans again volunteered to support the Chairman. Close cooperation with the Manufacturers Group of Marine Queensland remains a priority, and their Chairman Charles Dickson is a welcome and worthwhile participant in BMA meetings and activities.

The Manufacturing sector faced a very tough start to the year, and a small number of high profile casualties of the Global Financial Crisis were regrettably recorded. In the face of this adversity the BMA resolved to focus on cohesion amongst members, and support of the supply chain. Efforts were made to relocate workers where jobs were lost, and retain skills within the industry wherever possible.

The March General Meeting hosted guest speakers from NSW State and Regional Development and AusIndustry, an initiative of the Federal Department of Industry and Investment. Exploring employment, training, and innovation incentives mainly related to the stimulus package, a healthy number of

members were subsequently able to access support programs throughout the year.

The question of Standards was considered at the AGM and guests representing National Maritime Safety Committee were in attendance. With the support of the BIA Board, the BMA engaged expert consultation on the review of Australian Standard 1799.1 – Small Craft General Requirement for Powerboats, and will maintain a watch on its implementation. The National Standard for Commercial Vessels commenced phased implementation from October onwards and the BMA will monitor impacts on the industry.

October's General Meeting and visit to Seawind was most productive, with guest presentations regarding manufacturer's liability. The recent manslaughter conviction of Excalibur builder Paul Cittadini was of grave concern to the manufacturing sector, and the meeting enjoyed a frank account of affairs from industry insurers and maritime specialist solicitor Frazer Hunt.

Competitiveness of Australian marine product remained of critical concern at the close of the year, with the supply chain strapped for stock, the domestic market primed for importers, and export opportunities eroded by currency and demand influences.

The Boat Manufacturers Association will seek to build in years to come on the foundations laid through 2009, with the increased engagement of BIA manufacturing members actively encouraged.

Alan Barrett
Manager – BIA Divisions

Marine Industry Mechanical Repairers Association

of New South Wales



The Marine Industry Mechanical Repairers Association (MIMRA) is a division of the BIA dedicated to the business interests of marine industry mechanical repairers. MIMRA provides a forum for its members and a vehicle through which to address issues and matters of concern to the sector.

In 2009 a 50 Point Safety Check Program was released, the result of a long and complex process of product development within the MIMRA committee. On the table since 2005, the 50 Point Safety Check was offered to the boating public, increasingly conscious of boating safety, yet often lacking basic technical proficiency. Relationships supporting the Program were established with NSW Maritime and the newly formed Marine Rescue NSW, and we were pleased with the response of the market to this new boating safety service.

Not only were the nuts and bolts of the Check itself and the administration of the process decided upon, but the MIMRA committee developed a comprehensive training course for participating businesses incorporating professional advice from the legal, insurance, and technical perspectives. Additionally, a range of promotional material was produced and distributed to the initial 32 Program participants.

An interview with all participants was conducted late in '09, and whilst there is definitely room to improve the profile of the 50 Point Safety Check in the public consciousness, the processes, collateral, and the product overall met with general approval from the membership. A 'tidy-up' incorporating minor changes to the 50 Point Safety Check will be conducted in early 2010, with the program to re-launch for the winter season from Anzac Day onwards.

The five training workshops conducted for attendees of the Program were attended by over 50 MIMRA members and guests. A couple of important points were raised again and again, and these points were brought into the committee room for further exploration.

With consensus on navigation light regulation hard to come by at the 50 Point Safety Check Workshops, the committee saw the need for clearer guidance. Additionally, the increased prevalence of ethanol-blended petrol and bio-diesel petrol in line with NSW legislation was and will continue to be, of great concern to the boating industry, and the mechanical repair sector in particular. With evidence emerging of massive legal problems relating to engine failures and equipment problems following the phase-in of ethanol fuels in the USA, the MIMRA committee sought to get the message out.

These two issues became the basis for an ambitious project, BIA's Technical Seminars, a series of three events hosting guest technical speakers with a tight focus on the fuels and navigation lights issues, with venues in Port Macquarie, Newcastle and Sydney.

The question of legality relating to marine mechanics servicing and repairing boat trailers has for some time been in the minds of

members, and late in the year a formal approach on the matter was made from MIMRA to the Department of Fair Trading, the agency governing professional and trade licensing. This matter is ongoing and we expect further information in the new year.

In accordance with other BIA Divisions, the MIMRA committee signalled its intent to consider an accreditation scheme for its members, a process of concept development will take place in 2010 with Vice-Chairman Bob Oomen charged with representing the Division in this regard.

The committee was again closely watching the activity of TAFE, the primary technical trainer to the marine mechanical industry. Long-held concerns over the quality of training delivered at TAFE were regularly discussed, and a resolution was that MIMRA provide input to a review of the Marine Mechanical curriculum in early 2010.

Further focus on TAFE was evident at the AGM in April where the membership indicated the need to develop a stronger relationship with the training body, and this objective will be progressed in 2010.

MIMRA plays a strong role to marine mechanical students in the TAFE system, assisting with the annual On-water Test Day and hosting the popular Graduation Night for the industry's newest technicians at the Sydney International Boat Show.

Both events are an important part of the MIMRA and TAFE calendar, though with 2009 raising a bumper crop of marine mechanical graduates, the SIBS event was the biggest ever. After the formal award of certificates on the Better Boating Lounge stage, close to 200 industry personnel and guests packed the private after-function, a great night for all and a terrific endorsement of this MIMRA initiative, now in its 7th year.

Though few were sorry to see the back of 2009, the workshops, service centres and spare-parts suppliers were amongst the industry's most productive and profitable businesses, with refit/repower a strongly performing area, and the option of keeping old motors going seemingly attractive to the budget conscious post-Global Financial Consumer.

Chairman Bill Breakspear represents MIMRA on the BIA Board of Directors, and provides guidance on the Boards Education and Training Committee.

Bill presides over a long-standing committee comprising of Bob Oomen, Matt Robinson, Jim Tsacalos, Reg Sorensen, Shannon Stocks and Tyler de Jager, with welcome new additions to the 2009 committee, Hamish Hooke, Ian Coops and Stephen Callaghan. This year we sadly accepted the resignation of long time Committee-man Roy Baldock, and thank Roy for his commitment and contribution to MIMRA.

Alan Barrett
Manager – BIA Divisions



Marine Brokers Association

of New South Wales

The Marine Brokers Association (MBA) is a grouping of BIA members focused on furthering the interests of marine brokerage business operators, and maintaining a self-regulatory system for Marine Brokerage in NSW.

Requiring that MBA members annually demonstrate their compliance with membership criteria, the MBA ensures that members are bona-fide brokerage businesses who meet statutory and other requirements.

As with all other aspects of the boating industry, 2009 presented a monumental challenge to the marine brokerage sector. The critical shortage of stock carried through from the early days of the financial crisis in late 2008, and boat buyers were few and far between. Whilst many had prepared for a lean period, others had not, and it was with regret that the MBA deleted some failed brokerage businesses from its membership register.

The adversity did attract new players to the market however, and as a result membership of the MBA remained stable against previous year numbers. Thankfully, trading conditions improved post-Sydney Boat Show, and whilst no records were set in 2009, springtime movement in the marketplace was a welcome relief.

Early in the year the MBA membership indicated a willingness to align the Broker Accreditation Scheme operated by the Division for some years with a similar scheme operated by Marine Queensland (MQ), with the aim of increasing the scope and benefit of the scheme. Substantial effort was made and BIA engaged the Queensland based consultant used to develop the Queensland framework, however the desired outcome was not achieved.

Further review of the Accreditation scheme will be undertaken in the context of BIA-wide interest in accreditation programs.

The two-day training program and half-day Further Accredited Training (FAT), trialled to great success in 2008, was again held in June 2009 with Middle Harbour Yacht Club a popular venue. A strong course attendance including three out-of-state participants enjoyed a well executed schedule of subject matter experts and topics of interest to the brokerage industry.



The afternoon FAT session, at which previous attendees of the course join those attending for the first time, was a dynamic event. The Brokerage fraternity turned out in force for boisterous review and discussion on accreditation models, police licensing of brokers, and the BoatsonSale.com.au website initiative.

As in past years, the program rounded out with an evening social, which by all reports was again a great networking and base-touching opportunity for the industry.

The BoatsonSale.com.au website, a joint venture of BIA and MQ, blossomed through 2009. MQ took operational carriage of the website and their appointment of a dedicated Business Manager in March helped ease the product out of the starting blocks toward a total re-vamp of look, feel, and function in preparation for the Sanctuary Cove Boat Show.

Whilst the 'low-cost/ high-value' model aspires to very modest financials, small steps were taken mid-year toward self-sustainability as the first subscription dues were collected. Subscription and public interest in the site continues to develop, and statistics for years-end show distinct and sustained trends in the right direction.

The industry-owned boat sales website is at last a reality, and the efforts of the MBA over the years will certainly pay dividends.

Chairman Michael Jarvin represents the MBA on the BIA Board of Directors and is an active participant in the BIA Boards Education and Training Committee. Des Last, Michael Joyce, Adam Waters, John Cowpe, Paul Miletta and Andy Howden make up the MBA committee, with Andrew Coffey an occasional observer.

Alan Barrett

Manager – BIA Divisions

Shipwrights and Boatbuilders Association of New South Wales



The Shipwrights and Boatbuilders Association (SBA) is a BIA division devoted to the development of shipwrights and boatbuilders, both tradespeople 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 consumer.

The SBA was focused on training and development throughout 2009, as long-standing concerns regarding the availability of ongoing career development came to the fore. For some years, professional training for small ship surveyors has been unavailable and the committee were advised that Naval Architecture training may also be under threat.

In subsequent discussions with training providers and NSW Maritime, it became apparent that regulatory changes scheduled for commencement in 2011 may hold the best opportunity for re-establishment of training options, as the Australian Maritime Safety Authority looks to establish national standards for surveyor competency. It is hoped that National Training Package will result, and the SBA will be represented in ongoing discussions with AMSA.

The SBA voted in its Annual General Meeting in March for the establishment of an accreditation program for members. A special meeting of stakeholders was called to discuss this prospect and a set of simple guidelines were agreed upon. Committee meetings discussed the matter at length, and further development of the scheme is slated for 2010.

The AGM saw the resignation of long-serving committee member Duncan Ritchie, though new observers Marcel Vaarzon-Morel and Mark Schmidt volunteered for duty. The AGM was treated to a guest presentation from innovator John McConaghy, who discussed his many years in the trade and his passion for boat-building.

SBA stalwart Keith Lambert contributed an excellent interview to the BIA Logbook in March, having interviewed Chris Rees, builder of the Cornish lugger *Spirit of Mystery* during her epic re-enactment of an 1800's voyage from Falmouth to Melbourne. The West Country accent was a challenge to Keith, but the resulting interview was both relevant and timely as *Spirit* rounded the Cape of Good Hope, generally dry with all her spars still standing.

A milestone was achieved in late June with the establishment of the SBA website, a well-crafted tool outlining the range of services

offered by shipwright businesses, training and career-development options, as well as a database of SBA members and their contact info. Visit www.shipwrights.com.au

The SBA presence at the 2009 Sydney International Boat Show was a great success, with the boat building competition well received and a strong showing in the halls at the new look SBA stand. Staffed by volunteer members, the SBA stand fielded inquiries from the general public on services provided by SBA members, as well as advising those looking to enter the trade.

The annual SIBS social of SBA members was run at a new location, and an excellent evening was had by all in the less formal surrounds of the Harlequin Inn. Representatives of the boat building competition sponsors Makita were on hand to make the presentations, with the team from APS Marine taking the overall honours. A surprising number of Kiwi guests attended in support of their two successful teams, again the fastest around the competition course.

SBA competitors travelled to NZ in early '09, they being the best and fairest from the 2008 SIBS competition. The boys put on a good show finishing 6th overall in a very strong field, with their best heat a 3rd in the sailing leg.

Chairman Paul Burgess represents the SBA on the BIA Board of Directors, and is an active participant in the Boards Education and Training Committee.

Supporting the Chairman, the SBA committee is made up of Ron Bailey, Ray Simpson, Warwick Thomson, Ross Brown and Dave Reimer. Marcel Vaarzon-Morel and Mark Schmidt are regular observers.

Alan Barrett
Manager – BIA Divisions



Marina Association

of New South Wales



Representing BIA Members whom operate marinas, and waterfront service facilities such as slipways and boatyards, the Marina Association of NSW (MANSW) is focused on improving the operational standards and business environment of members through dissemination of information, advocacy on behalf of industry to authorities, and provision of advice and support to members.

The MANSW strives to support the industry in achieving positive legislative and regulatory outcomes, and to encourage members to adopt industry best-practice in operational, Occupational Health and Safety and Environmental matters.

The long-running struggle to establish a manageable framework for marina leases and rental calculation was again at the top of the MANSW agenda in 2009, with the extensive and sustained efforts of Committee-members and BIA staff contributing to the Commercial Marina Rental Procedure released by NSW Maritime at the Sydney International Boat Show in August.

The Maritime Rental Procedure was a step forward in that it sets out a methodology calculating marina rent as a percentage of turnover, long a preference of the industry, though unanimous condemnation of the Procedure was soon forthcoming following detailed analysis of long term sustainability with regard to percentages applied, and finer detail concerning commercial moorings.

Holders of leases administered by NSW Department of Lands (now Land Property Management Authority) are yet to see a result in the quest for transparency in rental determination, with the Crown wedded to a process reliant on a land valuation, though it has been determined that such process makes reference to percentage of turnover, with most lessees reporting current annual rents within the sustainable range of 6 to 8% of turnover.

Whilst picking through the detail of marina business, the viability of on-water fuel service facilities came into question. Clearly an important consideration in the debate on rents, the MANSW committee was also called upon to actively respond to the increase in tanker-supplied fuel to vessels in Port Stephens, and the newly created regulation of underground fuel storage facilities. Both

matters are ongoing, with the potential to impact on the availability of fuel on our waterways.


The marina industry continues to swim against the adverse current of the State planning regime, which in 2006 saw the general responsibility for planning on NSW waterways handed to Local Councils, requiring their individual adaptation of a standard template Local Environment Plan on a five-year review cycle. As might be expected, with many Councils attempting waterway planning for the first time, the results have been far from consistent, and a number of planning hot-spots and sticky situations have and will continue to challenge marina industry growth.

A number of calls for Expressions of Interest focused on marina and waterfront industrial developments throughout NSW met with mixed response this year, certainly a reflection on the world-wide investment environment, though the quicksand of NSW Government policy and process cannot be ignored as a contributing factor.

On a brighter note, some hard-slog and considerable expenditure of time and resources resulted in good news outcomes in 2009, with Rose Bay/Point Piper and Cronulla Marinas securing development consent, considered state significant projects and therefore circumventing Council planning processes. The proposed Homebush Bay West Marine Precinct, the brain-child of BIA long-range conceptualisation, took significant steps toward realisation, as did plans to modernise facilities and improve capacity at Berrys Bay on Sydney Harbour. Major redevelopment plans for Marmong Point Marina on Lake Macquarie were submitted with the decision in the balance at years end.

In March the stellar Sydney City Marine facility at last hauled its first customer after costly and frustrating delays in the waterfront phase of the yards construction. Slick, high-tech and beautifully done, this long-awaited addition to Sydney's big-boat servicing capacity highlights the snails-pace of progress. Much of the remainder of the Rozelle Bay Maritime Precinct, a master-plan approved in 2002, remains distinctly unimproved.

Throughout the year the MANSW contributed to a major review of



the Sydney Harbour Regional Environment Plan and Boat Storage Study for NSW. It is hoped that both projects will result in relief of developmental and operational constraints on marinas and other boat-storage facilities, improving prospects for boating growth.

Following a horror day on Pittwater in July that saw the loss of five substantial vessels to fire, the MANSW sought to facilitate review of the industry's preparedness and capacity to manage emergency situations. These efforts are ongoing, and the input of a specially-formed stakeholder group of members has been of great value to date.

This highly visual event, though tragic, thankfully caused no injury or loss of life, despite the number of industry personnel who responded to the situation and worked hard to assist emergency services on the day. It was however the result of a workplace accident, accentuating the need for sustained effort in managing OH&S considerations in the yards, marinas and slipways that make up the bulk of waterfront work-space.

Throughout 2009, the ongoing OH&S initiatives of the MANSW and BIA continued to build momentum. The Marine Card OH&S General Induction program expanded into Queensland, attracting increased support from members in both states and pushing past 1,000 inductees since its 2006 inception.

A comprehensive two day OH&S training course for boating industry Managers and Supervisors was developed and piloted in March with critical guidance and support from committee-men Matt Hundleby and Tony Griffin. Heading for its third iteration, the Managing OH&S course continues to evolve and in 2010 will expand to a three day format, encompassing an additional Environmental module.

The Sydney International Boat Show was the setting for the establishment of a formal Partnership Agreement between BIA and WorkCover NSW, a milestone directly attributable to the early efforts of the Marina Division and their proactive approach to workplace safety.

We were pleased to announce late in the year that BIA has secured a grant under the WorkCover Assist scheme. The successful project, 'Developing Best Practice Guidance for the Recreational and Light Commercial Boating Industry' will seek to colour-in some of the grey areas inherent in our industry under the OH&S legislation, providing a firmer footing for improved compliance management and safer workplaces.

Chairman Mark Hewitt thanks the following for their service on the committee and working groups throughout the year: Bruce Davis, Andrew Fenwick, Michael Jarvin, Tony Griffin, Craig Karpin, Iain Viles, Michael Sparks, Ned O'Neil and Jocelyn Buskens.

Alan Barrett

Manager – BIA Divisions



The Marina Association strives to support the industry in achieving positive legislative and regulatory framework, and to encourage members to adopt industry best-practice in operational and environmental matters.



Trailer Boat Retailers Association

of New South Wales

The Trailer Boat Retailers Association (TBRA) was formed to represent the interests of Trailer Boat Retailers within the Boating Industry Association of NSW Ltd (BIA) in early 2009.

The TBRA has been officially formalised with approval given by the BIA Board of Directors for the inclusion of the Trailer Boat Retail Division and relevant by-laws. In addition, provisions have been made and adopted for the elected chairman to hold a position on the BIA Board of Directors.

Jon Hunt of Hunts Marine was elected to the Chair of the TBRA and is supported by committee members Alan Blake (Blakes Marine), Liam O'Halloran (Andrew Short Marine), Roger Huett (Huett Marine), David Hazlett (Avante Marine), Jim Tsacalos (A & J Outboards) and Ken Bullen (Ken Bullen Marine).

The TBRA has resolved to meet the evolving needs of NSW Trailer Boat Retailers, and has identified a number of challenges to retail business:

- The need for greater strength and position from which to negotiate with industry stakeholders

- The need for credibility and recognition of specialist trailer boat retail businesses

- The need for operating standards and protocols to help build public confidence in trailer boat retail businesses

- The need for a forum through which trailer boat retailers can voice their concerns, interests and difficulties through their Association.

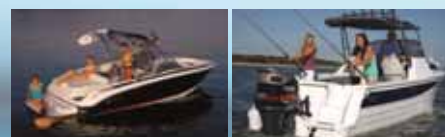
The TBRA met regularly in 2009 to address matters affecting the industry, and to share knowledge and resources across the membership. This forum is open to all TBRA members, and is aiming for maximum participation.

The TBRA aims to give a formal and recognised identity to the Trailer Boat Retail Industry, and a structure through which to lobby Government, confront commercial concerns, and represent the industry in the public and private sectors alike.

On behalf of the TBRA, the BIA has made a commitment to operate an accreditation program for trailer boat retailers and retail sales staff. This program seeks to formally recognise prior learning and practical experience, whilst providing on-going training that is up-to-date and focused on Members' needs.

Aaron McKenna

Member Support and Development



Sailing Industry Association of New South Wales



The Sailing Industry Association (SIA) is dedicated to the promotion and development of recreational sailing.

Its prime focus is the creating and refining of key promotional activities, which target recreational sailing. Its philosophy is that the young tend to start their boating in sailing, ultimately moving on to all forms of boating and in turn, having a benefit to the entire recreational boating market.

Nine industry members make up the SIA committee, all of whom are active within the sailing industry. Bob Basham as Chair is supported by Andrew Cribb, Shane Crookshank, Duncan Curnow, John Hurley, David Kellet, Ian Lindsay, Peter Rendle, Terry Wise and Phil Yeomans.

The SIA has a strong partnership with Yachting NSW, which assists the SIA to achieve its objectives.

The SIA objectives are:

- To increase the public's awareness of recreational sailing
- To implement and utilise key promotional activities to make the sport of sailing more accessible
- To encourage different markets (particularly youth) to participate in sailing activities

Key promotional activities

Sydney International Boat Show

The SIA assisted extensively in the planning of the Better Boating Lounge at the Sydney International Boat Show. 2009 saw a great line up of 'adventurers' with guest speakers Pete Goss (*The Spirit of Mystery*), Don McIntyre (*Bounty Boat*) and Jessica Watson (with her attempt to become the youngest person to circumnavigate the globe unassisted), Lindsay May and Garry Schipper (Sydney to Hobart racers) as well as the return of the very popular Justin and James from *'Crossing the Ditch'*.

The *Discover Sailing Centre* was again under Yachting NSW stewardship answering the many questions from people looking to get into, or return to, the sport of sailing.

The *Classic and Historic Boat* displays in the halls and marina was an overwhelming success with past *Sydney to Hobart* winners such as *Love and War* and *Brindabella* complemented with some grand dames from the Sydney Heritage Fleet.

Try Sailing Day

The annual, free Try Sailing Day was held on Sunday 1 November with 29 clubs participating across NSW and ACT.

Local clubs with the generous support of volunteers opened their doors to welcome over 2000 people to try sailing.

This event is designed to break down the perception that boating is difficult to get into. This event is primarily targeted at children with people of all ages invited to participate. Over half of the participants had never tried sailing before.

The BIA lifejacket donation program continued with over 250 distributed as part of 2009 Try Sailing Day.

Try Crewing Day

The SIA identified that sailing clubs were finding it difficult to source and retain crew to participate in sailing.

A free Try Crewing Day pilot took place with 109 participants on Sunday 20 September at the Cruising Yacht Club of Australia, Middle Harbour Yacht Club and Royal Prince Alfred Yacht Club.

Online registrations were quickly filled and were in fact over-subscribed. This confirmed that there was a need for this type of activity and crewing information.

The day started with an 'introduction to sailing' classroom style presentation. A two hour sail in near perfect conditions took place concluding with a debrief BBQ with crew and skippers. All try crewers were invited back to continue their experience at Twilights and club racing. 89% indicated that they would like to continue sailing.

This event is designed to breakdown the perception that crewing is an expensive and difficult sport to get into. It is envisioned that Try Crewing Day will become an annual calendar event.

These activities contribute to the introduction of recreational boating that assists in the longevity and growth of the industry.

Justine Merrony

Marketing and Events Coordinator
Sailing Industry Association Coordinator



Member Services

2009 was a busy year for the BIA and its members.... As reported in 2008 the Association would continue to focus on delivering the industry benefit and services that would ensure clear and measurable value to members.

A key component of the Association's strategy for service delivery was to provide industry members opportunity to identify common objectives, combine experience and expertise, share knowledge through networking events and opening communication channels between members and the Association; this was achieved throughout 2009 via several methods.

In March the first Member Market was launched at Mona Vale with the aim of providing businesses the opportunity to show off their products and services outside the traditional consumer focused boat show exhibitions. The event attracted some key industry players who supply product and services to the industry. These businesses supported the event with discounts and giveaways and invitations to attend went out to over 1,800 industry businesses and individuals.

Later in the year the industry faced a couple of challenges; the issue of mandatory ethanol blended and bio-diesel fuels and navigation light compliance. Both these issues cause considerable concern to industry business.

On the fuels front the BIA recognised, through consultation with the industry, significant problems to boaters and boating business. Firstly the rising cost of fuel and uninformed boaters being faced with un-serviceable vessels, effectively increasing pressure (and risk) on service providers. The BIA facilitated and delivered three technical seminars utilising the expertise of industry icon Ken Evans. Ken led participants in an in-depth discussion surrounding the challenges of bio-ingredient fuels outlining the pitfalls and the do's and don'ts when it comes to fuel in the marine environment.

In addition to the fuels challenge NSW Maritime Boating Service Officer Nick Richards presented on the topic of navigation light compliance. With increased activity from Maritime on the water over the 2009 boating season the session focused on the regulation and informed the group of their legal obligation when working on customers' boats.

The seminars were supported with presentations outlining a businesses legal obligation and insurance response giving industry businesses critical information to ensure they are equipped to manage the business risk associated with the issues.

On behalf of the Marine Industry Mechanical Repairers Association (MIMRA) the BIA launched the 50 Point Safety Check (50PSC) program in April. 50PSC was developed to assist mechanical repair operations lift workshop traffic in the quieter months of the year and giving repair businesses the opportunity to increase sales across 50 inspection points on their customer's boat, motor and trailer package.

The program attracted 32 BIA members to provide the service in the first year. All participants attended a 50PSC workshop to ensure consistency of service delivery across the state. The workshop also covered off legal and insurance considerations.

The Marine Brokers Association (MBA) continued to deliver training with a large showing of participants undertaking the full MBA training at Middle Harbour Yacht club in June and an unexpected show of support from 2008 participants registering for Further Accredited Training, the FAT as we like to call it. In addition the annual Marine Broker social was held at the conclusion of the training and attracted some 80 brokers including some of our interstate counterparts.

Moving on to the suite of benefits available to members...

During the latter part of 2008 the BIA made available to members favourable car hire rates with Hertz. The service was well utilised throughout 2009 and will continue into 2010. The Hertz corporate program offers members fixed car hire rates and reduced excess included with every rental providing members with additional savings.

The BIA continued with the ever popular travel insurance product available to all corporate members and the Association has committed to providing this benefit to members in 2010. Likewise, the relationship with NSW Business Chamber giving members free access to business advice on workplace relations and OH&S issues continued throughout 2009.

In 2009 the Association reached a few milestones worth mentioning; on the training front the BIA issued its 1000 Marine Card; First Aid and Managing OH&S were added to the training portfolio and the BIA engaged a full-time Education and Training Coordinator to address the industries ongoing training requirements.

The Association will continue to seek out and negotiate further services to add value to BIA membership in 2010.

Membership continued to hold firm throughout 2009 with 584 full members registered along with 146 MIMRA and 115 SBA members.

Some things to look out for in 2010...

- Corporate vehicle discounts exclusive to members
- Specialised foreign exchange services
- The BIA Golf Day

Aaron McKenna

Member Support and Development



Education, Training & Development



Formed in 2009, BIA Education, Training and Development is committed to the education, awareness, training and support of the boating industry, and to providing careers support and professional development to industry personnel.

This dedicated resource has been, and will continue to be, focused on the following areas:

- Providing tailored, high quality education and training options for boating industry personnel
- Promoting boating industry careers and professional development within the workforce
- Creating awareness and promoting BIA Education, Training and Development activities
- Providing a training portfolio and wide range of training activities to members and non-members.

Throughout 2009 the BIA successfully met its commitment to deliver industry specific OH&S training to both members and non-members in NSW with the total number of attendees of Marine Card OH&S General Induction Courses exceeding 1,000. Further, the Managing OH&S course was developed and introduced, and its success has encouraged its evolution to encompass a 'Managing Environment' module. The resulting Managing Environment, Health and Safety course will capitalise on the administrative regime common to both OH&S and Environmental compliance, and we expect to run a pilot course in 2010.

A further addition to the training portfolio in 2009, Apply First Aid and First Aid Refresher courses were held in five locations across Sydney and Hunter regions. A greater uptake in 2010 will be desirable to ensure their continued delivery.

Better Business Seminars continued for their fifth year with the support and generous sponsorship provided by IC Frith & Associates (BIA Marine Insurance). These four free workshops allowed BIA members to participate in two educational and informative presentations on 'Stock Management' and '5 things to do to ensure future success in your business.' The workshops have received positive attendance and feedback from its locations throughout Sydney and Newcastle, and Port Macquarie has subsequently been added to the 2010 Better Business Seminar schedule.

A newcomer to 2009, and well received by attendees, were the BIA Technical Seminars supported by NSW Maritime, RW Basham, IC Frith and Seatow. The seminars addressed vital issues pertinent to the industry at that time: NSW Maritime presented the facts on navigation lights fitting, functions and rules for users, plus discussion around the professional liability considerations; Mercury Marine's Ken Evans discussed the effects of mandatory introduction of 'bio' ingredients to petrol and diesel products, from a technical, boating safety, liability and asset management point of view.



The Association was well represented at the annual National Maritime Museum Careers Day this year, with around 250 students passing through the doors exposed to not only the BIA but also the wide variety of careers within the marine industry – an encouraging sign. The BIA plans to attend this event again in 2010 with the addition of a presentation to those attending.

Further developments for Education, Training and Development in 2010

The BIA is constantly aware of the development and training needs of the industry, and BIA Education, Training and Development has been established to better address those needs.

A number of key events in 2009 have spurred the exploration of a Marine Fire Safety Management Program. Aimed at marina owners, managers and key personnel, the program would assist in site and personnel preparedness, and develop enhanced administrative and emergency response capacity. Still in development phase, this program will call for the close collaboration of the BIA, NSW Fire Brigade, emergency response specialists and WorkCover, to ensure that it provides a comprehensive, compliant and, above all, safe training program for all involved.

Also still in development phase is a 'Sales Fundamentals' course, aimed at showing retailers the basics of the sales process – from opening to closing the deal, through customer relations and communication techniques, and providing an overview of relevant legislation.

BIA Education, Training and Development currently promotes its activities through www.bia.org.au, Logbook, e-news, direct mail and Member Support liaison. It will continue to do so, and to explore other promotional avenues, such as other online industry publications and newsletters, presentations and/or attendance at trade and industry events.

BIA Education, Training and Development receives the continued support and shared experience of the Education and Training Committee, comprising of Bill Breakspear, Michael Jarvin and Paul Burgess.

Corrina McMillan
Education & Training Coordinator



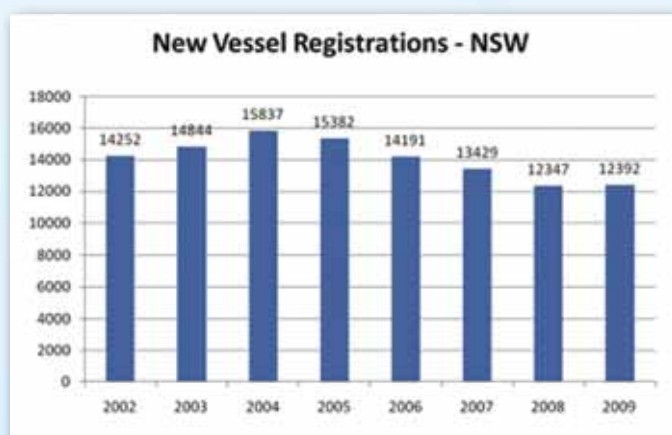
Marketing, Promotions and Events

With the annual decline of vessel registrations (since 2004) and poor consumer confidence that peaked at the end of 2008, it was decided by the board of directors that the marketing, promotions and events in 2009 would have to be maintained at high levels to ensure that the boating sector achieved its share of the leisure dollar within a competitive market.

The association planned, managed and executed numerous regular promotional activities as well as introducing new ones to fulfil market needs that had been identified.

New vessel registrations – NSW

New vessel registrations remained steady at the same levels as the previous year. This is the first time new vessel registrations stabilised since 2004.



Activity

The Boating Industry Association of NSW Ltd conducted marketing programs, promotions and events throughout 2009 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 highlight the boating lifestyle to potential boaters and motivate them to want to participate
- To revive interest in the lifestyle with past boaties where it had lapsed
- To run boat shows strategically timed to suit the market and the business objectives of the association
- To increase consumer awareness of the BIA brand as well as the benefits in dealing with an association member or one of its sub-group members
- To inform and educate the boating public about 'safe boating' practices.

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 a higher share for our industry.

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 products and services across the entire recreational and light commercial marine industry.

In 2009, the following activities and promotions were undertaken:

Promotion of the BIA and 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
- 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 are available through the Member Support and Development representative. Corporate BIA 2-yards flags were also made available to marinas, clubs and those members where a flag can be flown.

Channel 7 Sydney Weekender Sponsorship

The BIA remained a co-sponsor of Channel 7's Sydney Weekender program in 2009. The sponsorship allows the BIA to use the program as a means of promoting the boating lifestyle. In 2009 the BIA sponsored a total of 16 episodes that aired strategically during the year. Stories were written and produced utilising members where possible, showing our target audience the various forms of recreational boating and the lifestyle associated with it.

The BIA's relationship with the show has evolved to allow the inclusion of boating themes and references in other stories outside our sponsored episodes. The BIA logo appears weekly within the shows credits.

Marketing Services Division

The Marketing Services Division continued to operate during 2009. Projects by this group were limited, with the team concentrating on its core BIA activities.

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

Weekly Ad - Fairfax Newspapers

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

Association and membership exposure through the Internet and E-marketing.

The BIA has further developed its e-marketing as a communications tool to boating end users, as well as for potential and existing members.

The Association has added to its core websites, others that highlight specific activities and groups. These were deemed appropriate to assist in highlighting specific messages or to assist the marketing of products.

The BIA's websites 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
- 50-Point check - www.50pointcheck.com.au
- Shipwrights - www.shipwrights.com.au
- Boats on Sale - www.boatsonsale.com.au
(in cooperation with Marine Queensland and other state BIAs)
- Boating Safety - www.boatforlife.com.au
(in cooperation with NSW Maritime)

To complement our online presence, the BIA continued its use of a powerful emailing communication system. This system allows improved communication and response monitoring to both end users and the association's membership.

Fortnightly 'E-News' newsletters were implemented to keep the association members and other stakeholders abreast of current and timely important information between issues of the associations Logbook newsletter.

Rosehill Trailer Boat Show - February 2009

This event was planned and marketed primarily as a 'Trailer boat show' and 'End of summer clearance sale'. The 2009 show operated for the sixth year at Rosehill Gardens Racecourse. Exhibitor space requirements meant that the Exhibitions Hall, Grand Stand and Betting Ring were all utilised. Some forecourt space was also utilised.

The negative visitation trend was concerning and the Board of Directors agreed that several critical changes were needed to assist members and help stimulate interest and attendance.

The changes were:

- A 20% decrease in exhibitor charges on the previous year
- Reduce the show days from three to two
- To remove television from the marketing program and concentrate efforts in radio and newspapers
- To remove visitor gate charges and allow the public free entry and parking to the show.

Visitation increased from 5,815 in 2008 to 10,173 in 2009.





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 Show is a product of the BIA of NSW. Its aim is to fulfill some of its corporate objectives.

- To promote the ‘Boating Lifestyle’
- To showcase the marine industry
- To promote boating related sports
- To support / help members (exhibitors) sell products
- To decrease the impact of ‘seasonality’
- To sell the concept that boating can be a lifelong leisure pursuit

The 2009 event had 71,810 visitors. This was a slight increase on the 2008 attendance of 70,767 visitors despite the show reducing from 6 days to 5. This was a change to the decreasing visitor numbers since 2004. Whilst the quality of visitors is critical, total visitor numbers remain important. The gate contributes to the overall funding of the event.

Exhibitor sales and networking opportunities were considerable. The event remains unquestionably Australia’s leading marine event. It has the largest footprint and visitor numbers of any show in Australia and Pacific region.

The BIA utilises the show to run activities (both educational and entertaining) that appeal to the various market segments within recreational boating. These activities are designed to educate and entertain show visitors with the view of stimulating interest and in turn stimulating demand for products within these market segments. The Board’s desire for extra activities and efforts within a depressed market were evident at the show with numerous activities being added to the promotional portfolio. These activities were:

- The Nautilus Marine Insurance Fishing Clinic
- The Better Boating Lounge
- The Musto Fashion Parades
- The Boat Building Competition

Added to the existing line up of activities were:

- Historic and Classic Boat Display
- The Walk of Fame
- The Discover Boating Tours
- The Photography Exhibit and Competition
- The Marine Precinct

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

MAJOR SPONSOR:

NSW Maritime

PROMOTIONAL PARTNERS:

Yaffa Publishing Group

Trader Classifieds

Musto Clothing

Fairfax Media (The Sydney Morning Herald and Sunday Herald)

Channel 7’s Sydney Weekender Program

Accor Hospitality

Nautilus Marine Insurance

Go Boating Publications

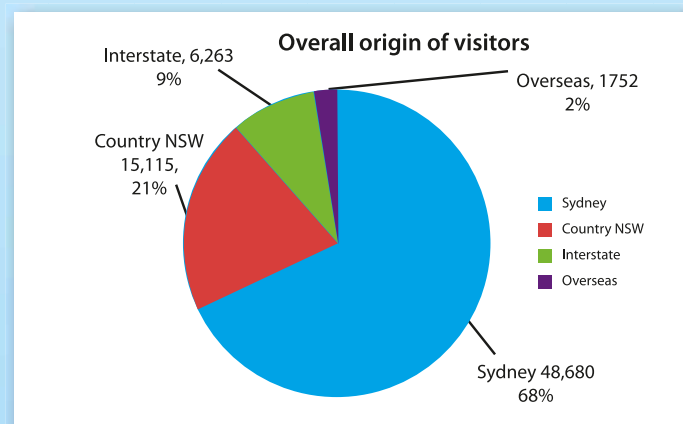
Their support and assistance not only increases awareness of the event, but also helps in giving the event its leading status, not only locally, but also internationally.

The **YAFFA PUBLISHING GROUP’S** long-term association with the BIA continued with the professionally produced Boat Show Program 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 continues 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 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 continue 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.



Try Sailing Day - November 2009

Try Sailing Day remains as one of the BIA's key consumer promotions/activities targeting the youth 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 its clubs drive the success of this promotional event.

The day featured many clubs across the state and the kind help of club volunteers meant many people experienced 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.

29 clubs participated in the day with three joining from the ACT. This annual, free day again proved very popular with excellent visitation at all the participating clubs. Over half of those who attended had never tried sailing before. This activity is a means of breaking down the possible perceptions that boating 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 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. Almost half of the participants were under the age of 20 with the oldest being in their late 80's.

To coincide with Try Sailing Day, the BIA again contributed to its Annual Lifejacket for Clubs program. Sailing Clubs that are active in educating children in sailing can apply to receive lifejackets to replace old and worn jackets.

Try Crewing Day

The BIA identified 'crewing' as an opportunity to assist the non boat owning public to understand and have simple access to boating.

Try Crewing Day ran as a pilot program in 2009. The idea was to engage sailing clubs to open their doors on a selected day for people to Try Crewing. Three clubs participated in the pilot program, the Cruising Yacht Club, the Middle Harbour Yacht Club and the Royal Prince Alfred Yacht Club.

The public were invited to register their interest online. On the day, a short and basic induction to sailing was followed by a trial sail and post sail debrief.

After a successful pilot program, the event will be launched in 2010.

NSW Marine Directory

BIA planned and published a new NSW Marine Directory, distributing 50,000 copies throughout the year. The Marine Directory is a sought after publication with handy information for all boating participants and covers the entire State.

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.

The Marine Directory will remain an important marketing tool in 2010, but will be limited to an online version.

Better Business Seminars

In conjunction with the sponsorship from IC Frith & Associates (BIA Marine Insurance), the BIA continued the 'BIA and IC Frith Better Business Seminars' in 2009.

These free breakfast workshops allowed BIA members to participate in educational presentations covering a variety of topics. The workshops are geographically spread throughout Sydney and include a Newcastle seminar. These events continue to be well received and further development of these informal education breakfast seminars will occur.

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 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 those businesses wishing to contact the industry.

Boatforlife.com.au

The Boat for Life website was an initiative of NSW Maritime with the BIA of NSW participating as an active safety partner.

With education about 'safe recreational boating' being a prominent part of the associations charter, the Boat for Life activities allow the BIA to further fulfil and improve on its delivery of safe boating messages.

With well know industry ambassadors fronting the page, boatforlife.com.au highlights the safe boating message in an educational and positive manner.

Domenic Genua

Marketing and Events Manager



Treasurers Report

Presented to the Annual General Meeting of the Boating Industry Association of NSW Limited, Tuesday 11 May 2010.

On behalf of the Board of Directors I present the financial reports for the year ended 31 December 2009.

The audited after tax deficit for the year was \$207,411. In light of the global financial crisis and a significant fall in demand for space at the 2009 Sydney International Boat Show (SIBS), this is a very good result for the Association. We expected the year to be difficult and budgeted accordingly with an after tax deficit of \$522,740. Our actual deficit is \$315,329 better than expected.

This improvement can be attributed to: stronger demand for hospitality pontoons than expected at SIBS; greater number of visitors to the SIBS than expected; tight internal controls over boat show expenses; good management of divisional expenses; strong demand from exhibitors at the Rosehill Trailer Boat Show reducing the deficit to \$85,900; and overheads managed at budgeted 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, \$32,450
- Promoting the benefits of BIA membership through strategically placed advertisements
- Production and distribution of 50,000 copies of the 2009 NSW Marine Directory, \$79,040
- Promotion of the BIA of NSW Ltd through NSW Maritime publications and NSW Recreational Fishing Guides, \$4,580
- Affiliation with Australian Business Limited to provide Members Advice Line to all financial members of the Association
- Sailing Industry Association 'Try Sailing Day' and 'Try Crewing Day' promotions at a cost of \$32,180
- Better Boating Lounge at the Sydney International Boat Show, \$32,540

- 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, E-News and electronic methods, \$37,410
- Projects and administrative expenses for BIA Divisions (Marine Industry Mechanical Repairers Association, Shipwrights and Boatbuilders Association, Marina Association, Sailing Industry Association, Marine Brokers Association, Boat Manufacturers Association and Trailer Boat Retailers Association), \$86,830

In 2007 the Board resolved to invest a proportion of members' funds into managed funds and acted on the advice of St George Bank in the selection of a wide range of asset classes whose underlying assets consist of liquid marketable securities. Such diversification resulted in the following allocation of assets: 20% in growth assets; 40% in direct property; and the balance in cash and fixed interest securities.

As world markets returned to a level of stability in 2009 I am pleased to report that these securities increased in value by approximately 21% and this increase has been taken directly to equity in the Associations Balance Sheet. The Board took the decision to invest the funds for 10 – 15 years to reduce the impact of short term price volatility on the investment strategy and the Board is confident that these investments will generate a return to the Association in excess of that achieved from cash and fixed interest securities.

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 2009 for your adoption.

Alan Blake
Treasurer

Concise Financial Statements for the year ended 31 December 2009

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The concise financial report was authorised for issue by the directors on 30 March 2010

Directors Report

The directors present their report together with the financial report of Boating Industry Association of New South Wales Limited ("the company") for the year ended 31 December 2009 and the auditors' report thereon.

1. Directors

The names of the directors in office at any time during, or since the end of the year are:

Name – Occupation/Qualification	Period as Director
Basham, Bob – Director, RW Basham Pty Ltd	16 October 2007 to 2 February 2010
Blake, Alan (Treasurer) – Director, Blakes Marine Pty Ltd	18 May 2004 to present
Breakspear, Bill – Director, Breakspear's Marine Services	13 February 2007 to present
Burgess, Paul – Owner, Bluewater Marine Surveyors	8 May 2007 to present
Cook, Simon – CEO, IC Frith & Associates	8 May 2001 to present
Hewitt, Mark – Director, Sandbrook Inlet Marina	18 May 2004 to present
Hunt, Jonathan – Director, Hunts Marine Pty Ltd	30 June 2009 to present
Jarvin, Michael – Director, Advanced Marina Management Pty Ltd	6 February 2008 to present
Olding, Doug (President) – Director, YHI Pty Ltd	10 December 1991 to present
Pym, Richard (Vice President) – Director, Ausail Pathfinder Marine Group	5 December 1990 to present
Steber, Alan – Director, Stebercraft Pty Ltd	16 October 2007 to present
Vaux, Darren – Director, Empire Marina Bobbin Head Pty Ltd	5 June 2006 to present

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. Company Secretary

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.

4. Principal Activity

The principal activity of Boating Industry Association of New South Wales Limited during the financial year was the promotion of the boating industry within New South Wales.

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

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. Operating Results

The company continued to engage in its principal activity during the financial year, leading to a net loss of \$(198,159) (2008: surplus \$340,390).

7. Dividends

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

8. State of Affairs

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

9. Events Subsequent to Reporting 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.

Directors Report

10. Environmental Regulations

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

11. Likely Developments

The company will continue to pursue its principal activities in the challenging economic climate. Whilst an annual operating deficit is budgeted in the coming financial year, it is not expected that the results in future years will be permanently 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.

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 2009, 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 2010. 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.

Signed in accordance with a resolution of the Board of Directors:



D Olding
President



A Blake
Treasurer

Dated 30 March 2010

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, during the year ended 31 December 2009 there have been:

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



Nexia Court & Co
Chartered Accountants



David Gallery
Partner

30 March 2010, Sydney

Independent Audit Report to the members of the Boating Industry Association of New South Wales Limited

Report on the Financial Report

Scope

The financial report and directors' responsibility

The concise financial report comprises the statement of comprehensive income, statement of financial position, statements of changes in equity, statement of cash flows, accompanying notes and the accompanying discussion and analysis on the comprehensive income statement, statement of financial position and statement of cash flows for the Boating Industry Association of New South Wales Limited (the "company"), for the year ended 31 December 2009.

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 2009. Our audit report on the full financial report was signed on 30 March 2010 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

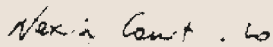
In conducting our audit, we followed applicable independence requirements of Australian professional ethical pronouncements and the Corporations Act 2001. We confirm that the independence declaration required by the Corporations Act 2001, provided to the directors of the Boating Industry Association of New South Wales on 30 March 2010, would be in the same terms if provided to the directors as at the date of this auditor's report.

Independent Audit Report to the members of the Boating Industry Association of New South Wales Limited

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 2009 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



David Gallery
Partner

Sydney, 30 March 2010

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 2009, set out on pages 27 to 32:

- 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



A Blake
Treasurer

Dated: 30 March 2010

Discussions 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 2009 financial report of the Boating Industry Association of New South Wales Limited.

Statement of comprehensive income

The loss for the year of \$198,159 was down on the 2008 surplus result by \$538,549. This result is mainly due to the following factors:

- Total revenue was \$1,555,315 lower than 2008 due to a decrease in total Sydney Boat Show revenue from \$5,155,940 in 2008 to \$4,044,978 in 2009 and decrease in interest revenue from \$224,414 in 2008 to \$106,139.
- The total comprehensive loss was \$127,439 lower due to an increase in the managed investment portfolio held by \$183,339.

Statement of financial position

Total assets decreased by \$79,382 during 2009 to \$6,051,746 as a result of the loss for the year. Any surplus funds have been invested in cash deposits and financial assets (managed investment portfolio).

Total liabilities decreased by \$64,562 predominately as a consequence of decreased trade and other payables.

Statement of cash flows

The negative net cash from operating activities of \$410,586 and is \$774,661 lower than 2008. The decrease reflects the company's loss for the year. \$74,003 was invested in financial assets during the year resulting in net decrease in cash of \$574,666.

Statement of Comprehensive Income

for the year ended 31 December 2009

	Note	2009 \$	2008 \$
Continuing operations			
Revenue	2	4,399,765	5,726,001
Other income	3	321,612	432,416
Total Income		4,721,377	6,158,417
Cost of sales, operations, shows and promotions		(3,549,425)	(4,572,276)
Impairment losses	4	-	(40,000)
Depreciation expense	4	(53,083)	(49,098)
Employee benefits expense	4	(687,554)	(616,032)
Advertising – consumer marketing		(132,446)	(117,873)
Insurance		(66,564)	(79,628)
Marine Directory expenses		(79,043)	(90,938)
Subscription fees		(56,848)	(100,034)
Educational training		(58,928)	(18,366)
Other expenses		(319,247)	(284,213)
Total Expenses		(5,003,138)	(5,968,458)
Finance Income			
Interest received		106,139	224,414
(Loss) / Surplus before income tax expense		(175,622)	414,373
Income tax expense		(22,537)	(73,983)
(Loss) / Surplus for the year		(198,159)	340,390
Other Comprehensive Income for the year			
Net fair value gain / (loss) on available-for-sale financial assets		183,339	(482,649)
Other comprehensive income		-	-
Total Comprehensive Loss for the year		(14,820)	(142,259)

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

Statement of Financial Position

as at 31 December 2009

	Note	2009 \$	2008 \$
ASSETS			
Current assets			
Cash and cash equivalents		2,240,309	2,694,859
Trade and other receivables		617,842	404,190
Inventories		252	264
Current tax benefit		17,558	-
Other assets		264,334	293,809
Total current assets		3,140,295	3,393,122
Non-current assets			
Other financial assets		1,069,895	861,764
Property, plant and equipment		1,841,556	1,859,241
Other non-current assets		-	17,001
Total non-current assets		2,911,451	2,738,006
TOTAL ASSETS		6,051,746	6,131,128
LIABILITIES			
Current liabilities			
Trade and other payables		396,679	383,194
Deferred income		250,894	314,485
Other liabilities		17,621	-
Current tax liability		-	41,462
Employee entitlements provision		149,966	124,965
Total current liabilities		815,160	864,106
Non-current liabilities			
Employee entitlements provision		7,112	5,727
Other non-current liabilities		-	17,001
Total non-current liabilities		7,112	22,728
TOTAL LIABILITIES		822,272	886,834
NET ASSETS		5,229,474	5,244,294
ACCUMULATED FUNDS			
Reserves		(200,826)	(384,165)
Accumulated surplus	5	5,430,300	5,628,459
TOTAL ACCUMULATED FUNDS		5,229,474	5,244,294

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

Statement of Changes in Accumulated Funds

for the year ended 31 December 2009

2009	Note	Accumulated Surplus \$	Reserves \$	Total \$
Balance at 1 January 2009		5,628,459	(384,165)	5,244,294
Total Comprehensive Income for the year				
Loss for the year	5	(198,159)	-	(198,159)
Net fair value gain on available-for-sale financial assets		-	183,339	183,339
Other comprehensive income		-	-	-
Total Comprehensive Income for the year		(198,159)	183,339	(14,820)
Total transactions with owners		-	-	-
Balance at 31 December 2009		5,430,300	(200,826)	5,229,474

2008	Note	Accumulated Surplus \$	Reserves \$	Total \$
Balance at 1 January 2008		5,288,069	98,484	5,386,553
Total Comprehensive Income for the year				
Surplus for the year	5	340,390	-	340,390
Net fair value loss on available-for-sale financial assets		-	(482,649)	(482,649)
Other comprehensive income		-	-	-
Total Comprehensive Income for the year		340,390	(482,649)	(142,259)
Total transactions with owners		-	-	-
Balance at 31 December 2008		5,628,459	(384,165)	5,244,294

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

Statement of Cash Flows

for the year ended 31 December 2009

	2009 \$	2008 \$
Cash from operating activities:		
Receipts from customers	5,266,994	6,650,655
Payments to suppliers and employees	(5,702,162)	(6,440,427)
Interest received	106,139	224,414
Income taxes paid	(81,557)	(70,567)
Net cash from operating activities	(410,586)	364,075
Cash flows from investing activities:		
Fund distributions received or reinvested	25,726	78,436
Proceeds from sale of investment portfolio	49,211	-
Payments for investment portfolio	(74,003)	(1,019,500)
Payments for plant and equipment	(35,398)	(14,678)
Net cash from investing activities	(34,464)	(955,742)
Net cash from financing activities	(9,500)	-
Loans to related parties	(9,500)	-
Net decreases in cash and cash equivalents held	(454,550)	(591,667)
Cash and cash equivalents at beginning of financial year	2,694,859	3,286,526
Cash and cash equivalents at end of financial year	2,240,309	2,694,859

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

Notes to the Concise Financial Statements

for the year ended 31 December 2009

1. Bases 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.

	2009	2008
	\$	\$
2. Revenue		
Marine Brokers Association	4,640	4,729
Marine Industry Mechanical Repairers Association	3,851	2,560
Marketing Services Division	30,000	111,487
Members Subscriptions	197,981	211,661
Regional Boat Shows	110,247	187,166
Shipwrights and Boatbuilders Association	4,472	5,186
Sydney International Boat Show	4,044,978	5,155,935
	4,396,169	5,678,724
3. Other Income		
Fund distributions received	25,726	78,436
License fees	46,921	74,370
Other income	252,561	326,887
	325,208	479,693
4. Expenses		
Depreciation	53,083	49,098
Impairment losses	-	40,000
Employee benefits expense:		
Other employee expenses	7,184	6,996
Employee entitlements	26,386	25,117
Superannuation	61,755	58,052
Salaries and wages	592,229	525,867
Total Employee benefits expense	687,554	616,032
5. Accumulated Surplus		
Balance at 1 January	5,628,459	5,288,069
(Loss) / Surplus for the year	(198,159)	340,390

Notes to the Concise Financial Statements

for the year ended 31 December 2009

6. Related Parties	2009	2008
	\$	\$

(a) Directors

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

Basham, Bob	Blake, Alan (Treasurer)
Breakspear, Bill	Burgess, Paul
Cook, Simon	Hewitt, Mark
Hunt, Jonathan	Jarvin, Michael
Olding, Doug (President)	Pym, Richard (Vice President)
Steber, Alan	Vaux, Darren

\$7,696 has been accrued as at 31 December 2009 (2008 : \$5,000) in respect of the President's annual allowance.

(b) Transactions with related parties

The following table provides the total amount of transactions that were entered into with related parties for the relevant financial year:

	Loans to related parties	Sales to related parties	Purchases from related parties
	\$	\$	\$
Related party:			
Boats On Sale Pty Ltd	9,500	-	-
Director related companies:			
Blakes Marine Pty Ltd	-	54,529	-
Ausail Pathfinder Marine Group	-	7,631	-
Empire Marina Bobbin Head Pty Ltd	-	17,839	-
IC Frith & Associates	-	58,881	65,807
Hunts Marine Pty Ltd	-	76,317	7,970
Stebercraft Pty Ltd	-	8,711	-
RW Basham Pty Ltd	-	10,801	-
	9,500	234,709	73,777

The transactions with the director related companies were on an arms length basis. All income and expenses derived from the related parties would have been the same had they not been related.

7. Key Management Personnel Compensation

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	Post employment benefit	Other long-term benefits	Total
	\$	\$	\$	\$
2009				
Total compensation	192,000	28,571	5,668	226,239
2008				
Total compensation	175,532	26,881	9,712	212,125



BOATING INDUSTRY ASSOCIATION OF NEW SOUTH WALES LTD

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