



Boating Industry Association
of NSW Ltd

ANNUAL REPORT

2013



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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

PRESIDENT

Alan Blake
Blakes Marine Pty Ltd

VICE-PRESIDENT

Simon Cook
IC Frith & Associates

TREASURER

Lyndon Turner
NM Insurance Pty Ltd

BOARD OF DIRECTORS

Ken Bullen	K & P Bullen Pty Ltd	Michael Jarvin	Advanced Marina Management Pty Ltd
Bill Breakspear	Breakspear's Marine Services	Alan Steber	Stebercraft Pty Ltd
Paul Burgess	Bluewater Marine Surveyors	Shannon Stocks	Zoka Holdings Pty Ltd
Matthew Hundleby	Gladesville Bridge Marina	Terry Wise	Pacific Sailing School Pty Ltd
Jon Hunt	Hunts Marine Pty Ltd	Darren Vaux	Empire Marina Bobbin Head Pty Ltd (Immediate Past President)

BIA Divisions

Marina Association of NSW	Shipwrights and Boatbuilders Association of NSW	Marine Industry Mechanical Repairers Association of NSW	Sailing Industry Association of NSW	Marine Brokers Association of NSW	Trailer Boat Retailers Association	Boat Manufacturers Association of NSW
Matthew Hundleby Chair	Paul Burgess President	Shannon Stocks President	Terry Wise Chair	Michael Jarvin Chair	Ken Bullen Chair	Alan Steber Chair
Marcus Anketell Les Binkin Jocelyn Buskens Gary Charwood Bruce Davis Andrew Fenwick Tony Griffin Michael Jarvin Jeremy Lawrance Ned O'Neil David Randall Rod Williams	Kane Banister Michael Bartley Ross Brown Anthony Hearder Jeff Hodgson David Reimer Mark Schmidt Ray Simpson Mitch Spooner Warwick Thomson Marcel Vaarzon-Morel	Bill Breakspear Vice-President Ian Coops Stephen Callaghan Tyler de Jager Hamish Hooke Christopher McMillan Robert Oomen Matthew Robinson Reg Sorensen James Tsacalos	David Edwards Duncan Curnow David Kellett Ian Lindsay Andrew Parkes Peter Rendle John Sturrock Phil Yeomans Andrew Cribb	Andrew Coffey Andy Howden Michael Joyce Paul Miletta David Renouf Nicky Vaux Adam Waters	Alan Blake Alex Dunlop David Hazlett Jon Hunt Todd Kay Peter Padmos James Tsacalos	Robert Flack Steve Howe Les Webster

BIA Staff

General Manager	Roy Privett
Financial Controller	Simon Hazelbrook (SM & AJ Enterprises Pty Ltd)
Marketing & Events Manager	Domenic Genua (Mirror Image Marketing Pty Ltd)
Manager BIA Divisions	Alan Barrett
Secretary	Linda English
Member Support & Development	Aaron McKenna
Education & Training Coordinator	Corrina McMillan
Event Operations Manager	Belinda Close
Marketing & Events Coordinator	Sarah Donnelley (from November 2013)
Marketing & Events Support	Megan Robson

Allied Associations

Australian International Marine Export Group
Australian Recreational Fishing Foundation
Boating Industries Alliance Australia
Exhibition and Event Association of Australasia
International Council of Marine Industries Association
International Federation of Boat Show Organisers
Marina Industries Association
NSW Business Chamber
Yachting New South Wales

Consultants

Auditors	K S Black & Co.
Solicitors	Bull, Son & Schmidt
Solicitors	Madison Marcus

Partners

I.C. Frith & Associates promoting BIA Marine Insurance

Owners and Organisers of the Sydney International Boat Show and Rosehill Trailer Boat Show.

Programs and Products; 50 Point Safety Check, Marine Directory, Marine Card, BIA Education and Training Services, MyBoatingLife. Publishers of Logbook and E-News.

Our Association

Since it started in 1960, the Boating Industry Association of NSW Ltd (BIA) has grown and developed with clear objectives aimed at benefiting its members. 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

Activity within the industry is diverse with key issues that the Association attends to 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.
- To support the development of policy and advocacy at a national level.

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 at local and state levels and federally through the BIAA, as well as the media and the public.

The BIA embodies over 90% 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, insurers, financiers, educators as well as a number of other service providers – 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.

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.



Message from our President

Alan Blake

Fellow Industry Colleagues and Boating Industry Participants

It is with much pleasure, on behalf of our Board of Directors and all of our Divisional Committee members I present to you my first Annual Report for the Boating Industry Association of NSW Ltd for the year ended 31st December, 2013. The Annual Report demonstrates the wide range of issues and activities undertaken throughout the year and provides an opportunity to reflect on the industry, its challenges and opportunities as well as the performance of the Association in 2013.

I have served on the Board since 2004 and was elected Treasurer 2008. Over that time I was conscious of the wide range of activities in which the Association is involved. But serving in the Office as President throughout 2013/14 has conveyed to me as never before, just how many competing pressures are placed on the association in its role as boat show organiser/promoter and representing our interests in NSW and to the national forum of the Boating Industries Alliance of Australia and to Government. From a membership perspective, our Association is often seen as two separate parts – the Association and its services and advocacy on one hand and boat shows on the other. This I find is both inaccurate and counterproductive. Each facet is important and both are clearly dependent on the other. Both contribute to the clear objectives and goals of our Association and ensure that BIA represents our entire industry and promotes the boating lifestyle.

As in previous years the support of members has been crucial to the continued success of the Boating Industry Association and the events it presents. It makes our Directors and Divisional Committee Members task very satisfying. During my first year as President I have attended many divisional meetings and been involved in government and community advocacy. In a robust year of collaboration that has manifested itself in bilateral merger negotiations with BIASA, Government advocacy, change of venue for the Sydney International Boat Show and our traditional Trailer Boat Show, making it a landmark year, and one of preparing for change. This whole process is about sharing, innovating, providing new industry services and cultivating a united voice representing in many forums the recreational boating industry.

I was also greatly impressed by **Marine 13 our first National Conference**, which attracted hundreds of attendees who converged on the Sydney Convention Centre, examining the key issues confronting our member businesses, and achieving input from all industry sectors. **Marine 15** is already on the planning board and I would enthusiastically encourage members participation in 2015.

Business activity for 2013 was certainly another tough year for our members repeating the trends of the last five years delivering patchy and difficult trading conditions. The industry

has contracted but I look back with great pride that we are still delivering tremendous products and services to the boating community. Our shows and events which are the industries showcase continue to be even more important today in delivering the boating lifestyle message as the preferred recreational choice. A recent national BIAA State of the Industry Survey indicates there appears to be renewed levels of optimism and 80% of members forecast growth in 2014. With stable Federal and State Governments we have great expectations that sound policy platforms will stimulate consumer confidence and discretionary spending.

It is personally rewarding to report on the **collaboration of BIANSW & SA** to seek member endorsement for a **new modern constitution for BIA to form a platform for a bilateral merger** between the two states and taking a lead role towards merging the operations of Australia's BIAs should they decide to do so in the future. This is a **landmark proposal to restructure the management of your associations** to deliver improved effectiveness and efficiencies of BIA offices, administrative and finance operations. It will enhance our advocacy especially to Federal Government and protection and improved levels of sustainability of our Boat Shows and other services and products. It also gives us the opportunity to be more focused and efficient as duplications are eliminated. The proposal involves an essential transparent process and engagement with members who must ultimately give their support and approval for this merger initiative to proceed. The proposals will be placed before the SA members in March and NSW members at the May 2014 Annual General Meeting.

Collaboration has been front and centre throughout 2013 in preparation for the closure of the **Sydney Convention and Exhibition Centre the home of the Sydney International Boat Show over the last 25 years**. It was indeed a **remarkable 25 years of growth and achievement**. Industry advocacy has been undertaken with the NSW Government via Infrastructure NSW and the Exhibition & Event Association of Australasia has led the exhibition industry to ensure the best possible outcome for the Sydney Exhibition Centre@ Glebe Island, and plans for the new Darling Harbour facilities in 2017. We certainly appreciate Deputy Premier Andrew Stoner's commitment to this facility and Minister for Ports Duncan Gay for the provision of Port facilities





President's Report Cont.

to make this happen and free transport services for patrons. It has been a huge financial and logistical commitment by the NSW Government to ensure exhibitions such as the Sydney International Boat Show continue as important economic drivers during the Darling Harbour reconstruction period 2013-16.

In addition to external consultations, **BIA has been engaged in a process to dismantle every aspect of the Sydney International Boat Show and plan to present 2014 land based exhibits at the Sydney Exhibition Centre @Glebe Island and our marina display in Cockle Bay Darling Harbour.** This will involve new floor plans, transport plans, ticketing and security plans for two locations and totally new move-in and move-out plans present a tremendous challenge. We are fully confident, and with total determination with member/exhibitor support, we will deliver our principle showcase and industry economic driver, with minimum disruption to support the recreational boating industry.

Despite changing demographics, fluctuating consumer confidence and competition from all manner of leisure activities **boat shows and our experiential boating promotions** will continue to play a critical part in developing the boating market place. Our shows are crucial to creating a great place to purchase, present innovation, educate, and entertain, and to reconfirm the boating lifestyle. People want to touch and feel boats, sit at the helm, imagine the lifestyle and realise their passion as close as possible. This remains our vision for our marketing and events program.

Also as part of the process for change we have said **goodbye to Rosehill Trailer Boat Show (ex Silverwater Boat Show) and Welcome On Board to the new Trailerboat and Outdoor Leisure Show** offering the public a much improved venue at Sydney Showground, Sydney Olympic Park at the cross roads of Sydney. It has provided us with a great opportunity to expand in a modern facility to the next stage of development for this traditional show. Its first outing in March 2014 was a success and exhibitors considered it has great potential. It will be maintained as free admittance to the general public and a subsidised BIA boating event.

The **Marketing Programs, Promotions and Events Section of the Annual Report prepared by Domenic Genua** will give you further detail on the events successfully delivered throughout 2013.

The **Education and Training report prepared by Corrina McMillan, BIA's Education and Training Co-ordinator** is set out in this Annual Report for your information and highlights the important activities. It has been another productive year for

our collective benefit and highlights the success of achieving State Government grants to assist in establishing High School Training Hubs under the banner of Boat Smart in collaboration with Roads and Maritime Services and the Marine Teachers Association together with extensive Steering Committee involvement to establish the Watsons Bay Boating Safety Education Centre.

BIA Divisional Reports. BIA throughout 2013 managed seven divisions devoted to their particular sector of the industry. BIA division activities are vitally important for the industry to be able to identify issues and provide services and advocacy for specialist sections of our diverse industry. BIA greatly appreciates the commitment of all committee members and the additional time and effort of chairpersons, who also serve on the BIA Board of Directors. Division activities are separately reported upon within this **report by Alan Barrett Manager BIA Divisions.**

As part of our **Report Card** to members the following activities and advocacy in no particular order can attest the scope of activities and issues addressed or under review:-

NSW State Government

- **Advocacy** – the protection and advancement of our industry is a major undertaking requiring constant attention. A challenging **Maritime Policy Agenda** has been set by NSW Minister for Roads and Ports the Honourable Duncan Gay and progressive reports presented at our annual industry breakfast to guide the work of Transport for NSW. The policy agenda has three main themes:

- **Boating Safety.**
- **Boat Storage and Safe Waterways Access Strategy.**
- **Reducing Red Tape.**

The Ministers statements have been most welcome and encouraging that “the NSW Government will review processes and work to deliver improvements in efficiency and response especially in the maritime property area”. RMS property administration planning processes have been a major industry issue and the biggest inhibitor of modernisation and development for boat storage and community services over the past two decades.

- Review of NSW Planning System – challenges to access and infrastructure.
- Draft Sydney Boat Storage Strategy.

President's Report Cont.

- Draft Sydney Harbour Boating Safety Plan.
- Boat Trailer Parking Working Group.
- Sydney Harbour Marina Rental Procedure and Destinations Plan.
- Crown Land Management Review.
- Development of a Boating Education Centre at Watsons Bay Pilot Station.
- Preservation of rights to anchor in North Harbour and installation of moorings.
- Working Group to develop Pittwater as a Recreational Fishing Haven.
- Representations to RMS and Premiers Department on service delivery to industry and boaters with amalgamation into RTA and Services NSW.
- NSW Government funding for the Boat Smart Program for High Schools in collaboration with RMS and Marine Teachers Association. Six High School Training Hubs established and additional funding under the Water Black Spot Fund has been acquired for Watsons Bay Education Centre for equipment and training boats.

An essential ingredient in all these projects has been the development of a strong and proactive working relationship with Roads & Maritime Services and in particular the Policy Management Group to achieve change and reduce red tape.

- **On the Horizon** we have a review of **mooring policy** and boat storage **strategy** and development of eleven **Regional Boating Safety Access and Infrastructure Plans**. Each plan will identify and prioritise opportunities for our States waterways for future access, waterways infrastructure, boating safety and future funding models. Your boating licence and registration fees at work.
- **MAIC** – Maritime Access & Infrastructure Council chaired by John Murray has been instrumental to bring together Government Agencies and Industry, Local Government and User Groups (Boat Owners Assoc.) to achieve a greater understanding of the various roles and issues and examining ways for greater co-ordination of effort in government service delivery. This liaison has focused on access and infrastructure for coastal, harbours and rivers to facilitate modernisation and maintenance of marine facilities and waterways, storage, dredging, fishing and tourism opportunities. We certainly appreciate John Murray MP (past Speaker of the NSW Parliament) for his interest and support of the recreational boating industry.
- **Marine Parks** continue to demand considerable attention with both Commonwealth and State Governments. BIA has been involved with BIAA and the Australian Recreational Fishing Foundation on the establishment of a Ministerial Advisory Committee and Management Plans for Commonwealth waters. In NSW new legislation will be introduced in 2014 to underpin a new approach to managing the NSW marine estate. With the establishment of a new **Marine Estate Management Authority** with broad and general powers will demand close scrutiny to avoid another level of planning and regulation being imposed on waterways access, infrastructure and water activities.



Commonwealth Government.

- Introduction of a new National System for Commercial Vessels and covering survey issues for Boat Share services.
- AMSA Surveyor qualifications and accreditation.
- Management Plans for Marine Parks in Commonwealth Waters and closely working with the Recreational Fishing Foundation of Australia.
- Direct discussions with appropriate Federal Ministers for recognition and support of the recreational boating industry.
- Participated in the Federal Election campaign supporting eight Australian Chambers of Commerce in their Campaign Small Business – Too Big to Ignore with policy positions to cut down red tape, simplify the tax system, make it easier to employ people and build better infrastructure. In a similar campaign BIAA launched **iFish iBoat iVote** with four critical pillars, namely Boating Education and Safety, Access and Infrastructure, Regulatory Reform, Industry and Boater Community Support. These pillars will not age as they are the foundations of a better recreational boating industry and boating lifestyle.
- Through 2013 it was identified that traditional avenues for developing skills for traditional trades in our industry via vocational training was under threat. This was one of the crucial issues that BIAA was focused on and is the subject of a great deal of work at BIA offices around Australia to try and find a solution that will secure the skilled people we need to at least sustain the current level of industry activity and meet potential growth targets.

It was indeed an honour to be part of the presentation of **BIA of NSW Hall of Fame** which now incorporates the Robert Greaves Award winners. It was a pleasurable task at the Annual BIA Industry Breakfast at the Sydney International Boat Show to welcome to the stage and honour a legendary yachtsman Hugh Treharne OAM. Hugh has been a part of the fabric of Sydney Harbour, dedicated to all forms of sailing and tactician of Australia II winner of the 1983 Americas Cup.

Your Association has continued to operate within its **financial targets and maintains a strong financial position** despite a budgeted deficit for 2013. Our deficit budgeting will continue in 2014 which will deliver support to members by holding membership subscriptions and show exhibition rates, absorption of show costs increases, and continued investment in the



MyBoatingLife.com.au, national web site on behalf of the industry around Australia and maintaining our boating lifestyle campaigns on Channel 7, Sydney Weekender Program. Whilst absorbing cost increases we have been able to maintain and improve services, events, marketing messages and industry advocacy. Congratulations to Lyndon Turner upon his election as Treasurer and for his efforts in working with our Financial Controller Simon Hazelbrook in managing the Associations finances and assets.

Our Treasurer, Lyndon Turner, will provide full details in his Treasurer's Report on our financial performance and reinvestment back into the industry.

Membership Services and Benefits. This important member focus continued to deliver services and benefits. Aaron McKenna Member Support and Development will report separately on these activities.

Directors, Members and Staff.

I would like to place on record my appreciation and personal thanks to the BIA Board of Directors, and Division Committee members who have all contributed to the conduct of the Association's activities and success throughout a challenging year. One of the great attributes of the BIA has been the professionalism, cohesiveness and comradeship of Directors and Committees.

Our past President Darren Vaux has now completed his term as immediate past President on the Board. Darren is also Chairman of the Ministerial Advisory Committee and Chairman of the RMS Steering Committee developing Boating Safety Education Centre at Watsons Bay Pilot Station and currently chairs the Boating Industries Alliance of Australia and Vice Chairman of the Marina Industries Association. On behalf of members I thank Darren for the countless hours of service to the industry and record our deep appreciation. Thanks also to BIA Director and Chairman of the Marine Brokers Association Michael Jarvin for his extra time and efforts in representing the industry on the RMS Recreational Vessels Advisory Group.

I would like to convey my personal appreciation to our General Manager, Roy Privett who has completed 25 years of service

and 25 Sydney Boat Shows for his diligence and dedication and commitment to our industry and to our Executive team and staff for another year of progress and success. More importantly, I thank them on behalf of Members for their dedication to their tasks and their focused commitment to the success of our industry activities. Our BIA staff have worked hard and remained focused on delivering outcomes on projects and initiatives determined by the Association. I greatly appreciate their efforts, guidance and support they offer to the Board, Divisions and members.

I also thank you, the Members, for your continuing support of the Association and we welcome and encourage your involvement. I can assure you that your comments and ideas are highly valued in shaping your association's activities and the overall well being of the industry. This healthy exchange of ideas and views is invaluable in helping the BIA remain a strong and effective Association assisting in developing a robust and progressive industry.

Before concluding, **BIA Members in NSW are encouraged to engage in the process of supporting your Board of Directors recommendation to approve a new Constitution and endorse a bilateral merger between BIA NSW & SA.** The Annual General Meeting will be a landmark meeting for our great association. The Board intends prior to the AGM to release an explanatory Memorandum on the proposals.

In conclusion, I am sincerely appreciative to all our members for granting me the privilege to lead your industry association as President for the year 2013-14 and for the opportunity to add some contribution to the progress of the Boating Industry Association of New South Wales.

Thank you for your support.

Alan Blake

President 2013-14

Boating Industry Association of New South Wales Ltd

Marketing, Promotions and Events

The Boating Industry Association of NSW Ltd conducted marketing programs, promotions and events throughout 2013 for the purpose of fulfilling its objectives on behalf of members.

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 recreational marine industry. The BIA concerns itself with products and services across the whole recreational and light commercial marine industry.

Activities were conducted across a broad spectrum, all intended to promote the recreational boating lifestyle, educate the public about safe recreational boating and to inspire the public that recreational boating should be considered positively as a lifestyle choice.

The ultimate objective being to assist members of the Association to grow and prosper.

2013 was another challenging year for the recreational boating industry, with ongoing falls in the level of new vessel registrations, indicating that consumer sentiment did not return positively.

Recognising the ongoing industry stress, the BIA determined that it would continue its level of marketing expenditure across all programs despite its own decreasing revenue streams. This expenditure was needed to ensure that recreational boating continued to obtain a share of the available consumer recreational dollar.

The activities that were conducted were done so in order to maintain the Associations support for members and help stimulate demand for industry products and services. The Association continued its promotion of the boating lifestyle through various activities. Messages about safe recreational boating and the importance of dealing with a BIA member (or its member divisions) also occurred. These messages were delivered through paid advertising, contractual advertising, social media, public relations, promotions, experiential marketing activities, joint initiatives with other parties and the BIA's two annual boat shows being the Rosehill Trailerboat Show and the Sydney International Boat Show.



Activity

Marketing elements that have previously proved successful were fine-tuned and some new initiatives developed.

The objectives of the marketing activities were:

- To expose the boating lifestyle to our target audience 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 industry, market and the business objectives of the association
- To run experiential activities to expose the target audience to various recreational boating types
- To increase consumer awareness of the BIA brand as well as the benefits in dealing with an association member or one of its subgroup members
- To inform and educate the boating public about "safe boating" practices
- To execute a communications plan to convey the BIA's key messages

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. Economic conditions and sentiment again made the year challenging, and the Board of Directors chose to maintain and in many instances increase its marketing expenditure to ensure the recreational boating industry receives its fair share of the limited consumer expenditure.

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.

The Association used a diverse range of mediums and communication opportunities to deliver this important message. Whilst many were strategically placed and paid for, others were opportunistic knowing the reach to the end consumer would be significant.

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 Partnership

The BIA remained a co-sponsor of Channel 7's Sydney Weekender program in 2013. The sponsorship allows the BIA to use the program as a means of promoting the boating lifestyle. In 2013 recreational boating featured in a number of episodes that aired strategically during the year. Stories were written and produced utilising members where possible, showing the target audience various forms of recreational boating and the lifestyle associated with it.

Marketing Services Division

The Marketing Services Division was dormant in 2013, with the team concentrating on its core BIA activities.

The Marketing Services Division exists to provide professional services to industry where no member conflicts can arise.

NEW REGISTRATIONS

2012	Jan12	Feb12	Mar12	April 12	May 12	June 12	July 12	Aug 12	Sept 12	Oct 12	Nov 12	Dec 12		
Initial Rego <6m	966	636	682	577	492	394	410	605	732	801	889	1300	8484	79.9%
Initial Rego 6 - 12m	177	158	165	121	125	78	86	131	158	186	199	280	1864	17.6%
Initial Rego 12 - 20m	25	20	20	28	17	17	13	19	23	20	26	23	251	2.4%
Initial Rego 20m+	0	0	0	0	2	0	2	1	3	4	1	1	14	0.1%
Total	1168	814	867	726	636	489	511	756	916	1011	1115	1604	10613	100.0%
<i>Change on previous year</i>	<i>-8.0%</i>	<i>-23.7%</i>	<i>-19.3%</i>	<i>-21.7%</i>	<i>-3.6%</i>	<i>-13.1%</i>	<i>1.2%</i>	<i>-8.0%</i>	<i>-14.9%</i>	<i>8.9%</i>	<i>-9.4%</i>	<i>-2.7%</i>	<i>-9.8%</i>	

2013	Jan12	Feb12	Mar12	April 12	May 12	June 12	July 12	Aug 12	Sept 12	Oct 12	Nov 12	Dec 12		
Initial Rego <6m	938	581	687	556	453	339	383	545	632	817	805	1079	7815	81.7%
Initial Rego 6 - 12m	133	116	140	118	108	51	78	128	125	147	162	193	1499	15.7%
Initial Rego 12 - 20m	17	22	12	13	32	11	19	16	19	19	22	31	233	2.4%
Initial Rego 20m+	1	0	6	2	0	1	0	2	0	5	0	5	22	0.2%
Total	1089	719	845	689	593	402	480	691	776	988	989	1308	9569	100.0%
<i>Change on previous year</i>	<i>-6.8%</i>	<i>-11.7%</i>	<i>-2.5%</i>	<i>-5.1%</i>	<i>-6.8%</i>	<i>-17.8%</i>	<i>-6.1%</i>	<i>-8.6%</i>	<i>-15.3%</i>	<i>-2.3%</i>	<i>-11.3%</i>	<i>-18.5%</i>	<i>-9.84%</i>	



Corporate Safety and Educational Messages

The BIA, under arrangement with the Fairfax Newspapers, on a weekly basis runs a consumer announcement style advertisement 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.

This activity is an extension to the existing relationship with Fairfax Media who have a boating page published each weekend.

By the nature of these ads, other mediums are now also using these messages as a means of supporting the industry and recreational boating.

Corporate safety messages are available for use by members and can be downloaded from the BIA's website.

Partners in Safety

The BIA and Transport for NSW, through the Office of Boating Safety and Maritime Affairs and RMS, are safety partners and this relationship includes and extends beyond the Sydney International Boat Show.

The organisations work together on various education campaigns throughout the year to ensure our safety messages are aligned. This improves the delivery and reinforcement of the messages to the target audience. A range of co-branded promotional material was available to the public through events.



Association and membership exposure through the Internet, E-marketing and social media

The BIA has further developed its e-marketing communication tools targeting recreational boating end users. Further to this was an effort to engage new boaties or those within the target audience that could be enticed into the lifestyle.

The Association has a portfolio of web sites, each targeting a particular group or fulfilling a specific objective.

The BIA's web sites include:

- For the BIA of NSW – www.bia.org.au
- For the Sydney International Boat Show – www.sydneyboatshow.com.au
- For the national boat shows circuit – www.boatshows.com.au
- For the 50 Point Safety Check – www.50pointcheck.com.au
- For Shipwrights – www.shipwrights.com.au
- For boating safety messages and education – www.boatforlife.com.au (in cooperation with Transport for NSW)
- **MyBoatingLife.com.au** - See separate report for details.

The BIA continued its use of email communication throughout 2013. The fortnightly E-News keeps members and other stakeholders informed about important matters. The same system is also used to communicate and market to both members and consumers on events, education and promotional activities. The operating system used allows for improved communication and response monitoring.

Social Media is used to complement its mainstream messages and in 2013 the BIA continued its presence, expanding its Twitter and Facebook accounts to include Instagram and YouTube.

**be bright
think safety
at night**



At night, it is a completely different world on the water
Slow down and keep a good lookout. Make sure you have the correct navigation lights visible between sunset and sunrise and at times of reduced visibility. You must also wear a lifejacket at night.

www.bia.org.au p. 02 9438 2077
For employment in the marine industry log onto the BIA website and click on "Employment & Training"
For boating weather go to www.bom.gov.au/marine

Be part of the boating community MyBoatingLife.com.au



Rosehill Trailerboat Show – March 2013

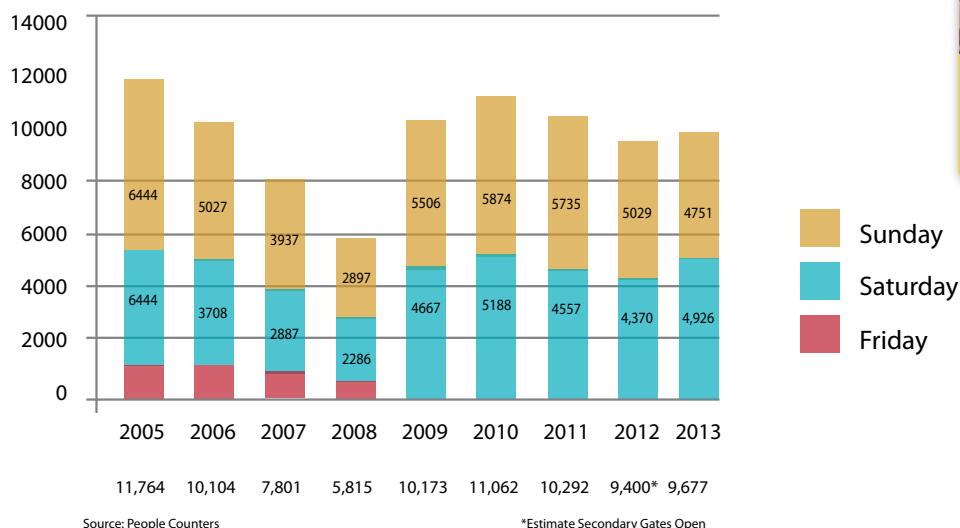
The Rosehill Trailerboat Show ran at the end of summer with the objective to help members' clear excess summer stock. A total of 67 companies exhibited and displays were spread throughout the exhibition hall, grandstand, betting ring and forecourt.

The number of visitors increased slightly. An estimated 9,677 attended the show, an increase of 3% on the previous year.

Free entry and free parking was offered as part of the show visitor experience. The BIA accepts that a financial investment by the BIA in this event is needed to support industry during this time.

The event is marketed primarily through radio and local and metropolitan newspapers. An email campaign to the BIA consumer database complements this advertising.

Rosehill Trailer Boat Show Attendance



SYDNEY INTERNATIONAL BOATSHOW

...like no other

1-5 August 2013 Darling Harbour



Sydney International Boat Show – August 1 to 5, 2013

The Sydney International Boat show remains the flagship of the annual promotional activities.

The Show is a product of the BIA of NSW. Its aim is to fulfil a number of its corporate objectives. They include:

- 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

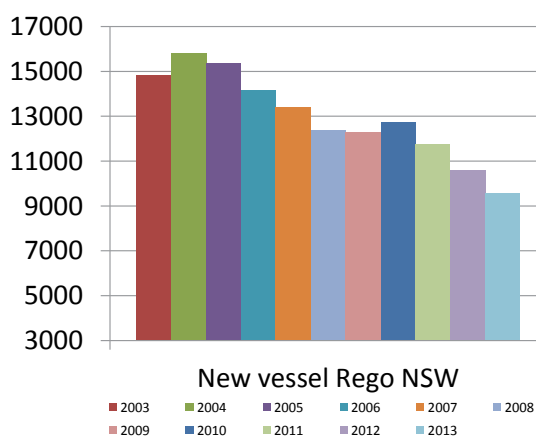
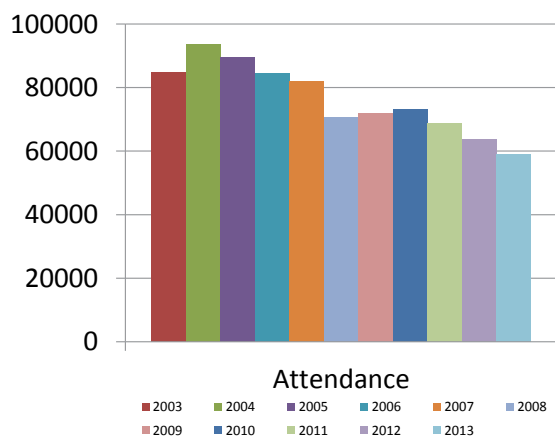
Industry support for the event remains strong with the industry occupying all of the available space within the Sydney Convention and Exhibition Centre halls. Equally, demand for space on the marina provided the show the opportunity to display almost 200 vessels on the external display.

Total visitation over the 5 days was 58,901 a 7.8% decrease on the previous year's attendance of 63,888 in 2012.

Whilst the BIA endeavours through its media to gain maximum attendance, economic sentiment plays a very large part of the final result.



SIBS Attendance V New Vessel Rego



Year	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Attendance	84,766	93,501	89,451	84,662	81,957	70,767	71,810	73,158	68,724	63,888	58,901
New Rego NSW	14,844	15,837	15,382	14,191	13,429	12,347	12,392	12,406	11,772	10,613	9,569
Ratio	17.5%	16.9%	17.2%	16.8%	16.4%	17.4%	17.3%	17.0%	17.1%	16.6%	16.2%

The show includes an array of activities to entertain and educate the public about the recreational boating lifestyle. These activities are designed to stimulate interest in products and services which in turn will increase demand and sales for members.

Whilst recreational boating messages were prominent throughout the show, two visitor's areas were a key to our communication. These being the Marine Precinct and the MyBoatingLife.com.au Entertainment Precinct. Other activities included the Musto Fashion Extravaganza, the Walk of Fame and the Boat Building Competition.



The BIA is conscious of the environmental impact a show like this has and therefore has worked closely with the Sydney Convention and Exhibition Centre and suppliers over the last years to introduce initiatives to reduce power consumption. These initiatives include introduction of eco lights in shell booths, timers, designated cleaning pits and monitoring the turn off of power pits and lights overnight. This has resulted in the power consumption being reduced. The show also has a no plastic bags policy.

The BIA is appreciative of the support received from our sponsors and promotional partners.

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

Sydney Convention & Exhibition Centre

The 2013 Sydney International Boat Show celebrated its 25th and last show at the Sydney Convention & Exhibition Centre.

The venue closed at the end of 2013 to make way for a new facility designed to serve the convention, exhibition and entertainment industry into the future. It is scheduled to open in 2017. The show will operate from an interim facility for three years at Glebe Island.

The last show at the venue brought with it an end to a very successful term, with the recreational marine industry able to present its lifestyle in an accommodating and family atmosphere.

The BIA recognises the work and effort over the 25 years by all staff of the venue that welcomed our industry and cared and assisted us with our growth and prosperity.

MyBoatingLife.com.au

MyBoatingLife remains a key communications portal for the recreational marine industry to promote the value of the boating lifestyle.

Boating is mostly dependant on the discretionary leisure dollar and the Australian public have numerous options.

MyBoatingLife is intended to deliver simple and easy support tools to both the new boaties and those who are considering participating in the Lifestyle. Whilst the foundation of the web site was active, 2013 gave the BIA an opportunity for a number of improvements.

MyBoatingLife has become a strong brand and the work in 2013 has laid the foundation for further consumer interaction and activities in the future.

Domenic Genua

Marketing & Events Manager



Division reports



Boat Manufacturers Association of New South Wales



The Boat Manufacturers Association (BMA) is focused on the interests of BIA members manufacturing marine goods in NSW, and the supply chain which supports them.

2013 was another tough year for the Australian manufacturer, though much of the structural change and attrition driven by the unprecedented circumstances of the past five years has been and gone, and as such the manufacturers that remain are lean, and focused on these “green shoots” that we’ve all been hearing about.

Whilst the recreational consumer was twitchy in 2013 yet predicted to return to cautious spending in 2014, the government sector - under increasingly Liberal control - was signaling its austere intentions for a tightening of expenditure and procurement.

As the most viable and reliable customer of the last few years, various Australian government and NGO customers have been a very important part of the NSW Manufacturers outlook. The post-GFC marketplace is nothing if not demanding, and manufacturers will already be thinking a few moves ahead and limbering up for the next shift in the marketplace.

The change of Federal Government in September was closely followed by a big dip in the trading value of the AUD resulting in a more sensible and competitive setting for local manufacturers, though the potential benefit of this circumstance was yet to make itself known at close of business in December. While no doubt positive for many manufacturers and exporters in particular, this is seen as a breath of salvation rather than a wind of change.

BIANSW teamed with BIAA to organize a second Marine Manufacturers Forum, this year held in Sydney. In addition to the home-team, delegates representing QLD, Victoria, and SA, ventured to Cockatoo Island in Sydney Harbour for what has become the annual Gathering of the Clans.

A fitting venue to host the group, the former epicenter of

Australia's ship-building prowess was intriguing. A BBQ overlooking the harbour and bunking down in the heritage houses once home to the Islands' nobles were part of the experience, as was an early morning tour of this incredible place.

The meeting was held aboard the heritage ferry Proclaim, and conversation focused on developments in the National System for Commercial Vessels, and particularly the standards regime which has failed to provide comfort or protection to Australian Manufacturers when they needed it most.

Over the course of 2013 a willingness to work towards an improved standard-compliance framework emerged, and a concept to develop a national certification program for recreation boats was being explored at close of play.

The national focus for this sector will continue to drive wider engagement in partnership with BIAA, and a commitment was made to travel to Melbourne for the Marine Manufacturers Forum 2014.

A constant among this group is the focus on promoting Australian marine product. A key theme in achieving this is collaboration and cooperation within the supply chain, which in turn delivers superior “fit for region” product which are competitive in every sense. This long term perspective continues to percolate among the BMA.

In regard to competitiveness, the regulatory framework was singled out as a significant contributor to the cost-base of the local manufacturing sector generally. The Abbott Government came to office pledging a red tape revolution as a means to boost productivity and investment country wide, and free up business to get on with the job of creating and delivering quality product. Watch this space, we wait with bated breath

Boat Manufacturing Association Chairman Alan Steber is supported by the committee of Steve Howe, Les Webster, and Rob Flack.



Marine Industry Mechanical Repairers Association of New South Wales.



The Marine Industry Mechanical Repairers Association (MIMRA) is the BIA Division focused on the business and trade/ technical interests of marine industry mechanical repairers.

The mechanical repair sector firmed somewhat on the back of a sodden 2012, driven by improved weather and boating conditions generally, and perhaps a degree of pent up demand after a few flat years. Whilst not every business or tradesman was part of the improved vibe, by year's end there was a level of optimism that perhaps the turning of the corner was at hand, if not complete.

As was the case with the shipwright sector, the shortage of tradesmen was a thorn in the side of businesses stepping up to meet rising demand. Not only has there been a drift away from the marine sector by skilled personnel, but the industry's apprentice-levels have been at long-term lows since 2009. These issues together make the skills future for the increasingly complex and specific marine mechanical workplace, a difficult quandary.

The challenges in the Vocational Education and Training (VET) space were a key focus of attention for MIMRA stakeholders this year, following a harrowing period in which apprentices and employers alike were shuffled from pillar to post in pursuit of quality trade training. Happily, the AutoCel facility at Sydney Institute came on line this year and the search appeared to be over. This excellent facility could serve as a Centre of Excellence in the future, though the waves of change crashing on VET are an on-going concern for the boating industry.

MIMRA organised to provide solid input to the Skills Council in charge of the Marine Mechanical qualification (Automotive Skills Australia - ASA). Ian Coops, Tyler de Jager, and Steve Callaghan formed the backbone of the ASA Marine Sector Advisory Committee, and led MIMRA's consideration of changes proposed to the curriculum.

Great effort was put into a review of the MIMRA by-laws in order to make them simpler, more modern, and more suitable to the contemporary technical and employment situation. This was no mean feat, but the serious treatment of the task has set out the foundation stones for the MIMRA of the future.



A less rewarding outcome for the Committee was the lack of trade nights this year. Recognised as a key engagement opportunity for MIMRA and its members, somehow the best intentions failed to produce a member event of the calibre enjoyed in years past, and in response the Committee appointed Tyler de Jager to the role of Trade Night Coordinator. This approach should ensure that the MIMRA calendar is suitably peppered with member events in 2014.

The 50 Point Safety Check Program was boosted late in the year with the signing of Nautilus Marine Insurance as a Promotional Partner. Nautilus have fashioned the 50 Point Check into its market-leading Used Boat Warranty offering, and have also introduced a policy premium discount for those submitting a completed 50 Point Check with renewal documentation.

Nautilus joins long-standing supporters Club Marine – the “big two” now firmly behind the Program and the proactive approach to boater safety that this offering represents.

MIMRA stalwart Shannon Stocks was elected to the Chair of MIMRA at the AGM. The balance of the Committee features Bill Breakspear, Jim Tscalos, Bob Oomen, Matt Robinson, Reginald Sorensen, Tyler de Jager, Ian Coops, Hamish Hooke, Steve Callaghan, and Chris McMillan.

Marine Brokers Association of New South Wales.



The Marine Brokers Association (MBA) is a Division of the BIA dedicated to the interests of marine brokerage business operators, and the individual brokers working in this sector.

On the whole, Marine Brokerage activity throughout 2013 was improved on the few years past though by no means stable, consistent, or in any way remarkable. Brokerage boat-stock values have been eroded by years of low consumer demand, and exceptional new-boat pricing. As such, brokerage yields remained somewhat flat.

The buyers market of 2012 was sustained in every respect, and brokers continued to work hard for both sales and listings. Sentiment among Brokers however was optimistic - perhaps reflecting that of the wider consumer economy – and there were a few new entrants to the sector. Whilst some in the industry had hoped for a drastic up-turn in consumer confidence with the change of Federal Government in September, the smart money was on a slow but sustained turn-around.

The dominant dynamic of the previous two years (being the influx of used boats from offshore markets in crisis) tapered off somewhat, and the weaker but less volatile AUD was a stabilising factor on both the supply and demand aspects of the brokerage environment. It must be said though that the trade in boats is now “more international” than ever. The promotional and logistical pathways forged over the chaotic past few years remain

intact, and must be factored into the future planning of business principals working in this space.

Previously successful events and training programs catering to the specific needs and interests of brokers were kept on ice this year, the capacity of members to commit time and precious financial reserves to these activities was found to be just shy of that needed to reinstate these to the calendar.

The Australian Consumer Law and Personal Property Securities Register were introduced, and brokers were both informed and quick to adapt to these reforms. With the support and input of members, the BIA reviewed its standard listing and sale documentation, and we are confident that this investment will pay dividends for industry in the years to come.

Post-boat show season and with the weather showing promise of a sensation summer, the brokerage sector was rocked by the announcement of critical changes to the pricing strategy of key classified advertising partners. The fuse was lit in the lead up to Christmas, and whilst the mood of the consumer was generally upbeat owing to the boating-friendly weather, the rumblings of a storm echoed throughout the back offices of the nation's brokerage houses.

Chairman Michael Jarvin continued in the Chair with Committeemen Adam Waters, Michael Joyce, Andrew Howden, Paul Miletta, and Andrew Coffey joined by David Renouf - new Principal of David Bray Yachts.

Shipwrights and Boatbuilders Association of New South Wales.



The Shipwrights and Boatbuilders Association of NSW (SBA) is a Division of the BIA representing the interests of Shipwrights and Boatbuilders - both tradesmen and apprentices – as well as Marine Surveyors.

Business volumes throughout this year were generally stronger than any since 2009, though regional areas and some sub-sectors are yet to see a return of strength in the marketplace. New-build work showed signs of improvement and some significant refits and restorations were undertaken or commenced, but it was the return of the “bread and butter” - general repairs, insurance work, and upgrades/ renewals - that kept the wheels turning in 2013.

The uptick in work volumes saw a spike in demand for tradesmen, and it is here that the tightness of the post-GFC years may have the longest and most viral effect on the sector. Traditional employers of apprentices – being the larger boat building and repair/ refit firms – have been in austerity mode and record low levels of apprentices in the system over the past few years have meant that the supply of tradesmen is well short of demand.

The jitters that characterised this period have also made the employer of 2013 cautious about taking on apprentices whose productivity-curve brings the business case for their employment into question. Most employers point to year-three (of four) before an apprentice can contribute to revenue commensurate with on-cost plus wage, and many lament the reality that their investment in developing a tradesman may not pay off as it once might have. Young skilled shipwrights are in demand the world over, and the lure of high profile work such as international race campaigns and landmark restorations are attractive, lucrative, and achievable.

A knock-on effect of this dynamic has been attrition in the VET sector. Fewer apprentices means less demand for training, and it was with great concern that the BIA observed the closure of the Section at the Hunter Institute of TAFE – one of only two RTO's delivering accredited training for the Shipwright trade. Similarly, training facilities in Victoria & QLD withdrew from the market, and it's by no means clear how the boat building and repair sector will attract, skill-up, and develop its workforce in the years ahead.

While symptomatic of a wider malaise in the VET Sector – the subject of extensive focus by BIA's around the country, and almost every industry which has relied on the TAFE system for their training and skills development – the direct impact on shipwright business is immediate and significant. The relatively

small number of people employed in the trade, the specific yet diverse nature of shipwright work, and the expense and diversity of plant & equipment employed in the training of tradesmen, are all key elements of risk to the on-going availability of quality training in support of this sector.

A small and long-overdue step was taken toward building awareness of the shipwright trade as a pathway to a fulfilling career when three high-school teams were invited to participate at this year's SIBS Boat Building competition. Teams of students from Marsden and Asquith high-schools and a composite team from the TVET class at Meadowbank were coordinated by School faculty reps and TAFE Head Teacher Mitch Spooner in pre-cutting and preparing the main components of a one-design vessel, before assembling the boat alongside mainstream teams participating in the event at Palm Grove in Darling Harbour.

The school teams had four members in contrast to the pro teams with two, but knocking a boat together in short order is not for the faint hearted...or first timer. All Trade and School teams performed well on the water and everyone enjoyed another perfect day on Cockle Bay for the big race, which was just as well for the creators of the awesome “Seaplane” entry from Palm Beach Marine who pushed the boundaries of seaworthiness and innovation to great success.

Designs were up to the usual array of brilliance-versus-madness and the standard of competition for the on-water aspect of the competition was as strong as ever. Cross-ditch contenders representing Americas Cup powerhouse Cookson Boats NZ were champing at the bit to nail it on the race course, but they and all comers were consigned to the foaming wake of the powerful team from Mid-Coast boatyard, proving the worth of professionalism in design, build, and technique. Well Done Mid-Coast.

Our long focus and attention to the development of the National System for Commercial Vessels under AMSA has begun to bear fruit. SBA reps were well placed in discussions concerning the development of a national accreditation scheme for Marine Surveyors, a system in which private (i.e.: non-government) surveyors will provide marine survey services to Government on a contract basis, and within firm guidelines relevant to experience, aptitude, and specialisation.

Unfortunately this development (in synergy with the cutbacks at TAFE) was a significant contributor in the failure to bring new training opportunities for Marine Surveyors to market, but with the horsepower of state and federal government agencies behind the new National System, the re-establishment of Marine Surveyor qualifications & attending training opportunities is a near certainty in the year ahead.

Paul Burgess remains in the Chair of the Committee comprising Ray Simpson, Warwick Thomson, Ross Brown, Mark Schmidt, Dave Reimer, Marcel Vaarzon-Morel, Michael Bartley, Keith Lambert, Kane Banister, and Jeff Hodgson, while Tony Herder was engaged on “Special Projects”. Keith Lambert resigned the Committee at the AGM in March with the warm thanks of all members for his many years of dedication to the SBA.

Marina Association of New South Wales.



The Marina Association (MANSW) is the BIA Division focussed on the needs and challenges of marina and boatyard operators, developers, and suppliers of goods and services to this sector.

As has been the case for quite some time, issues relating to the leasing of government-owned lands were high on the critical list of matters dealt with by the MANSW Committee. The permissibility of development and activity by private parties on these lands is subject to a complex and ever-changing regulatory and administrative framework, the navigation of which takes valuable time, energy, and resources away from the doing of business, and delivery of infrastructure and services to the boating public.

Investors, developers, and operators of boat storage and servicing facilities must constantly weigh up the cost and risk of dealing with the government lessor, and managing compliance with all manner of regulation. Whilst 2013 showed promise as the first full year under the coalition government, the coal-face experience remained fraught with red tape and inconsistency.

The Planning System - another monumental and long-standing barrier to the provision of boating infrastructure - looked set for a much needed overhaul with the release of a White Paper detailing comprehensive reform. Despite the significant input of BIA amongst many others who brave the quicksand of the planning and development landscape, the proposed reforms were laid to rest in the Upper House. An opportunity lost.

A consolation prize arrived late in the year however. Minor but not inconsequential amendments to certain Planning instruments were made in response to BIA's advocacy, and these will provide relief for those looking to undertake repair and maintenance works at existing facilities without the grief and expense of securing a formal Development Approval.

In regard to both planning and property management, the MANSW and BIA were engaged in a newly formed vehicle aimed to streamline and harmonise the administration of government lands and development of boating facilities thereon, and with the innovators at Transport for NSW at the helm, we are hopeful that change for the better is at hand.

Firm relationships with NSW Fire & Rescue, EPA, and WorkCover were again productive, as BIA worked proactively with each of these agencies on projects and initiative aimed to develop specific tools, processes, and resources in support of safe and compliant operations on the waterfront.

The repercussions of changes to the regulations of fuel storage became apparent with the commercial viability of fuel at marinas drawn into the spotlight, and it is expected that further

devolution of on-water fuel supply will result in a future quite different than the one we know today. With the vast majority of boaters reliant on fuel, this issue is one to watch.

The opportunity emerged this year to have input to government deliberations on the future of the old Glebe Island Bridge. Long an obsolete eyesore and dangerous obstruction to navigation, an independent economic study analysed the options available: retain the bridge as an obsolete eyesore yet maintain it to reduce the risk to public health that it currently poses; remove said obstruction and remodel the Johnsons Bay narrows to support safe navigation and improved hydrodynamic flows to and from Blackwattle & Rozelle Bays; or repair the old bridge and place it back into active service.

All options came with a hefty price-tag and ongoing costs for each was factored out in a 20-year life-cycle analysis. A full-blown public consultation solicited an enormous public response, yet in a stunning piece of governance the old bridge was heritage listed at the 11th hour, rendering this entire process a farce. And so it remains the case that safe access to and from the Bays for the public, as well as the diverse and multifaceted industry which relies on the unique infrastructure within, hinges on the old bridge standing for a few more years.

The Marine Card Program expanded in new dimensions, with the newly-minted marinecard.org.au website gaining traction and the delivery of Marine Card training piloting into leading facilities in SE QLD. Tracking the implementation of harmonised WHS legislation, dialogue commenced with boating industry stakeholders in Victoria, SA, and WA toward rolling out the Program on these new frontiers – a solid endorsement of the MANSW initiative that dates back to 2005, and has spawned a full range of BIA-backed training options and information resources.

The MANSW took to the road in September for the first “away-game” of the Division. Supported by IC Frith & Associates, a gathering of MANSW members travelled to Port Stephens for a program of site visits, information sessions, and valuable networking. A strong first foray by anyone's standard, this concept received a tick of approval from the Committee and plans are afoot for Version 2.0

Chairman Matt Hundleby leads the committed and hardworking committee of David Randall, Gary Charwood, Michael Jarvin, Marcus Anketell, Bruce Davis, Tony Griffin, Rod Williams, Andrew Fenwick, Les Binkin, Jocelyn Buskens, Ned O'Neil, and newcomer Jeremy Lawrance



Trailerboat Retailers Association of New South Wales.

As in the wider retail sector, new competitive challenges have arisen over the past few years owing to the high AUD & meteoric growth of online consumer spending. Boat and equipment retailers have battled hard to maintain market-share in the face of these, their competitive advantage hinged on strong service, warranty support, and expert advisory components of their value proposition.

In 2013, these points of difference held greater importance for the boat-buying consumers, a sign perhaps of the less price-driven buyer coming forward, or a maturing risk-awareness in the marketplace.

By no means a stellar year in any measure, strong and innovative offerings in boat, motor, and electronics product were attractive to the avid boater, and pent up demand at the entry level held promise. The attrition of dealerships driven by the GFC and ensuing tight years meant that the thankfully growing pie was carved up by fewer players, but in context, the best that could reasonably be said of 2013 is that it was "less nervous".

The change of Federal Government, a more stable global economy, and fewer international uncertainties provided nudges in the right direction, though any dealer would back the magical power of a stint of sunny weather over the level of enquiry and business activity generally. The clement conditions of winter, spring, and early summer may have been the key factor in strengthening prospects and greater optimism among the sector.

BIA's boat show offerings were well attended, and as always generated positive quality and quantity of leads to the industry. Drawn by the reliable face to face opportunity afforded by the boat show environment, a number of dealers exhibited at various multi-focus shows (e.g.: 4x4 & outdoor) throughout the state, and solid sales successes were reported from unusual quarters - a reward for the intrepid.

The Extended Warranty product partnership between Nautilus Marine Insurance & BIA began to strike a chord with consumers, and the bundling options that sales, service, and finance & insurance make possible are being explored by the dealer network.

In the early part of the year, concerns were sharp on the capacity of Roads & Maritime Services (RMS) to meet the needs of boaters & dealers following the closure of dedicated Maritime offices throughout NSW. TBRA were represented in discussions with Minister Duncan Gay and Agency staff, and we were heartened by the fact that the early summer – traditionally a period of peak demand for boat registrations, transfers, and general enquiries – was comparatively free of angst.

Changes to the Australian Consumer Law were quickly grasped and factored into the trailer-boat dealer business model, this group being well represented at information sessions throughout the state delivered by BIA in partnership with the Motor Traders Association.

The run into Christmas was marred by the notification that operators of the largest online sales portal would drastically change their pricing model over the course of the Christmas & New Year break – assessed by many to result in substantial cost increases. The rich dialogue between dealers around the country & their respective State & National representatives was testament to the depth of feeling on this issue, but notwithstanding this, the year closed on a higher note than the few which came before.

Chaired by Ken Bullen, the TBRA comprises Jon Hunt, Alan Blake, Jim Tsacalos, David Hazlett, Todd Kaye, Alex Dunlop, and Peter Padmos.

Sailing Industry Association of New South Wales



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

Its primary focus is to create and refine promotional activities that operate to inform and inspire the community to look towards Sailing as a positive lifestyle choice.

Whilst children and young adults are a key target audience, the SIA also recognises that people of all ages can enjoy this recreational pastime and as such, it does not exclude or discount the opportunities to communicate with people of all ages.

Eight industry members make up the SIA committee, all of whom are active within the sailing industry. Terry Wise is Chairperson of the committee and John Sturrock is Vice Chairperson. Other members of the committee are Ian Lindsay, Peter Rendle, Phil Yeomans, Andrew Parkes, David Kellett, and David Edwards, CEO of Yachting NSW (YNSW). Andrew Cribb from YNSW regularly attends meetings as a key person heavily involved in the execution of programs.

The committee was fortunate to have Mr Bob Basham, Past Chairman of the SIA and Life Member of the BIA attend a meeting during the year. The committee appreciated his wisdom and ongoing passion for the sector.

Discover Sailing Day

The traditional Try Sailing Day activity had a change in the way the event was run in 2013. Try Sailing Day was renamed Discover Sailing Day, after a long history that started in the mid 90's.

The move was seen as a positive in that it allowed the program to further grow and broaden its appeal. With a greater

involvement and leadership from Yachting NSW, the change also allowed the BIA & SIA to maintain its objectives to create this experiential activity, whilst allowing resources to refocus on broader recreational boating programs.

The day was held on the 27th October and coincided with the National Discover Sailing Day Program.

It is intended to have Discover Sailing Day fall within Discover Boating Week planned for the future.

Sydney International Boat Show

In 2013, the BIA continued its successful MyBoatingLife.com.au Entertainment Precinct at the show. This precinct was a combination of the old Fishing Clinic and the Better Boating Lounge. The precinct provided the sailing fraternity the opportunity to share their vision and lifestyle to a much greater audience.

Speakers on the subject of sailing shared information and their passion for the lifestyle. The lounge precinct was complemented with a Discover Sailing information desk manned by Yachting NSW. Yachting NSW provided an information point to assist our guests with further information regarding sailing.

During the boat show, a Cruising Seminar organised by Sail-World.com was supported by the BIA and SIA. Attendance and feedback demonstrated the popularity of this type of educational event.

Domenic Genua

Marketing & Events Manager

Member Services



BIA offers a range of services to assist members in the operation of their businesses. Throughout 2013 the BIA in consultation with members, committees and staff reviewed the BIA value proposition and developed a set of value offerings tailored to the type, size and location of businesses

As with all BIA's across the country and, trade associations generally, the membership of NSW has seen a decline of active membership over the past several years. This is a result of many factors, however, can mostly be attributed to the difficult economic and trading conditions with rising business exits and the need for spending constraint at all-time highs. The BIA has stemmed this decline in 2013 with member retention levels consistent with 2012 numbers. This is a positive sign for industry and provides a solid base from which the Association can enlist new members.

As reported BIA held 490 active members at the close of 2012, a slight increase with 495 members recorded for the 2013 year can be attributed to a strengthened service offering. BIA is confident these measures have placed the Association in a solid position for future growth as the market and the industry inevitably builds over the coming years.

A new membership structure will be rolled out and available to the industry throughout 2014. These reforms are designed to further improve BIA's membership offering by removing unnecessary costs and better aligning services with the needs of business.

The new structure will also introduce an Associate category of membership aimed at providing employees in the boating industry access to a range of services and a foundation from which to communicate with all of industry.

At the close of 2013 the new structure was approved by the Board of Directors with work to begin on administrative and management systems to support the changes early 2014.

Member Communications

BIA offers its members a comprehensive suite of high value communications services which are planned to provide timely and relevant news, analysis, tools and resources to assist our members make well informed business decisions.

Our fortnightly e-news is the cornerstone of member communications and provides current news on Training and Events, Advocacy and special interest news to members. Special member e-News was also issued periodically to provide analysis and member alerts for a range of issues and events.

BIA contact methods will be expanded to allow timelier and more regular contact via electronic methods i.e. Twitter, LinkedIn, Facebook, SMS etc. to deliver messages that inform and encourage businesses to engage with the Association.

Networking and information opportunities

With support from the industry marine insurance specialist IC Frith and Associates, BIA's networking events formally known under the Better Business title were revamped during the year.

The changed format of these events to better align with BIA divisional activities greatly assisted in the delivery of relevant information tailored to specific segments of the market. The aim was to bring industry together and working towards a common goal, strengthening business relationships and to share and learn from peers in an informal environment. It was about building better businesses for owners and operators and ensuring sustainability for NSW boating businesses.

Four events were held across the Sales, Retail, Manufacturing and Marina divisions of the industry and delivered a diverse range of information. In some instances these events were held outside Sydney metro providing extended opportunity to meet and build lasting relationships with BIA members in an informal networking environment; 103 individuals representing 57 BIA member businesses attended these events.

BIA Website and Member Portal

The BIA website features comprehensive information regarding the boating industry, BIA members are able to log into the members only area and can access secure online resources, information and business tools.

The secure area includes resources to assist businesses with their compliance obligations, advisory services, utilise the employment job board and access member discounts and services.

The website also acts as a central hub for communications where members can access online editions of BIA's member bulletin board and Logbook. We continue to update and add information to the website and member's area and encourage members to check regularly and follow the links in BIA emails.

Standard contracts

As a result of changes to the regulation of Standard Form Contracts the BIA undertook a full review of stationary forms the Association makes available to its members. These forms include brokerage and sales, service and marina mooring

berthing and storage agreements. A legal firm were engaged to review, update and / or re-write these documents as necessary to ensure compliance with any new or existing state and federal legislation and offer a robust and functional document solution and allowing for maximum protection for BIA members. These documents have been made available free to members via the secure members area of the BIA website.

BIA Service Partners

To further support members with their legal obligations under Australian Consumer Law, Personal Properties Securities Act, Privacy Laws and other legal matters the BIA maintained its relationship with the newly branded Sydney based legal firm Madison Marcus, formally Consolidated Lawyers. Madison Marcus provides members access to limited free advice from specialist lawyers along with other legal benefits and services on their 131 LAW (529) number - 24 hours, 7 days a week.

BIA's partnership with the Commonwealth Bank (CBA) continued in 2013. CBA have worked with BIANSW for several years under the CBA Alliance Partner Program delivering financial advice to the boating industry and offering BIANSW member's savings on CBA products. Members have access to merchant rates and other discounts negotiated on behalf of the industry under the program.

One of BIANSW's longest standing service providers is NSW Business Chamber. The Chamber provides our Association's members with Workplace Advice. Via a 13 number BIA members can access industrial relations specialists to gain advice specific to their business operations and circumstances. This advice is readily available relieving business operator's resource pressures, particularly with the time necessary to research and understand compliance requirements. Members can utilise this service as an effective method of IR risk management ensuring the correct award identification and interpretation, pay rates, national employment standards, employee entitlements and termination.

Travel insurance has been a popular benefit for many years and is another example of how members can save. Many members

travel for business and pleasure throughout the year and travel insurance can be expensive if making multiple trips and outlaying for premiums of numerous people. BIA maintained this travel insurance policy throughout 2013 continuing extensive and automatic cover for all members, their staff and dependants on business and leisure travel. BIA negotiated terms for car hire is also available to members and complements BIA travel insurance with reduced excess and preferred rates included with every rental.

IC Frith and Associates are BIA Insurance specialists providing insurance products for industry and delivering business insurance advice to members. IC Frith offer an exclusive Ship Repairers Liability package tailored to marine business which is available through BIA Marine Insurance.

BIA Products

BIA's MarineCard program is the corner stone for WHS compliance providing a means for the boating industry to manage the new requirements, increasing awareness & removing the burden on the business of delivering their own WHS General Induction in order to meet obligations under the law. Recently the program was integrated with the MarineCard website to further streamline site access providing a simple and accessible method of exchanging the key documentation and information required between Marine Industry Contractors and Marine Sites.

The focus for 2013 was to grow industry participation of the program, visiting marina sites to explain the benefits of an all of industry approach and setting up marine site profiles. There has been a significant increase in Marine Card holders and marina sites use throughout the year with further developments planned for the near future to enhance the capabilities of the program.

A full list of services offered by BIA during 2013 has been included with this report.

Aaron McKenna

Member Support and Development



Education, Training & Development



BIA Education, Training & Development is committed to the education, 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, and promoting professional development within the workforce
- Promoting the boating industry as a career choice
- Creating awareness and promoting BIA Education, Training & Development activities.

Training and Education Activity in 2013

Throughout 2013 BIA continued to deliver high quality, relevant training to the industry with 254 individuals attending various education and training events.

The Marine Card Program continues to go from strength to strength, constantly developing to meet the needs of the industry. The program encompasses the Marine Card WHS General Induction and Marine Card website www.marinecard.org.au, with early-stage plans of expansion to include an access management system.

The total number of Marine Card holder's now stands at 1670 at the end of 2013, an increase of 205 on this time last year.

Whilst the program continues with a slightly slower growth than last year in NSW, it has taken a foothold in QLD with 3 marinas coming on board in 2013: Gold Coast City Marina, Runaway Bay Marina and Horizon Shores Marina. 9 induction sessions

have been held in QLD so far, with more planned in 2014. Interest has also been shown by marinas and BIAs in SA, VIC and WA, and plans are being made to implement the Program through a staged roll-out into these states.

Activity on the Marine Card website increased in 2013. A snap-shot comparing activity for July to September, to that in April to June, showed: a 50% increase in site visits, with a 36% increase in unique visitors; an increase of 76% in page views, with the average visit duration increasing by 28%; and a decrease in the number of people dipping in and out of the site. This shows that more people are visiting the site, staying for longer and viewing more pages – indicating that more and more people are using the site in a pro-active way, such as keeping their profiles up to date and creating Contractor Packages.

The Marine Card Refresher is now in its final stage of development. Unfortunately, progress has been slower than planned with this short refresher now scheduled to be available on-line early 2014. The course will comprise a number of brief modules designed to update card holders on changes to WHS Legislation, provide a reminder of responsibilities and obligations in the workplace, and refresh topics delivered in the 4 hour Marine Card WHS General Induction. All this will be delivered on-line, making it easy and convenient to re-validate a Marine Card for a further 5 years.

In addition to Marine Card, other training offered by BIA during this year included Managing Environment Health & Safety (EHS), Fire Extinguisher Training, Fire Warden Training, and Service & Repair Trailers (AURT237271A).

Managing EHS made a new home this year at RMYC Broken Bay which served the needs of this intensive course well, giving access to the waterfront in which to apply new knowledge in a practical environment. WorkCover NSW were again in attendance providing an update on services and

Education, Training & Development cont.

activities, and giving the opportunity for attendees to apply for the Small Business Rebate of up to \$500 to assist with the implementation of safety initiatives into the workplace.

WorkCover NSW also kindly provided fee-sponsorship of \$1,100 as in previous years. In addition to this, the Environment Protection Authority also kindly provided further fee-sponsorship of \$1,100 for this course. These sponsorships, the Small Business Rebate, and the high-quality industry specific content, make this an extremely beneficial and effective course for managers of EHS in this industry.

Service & Repair Trailers (AURT237271A) changed pace this year, with the delivery changing to a self-guided workbook with an on-site assessment rather than classroom based. This change makes this competency more convenient and easier to complete for time-strapped workplaces.

Fire Extinguisher and Fire Warden Training continued throughout the year as 'on-demand' courses. These skills should be refreshed every year, and these courses can be taken separately or combined together. Both courses continue to be delivered on-site by trainers with extensive experience in fighting fires, and compliant with AS3745. The main benefit with running the course on site is that it places the learning directly into context and makes it highly relevant to the attendee. Both courses will continue as 'on-demand' in 2014.

Two courses unable to run this year due to lack of registrations were Marina Fire Safety Management and Apply First Aid & Refresher. The challenges with both of these courses are the geographical spread of potential participants, and balancing the costs of delivering to regional areas with keeping the course fees affordable. These are challenges that will need to be addressed before delivering this training in 2014.

In October 2013 BIAA General Manager Nik Parker hosted BIA Exec's, Board representatives and members from around the country at a forum in Sydney to discuss the future of Vocational Education and Training (VET) within the industry.

Specialists from the relevant Industry Training Bodies (ITABs) addressed the future of the VET system and discussed the challenges that our industry must face. With major changes in the VET space, the implementation of 'Smart and Skilled', and declining apprenticeship engagements in marine trades, it was

imperative that the industry and associations came together to address the potential crisis that looms.

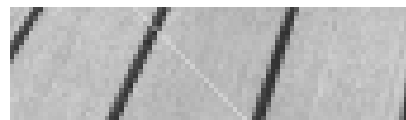
Debbie Joyce (Executive Officer, Automotive Training Board of NSW) provided the forum with critical information about the imminent changes including 'Smart and Skilled', changes to funding and fees, skills shortages and the new skills list, plus recruitment and retainment issues facing a broad range of industries. Also in attendance and providing valuable input was Leon Drury, Executive Officer for Manufacturing Skills Australia NSW.

Discussion focused not only on the challenges, but also on what can be done. The BIA proposed a strategy organised into three pillars: the 'Gateway', the enhancement of existing resources to attract potential apprentices and match with employers; the 'Delivery', collaborating with existing Registered Training Organisations in seeking to establish centres of excellence and maintain high standards of delivery; and 'Everything Else', developing strategic relationships with Apprenticeship Centres, engaging with Industry Skills Councils, and mentoring/supporting apprentices and employers to improve completion outcomes.

During this forum the scope and scale of the issue was made clear, and the bones of the BIAA collaborative venture laid out. In doing so, all agreed that the prospect of our skills development and training options disappearing is unacceptable, but that moving forward is not going to be simple or a fast fix. In coming together to consider the problem, the BIAs agreed to mobilise collaboratively to pursue the following objectives: establish a mechanism to attract and engage marine trade apprentices, and support their completion; and work to ensure the provision of sustainable, high quality delivery services for Marine Trades.

2014 will see further progress and updates will be provided through Logbook, enews and on the BIA website. More information about the current position and the BIA proposal can be found at www.bia.org.au/training/VET/index.html

In November 2013, BIA successfully applied for funding of \$145,000 from the NSW Government through the Water Safety Black Spots Fund (WSBSF), to establish a Boating Safety Education Centre at the Watsons Bay Pilot Station. This project is in conjunction with the building development project at the Pilot Station, led by NSW Maritime.



Education, Training & Development cont.

The amount was awarded to BIA to purchase new vessels and safety equipment for the Education Centre, and to establish a further Boat Smart hub in Sydney teaching High School students boating safety as part of the Marine Studies syllabus.

Construction work has begun on adapting the Pilot Station; the scoping and purchase of equipment will begin early 2014, with the opening of the centre due late 2014. More information about the Boat Smart Program in NSW (expanded in 2012/13 with the Marine Teachers' Association through funding provided by the WSBSF) can be found in this Annual Report.

Promoting the boating industry as a career choice

In August 2013, at the Sydney International Boat Show, BIA once more held its Boating Industry Careers event. The event was once again very popular with students and teachers alike – 447 students and teachers attended from schools across NSW. This year, the format was adapted, allowing students more time to browse stands and gather career and jobs information.

Those who gave their time to show what the industry has to offer came from a variety of backgrounds: commercial and recreational diving, tourism, super-yacht crewing, plus various Group Training Organisations, State Training Services, Industry Associations, Apprenticeship Centres, and TAFE Institutes. New to the event this year were a variety of Universities providing information about further education in Marine Sciences, Biology and Conservation, the Royal Australian Navy, and Harbour City Ferries.

Feedback from teachers and students was incredibly positive, with many appreciating the time to talk one-to-one with the many exhibitors and gather information about the different career paths in the industry. Feedback also indicated that several teachers preferred a brief presentation at the opening of the event, especially as a guide for students who were not aware of the variety of career pathways. Many found the event very useful and informative in planning their next move from school.

A similar event will be planned for 2014. The change in land-based venue for the Boat Show will provide the opportunity to review the format and running of the event.

It was unfortunate that, in 2013, the Cadetship Program did not run. The program still faces challenges in attracting suitable hosts, with geography proving the biggest challenge of all. As the program focuses on school leavers, there are obvious limitations with their reliance on public transport – this is exacerbated by the only TAFE institution that currently offers the Certificate II in Boating Services being based in Sydney.

This presents difficulties in servicing regional areas and for those school leavers and businesses off the beaten track. There is no easy solution to this problem, and the BIA will continue to work closely with the Group Training Organisation in providing assistance and support to those cadets and businesses who partake in the program.

Promoting BIA Education, Training & Development activities

BIA Education, Training & Development continues to promote its activities through dedicated pages on www.bia.org.au, Logbook, e-news, online industry publications, targeted email and direct

mail campaigns, attendance at industry events, and liaison with Member Support & Development.

In addition, BIA training and education programs were once again promoted through the presence of a Marine Education Stand in the Marine Precinct at the Sydney International Boat Show. BIA, along with TAFE NSW and the Marine Teachers' Association, attended the stand throughout the show and provided assistance with enquiries about courses and qualifications to both members of the public and workers in the industry. Although traffic for BIA offered training was light, the stand provided a worthwhile platform for raising awareness of the educational function of the BIA.

The Education, Training & Development web pages were again extensively reviewed and updated, providing a central point for anyone looking for training, jobs, career information, apprentices and WHS information. These pages aim to provide quality content whilst being easy to navigate for both workers looking for courses or useful documents, and for those searching for jobs or career information. Review and updates of the training web pages will continue to be an ongoing process throughout 2014.

Further developments for Education, Training & Development in 2013

BIA Education, Training & Development will continue to look for further ways to develop its training offerings and services, with a focus on:

- The further development of information and resources about career pathways and jobs in the marine industry, including careers days, events and activities that promote the industry as a career choice.
- The continued development and expansion of the Marine Card Program.
- Business related courses and qualifications, such as small business management, marketing, sales and frontline management, and other relevant qualifications, to aid the professional development of existing workers in the industry.
- The establishment and launching of the Boating Safety Education Centre at the Watsons Bay Pilot Station.

Industry input into new and existing training and educational events is always welcomed, including from any members interested in supporting the promotion of, and providing access to, careers events and apprenticeship opportunities within the industry. All enquiries or comments can be made via email to corrina@bia.org.au.

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 and Training Coordinator



Boat Smart Boating Safety in Schools



In 2012/13 BIA NSW, in collaboration with the Marine Teachers' Association, launched four new Boat Smart Hubs in NSW, assisted by funding of \$194,000 from the NSW Government through the Water Safety Black Spots Fund.

In 2013, these points of difference held greater importance for In 2012/13 BIA NSW, in collaboration with the Marine Teachers' Association, launched four new Boat Smart Hubs in NSW, assisted by funding of \$194,000 from the NSW Government through the Water Safety Black Spots Fund.

This project finished in 2013 with the successful launch of the four hubs, all of which continue to provide on-water, safe boating education to High School students as part of the Marine Studies syllabus.

Safe recreational boating is a core element of the BIA's charter, and we believe that education of youth regarding safe recreational boating will have long term positive benefits with a decrease in boating incidents and death.

The History of the Boat Smart Program

The Boat Smart Program was first launched in 2009 at Menai High School by The Marine Teachers' Association of NSW, with the aim to provide facilities and resources for school students at Menai High and surrounding schools to teach practical safe boating education to students undertaking Marine Studies.

The program provides appropriate facilities to complete the practical component of the syllabus, and to instil safe boating habits in 15-18 year olds – a vulnerable group on the water through lack of experience and skills to navigate, handle boats

safely, and the knowledge of what to do in emergency situations.

A typical Boat Smart day provides practical experience in: rowing a boat, what to do if capsized, using safety equipment, anchoring and knot tying, engine and boat care and maintenance, launching and recovering a trailer boat, boat handling, completing the practical requirement for the General Boat Licence, and safety talks from local Boating Safety Officers.

The program has been supported by the BIA NSW and Roads & Maritime Services since its inception, as it is seen that teaching school students practical boating safety, and to assist in achieving their General Boat Licence, delivers a culture of water safety which will become a lifelong habit into their adult boating life.

The “Boat Smart – Safe Boating Program for School Students” Project

The schools involved in the “Boat Smart – Safe Boating Program for School Students” project were selected as having a history of delivering the Marine Studies Syllabus, but with little or no access to the right environment or facilities to deliver the practical component of the syllabus.

The four new hubs are now up and running, with core schools managing the resources and delivering the activities for the ‘Boat Smart days’, which surrounding schools teaching Marine Studies can also attend.

The first to open was Ballina at the end of 2012, with Ballina High School as the core school. Throughout 2013, Port Macquarie, Illawarra and Central Coast came online, with the core schools being Newman Senior Technical College, Five Islands Secondary College, and Narara Valley High School respectively.

Through the funding, each hub was provided with vessels and safety equipment to deliver the program:

- A 4.5m trailer boat: for boat handling, and safe launching and retrieval
- Rowing dinghies: for rowing and capsize exercises
- Lifejackets
- 3.3hp engines: for engine use and maintenance exercises
- Sun protection tops and caps
- Signage: to promote the program, BIA support, and NSW Government as the funding provider
- Teacher relief assistance.

Each hub was officially opened by the Marine Teacher (Hub Coordinator) for the core school and the school Principal, and attended by representatives from Maritime, BIA, Marine Teachers' Association, the local Boating Safety Officer, local media, Marine Studies students, and the trailer boat supplier.

Boat Smart by numbers

By the time the project successfully closed in June 2013, 33 Boat Smart days have run with a total of 617 students having attended from 20 schools in the surrounding areas. Each student has completed their Logbook and test to achieve their boat licence as part of the Boat Handling module in the syllabus. This number is set to expand in 2014, with Hub coordinators receiving further interest from other Marine Teachers in their region.

Although the project has been completed, the hubs continue to successfully provide their students and those from surrounding schools with facilities, resources and a suitable environment for the delivery of practical, on-water safety lessons.

This is an ongoing program providing boating safety education to young people to help in the prevention of boating incidents and deaths in recreational boating, and is due for further expansion with the opening of another hub at the Boating Safety Education Centre at the Watsons Bay Pilot Station in 2014.

Our thanks to the suppliers who have supported this project in 2012/13: Insinc Marine, Hasting Marine, Hunts Marine, R.W.Basham, Ballina Marineland Boat Sales, and Mid Coast Marine. Our thanks also to Greg McNeill (President of Marine Teachers' Association) for his endless energy and persistence, and the NSW Government for the provision of the funding through the Water Safety Black Spot Fund.

Corrina McMillan

Education and Training Coordinator





For BIAA, 2013 was a year of developing increased cooperation between the many organisations supporting the boating sector. This brought many new ventures to fruition and delivered a number of ongoing projects that will continue into 2014 and beyond for the benefit of the industry and boaters alike.

Marine13

The most significant event for industry cooperation in 2013 was Marine13, the first international conference in Australia to bring together all segments of the boating industry, covering boating businesses, marinas and boating safety. With the objectives of providing information, education and inspiration under the tagline of boating for the future, Marine13 certainly delivered the goods, with over 450 delegates and exhibitors coming together in Sydney with the over whelming majority providing excellent positive feedback.

Marine13 was a partnership of the three segments involved, with BIAA and MIA coming together to organise and host the event, and then joined by Transport for NSW as Principal Partner. Additional partnerships on a federal level were also forged with AMSA and the ARBSC covering all aspects of the boating safety and education spectrum. As a gathering of the leading industry and government stakeholders with the ability to influence the development and success of the boating industry, Marine13 was an important event in helping shape policy and industry development priorities for coming years. 2015 will see the second edition of the conference with Marine15 presented on the Gold Coast in May 2015.

Industry partnerships

Earlier in the year, steps were taken to develop a strong partnership to represent the Australian boating industry in the global market place with BIAA coming together with AIMEX and MIA to confirm Australia's membership of the International Council of Marine Industry Associations. As the peak global body for the boating sector, ICOMIA is a key player in the development of initiatives and policies to support and promote the boating lifestyle around the world, with ICOMIA representing the industry at a number of important forums including ISO, IMO and within the European Union government system.

The Australian industry of course has a strong domestic focus, but we also have a considerable export sector, we are influential in opening up and developing new markets and boating infrastructure, particularly in Asia and the Gulf States. The need also to keep up to speed with regulatory developments in other countries which may reach our shores is an imperative for having a strong, multi-sector representation at ICOMIA. In recognition of this partnership of the three associations and his expertise in brokering relationships, ICOMIA elected Simon Cook, CEO of IC Frith, the leading industry insurance specialist and strong supporter of the boating industry, to the ICOMIA Executive Committee at the 2013 Congress in London. Simon's role provides the Australian industry with a key advocate at the highest levels of industry representation.

I boat and I vote

The Federal election in September provided the opportunity for BIAA to raise the profile of the sector – both the industry and the boating community – via a new policy platform, I boat and I vote. A very well-received campaign was undertaken with the support of the Australian Recreational Fishing Federation, on behalf of the five million-plus Australians who boat and fish every year. Every federal politician received a copy of the policy document and tens of thousands of boaters and fishers wore their "I fish, I boat and I vote" bumper stickers with pride. With associated media releases and stakeholder briefings, the messages of the campaign were heard across the country and picked up in Europe and the US: a global project to aggregate boater and boating data is now underway at the industry's international association, ICOMIA, inspired by I boat and I vote.

The campaign was highly successful with one of the key policies related to the need to revisit the management of marine national parks being taken up by the incoming Abbott Government with a commitment to suspend the management plans and review the science underpinning decision making. BIAA will continue the partnership with ARFF to represent the wider boating and fishing community and to ensure the policies put forward are implemented over the course of the parliament.

iBoat and iVote

Commercial vessel regulation

The BIAA was closely involved in the final stages of implementation of the most significant changes to the management of commercial vessels, seeing the National Law for Domestic Commercial Vessels, introduced in July. The National Law brought in for the first time a nationally consistent set of regulations and standards for commercial vessels, crew and surveyors operating around the country: however, as with any new regulation, there has been a need to review and modify initial provisions to accommodate the many and varied 'real life' examples of how the industry works. This was particularly the case for many operators who had not previously been considered commercial and for boats which had not undergone commercial survey before.

One of the most important sectors of the industry 'captured' by the National Law was the leisure craft sector, covering hire and drive houseboats, charter yachts and shared ownership/boat club-style operations. A revision of the standard underpinning the regulation of these vessels and businesses – NSCV F2 – commenced in early Spring 2013 and a strong commitment from leading industry representatives to develop a more user-friendly standard was well received by the national regulator, AMSA. A review of the qualification and accreditation requirements for surveyors was also commenced with BIAA securing a role to represent private surveyors in what was previously a very closely controlled government surveyor system. Both these standards are expected to be finalised in mid-2014.

Skills and training

As an industry reliant on a skilled workforce, changes in the Vocational Education and Training situation around the country during the year raised serious concern for the future. Some states saw their apprenticeship training options reduce or evaporate entirely and a continued focus by federal and state governments throughout 2013 on "efficiency" in the VET space further eroded the skills development capacity of the boating industry. As a national issue of utmost importance, BIAA sees securing the skilled workforce we need to drive the industry in the future as a top priority for the year ahead.

The Marine Manufacturers Forum in October in Sydney examined the solutions to this growing problem, including the need to strengthen existing and forge new partnerships between industry

and the plethora of stakeholders in the education and training world. BIAA also highlighted to Government the difficulties the industry has as a specialised, but low-volume, sector in terms of apprentice requirements. Briefings to Department of Industry officials and, toward the end of the year, the Minister for Industry, all sought to secure commitment to VET to deliver the skilled workforce needed to sustain the industry in the future.

Industry data

The annual BIAA State of Industry national survey was conducted toward the end of 2013, benefiting from an excellent level of participation from members, with 20% of the national membership completing the survey and providing invaluable feedback. The data is important in representing the scale, diversity, impact and value of the boating industry both locally and internationally, and by building on data from previous years, the 2013 survey provided the first opportunity to review year-on-year comparisons based on a consistent national question set.

The full report will be published in early 2014, however outline initial figures show a significant and dynamic industry of over 2300 companies employing more than 27,000 people and generating revenue of more than \$8.5bn. Feedback also suggests 2013 saw a turnaround which carries through into the coming year with over 80% of members forecasting growth in 2014.

Conclusion

As BIAA completed its third year of industry representation and support as the national alliance of state BIAs, it was welcome news that year-long discussions between BIANSW and BIASA about a merger of the two state associations neared fruition. All BIAA members recognise the strength to a united voice and consistent representation, with a clear focus of this being a single association to represent the industry nationally. The year ahead promises more progress in this important evolution.

Nik Parker

General Manager

Boating Industries Alliance Australia



Treasurer's report

Presented to the Annual General Meeting of the Boating Industry Association of NSW Limited (BIA), Tuesday 13 May 2014.

On behalf of the Board of Directors I present the Financial Statements for the year ended 31 December 2013.

The audited financial statements reveal a deficit from activities after income tax of \$99,744 for the year ended 31 December 2013. This compares to a deficit of \$384,414 in 2012. Difficult trading conditions for the boating industry continue to exert downward pressure on our premier event, the Sydney International Boat Show (SIBS), with less marina exhibitors and lower gross income, which continued to fall, down 4.9% from 2012, and cumulatively down 27.6% from 2011. Total income from SIBS plateaued at 2012 levels, but tight controls over spending resulted in an increased contribution from SIBS in the order of \$250,000.

The positive news is the trading result for 2013 was in line with budget projections. Total income of \$5,081,372 was 4.8% above budget, total expenses up 4.7%, resulting in a variance from the budget deficit of only \$3,722.

We do not expect conditions to improve in 2014 and the closure of the Sydney Convention & Exhibition Centre and the move to Sydney Exhibition Centre at Glebe Island will place additional pressure on our finances. The Board has approved the 2014 budget and we are expecting to report a trading deficit for the year ended 31 December 2014 of \$230,530. We face many unknowns for our first show with split venues and this may impact further on the projected deficit, but we are optimistic that we can deliver a spectacular event for the industry.

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

- Promoting boating lifestyle through sponsorship of television series and other marketing promotions, \$84,240.
- Direct advertising and promotion of BIA shows and events, \$639,150.
- Promoting the benefits of BIA membership through strategically placed advertisements.
- Continuing development of education and training as an important product for members.
- Promotion of the BIA of NSW Ltd through NSW Recreational Fishing Guides, \$5,000.
- Affiliation with Australian Business Limited to provide Members Advice Line to all financial members of the Association.
- Experiential event, Discover Sailing, \$18,190.

- Promotion of recreational boating lifestyle at Sydney International Boat Show, \$111,500.
- 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 and E-News, \$52,470.
- Projects and administrative expenses for BIA Divisions (Boat Manufacturers Association, Marine Brokers Association, Marina Association of NSW, MIMRA, Sailing Industry Association, SBA, and Trailer Boat Retailers Association), \$42,522.

The Financial Statements contained in this Annual Report have been prepared and presented in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporation Act 2001. We are required to report related party transactions between directors and the businesses they are related to. This disclosure is reported as note number 16 in Notes to the Financial Statements. These transactions with director related companies were on an arm's length basis are all business to business transactions. Income and expenses derived from the related parties would have been the same had they not been related.

The related party transactions predominantly relate to: hire of exhibition space at BIA shows and events; membership subscription fees; BIA purchase of insurance products; and licence fees to BIA. Your directors' offer their time and support to improve and develop the industry, and no remuneration is received.

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 2013 for your adoption.

Lyndon Turner
Treasurer



Financial Statements for the year ended 31 December 2013

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Directors' Report

The directors present their report together with the financial report of Boating Industry Association of New South Wales Limited ("the company") for the year ended 31 December 2013 and the auditors' report thereon.

General Information

1. Directors

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

NAME	PERIOD AS DIRECTOR
Blake, Alan – Director, Blakes Marine Pty Ltd	18 May 2004 to present
Breakspear, Bill – Owner, Breakspear Marine Services	13 February 2007 to present
Bullen, Ken – Director, K&P Bullen Pty Ltd	15 August 2011 to present
Burgess, Paul – Owner, Bluewater Marine Surveyors	08 May 2007 to present
Cook, Simon – CEO, ICF (Australia) Pty Ltd	08 May 2001 to present
Hundleby, Mathew – CMM, Gladesville Bridge Marina	11 May 2010 to present
Hunt, Jonathan – Director, Hunts Marine Pty Ltd	30 June 2009 to present
Jarvin, Michael – Director, Advanced Marina Management Pty Ltd	06 February 2008 to present
Steber, Alan – Director, Stebercraft Pty Ltd	16 October 2007 to present
Stocks, Shannon – Director, Zoka Holdings Pty Ltd	3 June 2013 to present
Tsacalos, James – Partner, A&J Outboard & Boating Services	08 May 2012 to 3 June 2013
Turner, Lyndon – CEO, NM Insurance Pty Ltd	3 June 2013 to present
Vaux, Darren – Director, Empire Marina Bobbin Head Pty Ltd	05 June 2006 to present
Wise, Terrence – Director, Pacific Sailing School Pty Ltd	12 May 2010 to present

2. Short and long-term objectives

- Promotion of the boating industry to its members and the public.
- Promote safe recreational boating to the public as the preferred lifestyle choice.
- Management and maintenance of committees: boat shows; legislation; facilities; safety; promotion; training; and special subgroups.
- Work closely with government, marine organisations and other interest groups to increase the industries effectiveness.
- Conduct and promote boat shows reflecting the size and importance of the industry and its membership.
- Maintain an active industry association for the benefit of businesses with the recreational boating industry.

3. Strategy for achieving objectives

- Regular scheduled Board and Committee meetings to deal with industry issues.
- Conduct on-going and varied consumer targeted promotional and communication campaigns that deliver the messages concerning the boating lifestyle.
- Structure the committee and staff structure into need fulfilling groups and tasks.
- Create and maintain open lines of communication with government representatives and other stakeholders for the benefit of the industry.
- Conduct objective fulfilling boat shows and experiential marketing campaigns that allow both the member and visitor to fulfil their business or personal needs.

4. Key performance indicators used to assess achievement of objectives

- Timely review of actual results to budget, forecast and previous years. This ensures the short and long term objectives are achieved within planned financial constraints.
- All meetings are minuted and presented at each Board meeting for review. Each Board and Committee will meet for a minimum number of meetings as outlined in the constitution or charter of each.
- Evaluation of the communication campaign annually to determine reach and frequency of the message.

14. Meetings of Directors

During the financial year meetings were held. Attendances by each director during the year were as follows:

Directors' Meetings		
	Eligible to attend	Number attended
Vaux, Darren	7	5
Cook, Simon	7	4
Tsacalos, James	3	0
Breakspear, Bill	7	6
Blake, Alan	7	7
Bullen, Ken	7	7
Burgess, Paul	7	6
Hunt, Jonathan	7	6
Jarvin, Michael	7	7
Steber, Alan	7	5
Hundleby, Matthew	7	6
Wise, Terrence	7	6
Stocks, Shannon	4	3
Turner, Lyndon	4	3

Signed in accordance with a resolution of the directors:



Alan Blake

President



Lyndon Turner

Treasurer

Dated: 7 May 2014

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

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

I declare that, to the best of my knowledge and belief, in relation to the audit of the financial year ended 31 December 2013 there have been:

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

KS Black & Co

Chartered Accountants



Faizal Ajmat

Partner

Dated: 7 May 2014

Independent Auditors' Report to the Members of Boating Industry Association of New South Wales Limited

Report on the Financial Report

We have audited the accompanying financial report of Boating Industry Association of New South Wales Limited ("the company") which comprises the statement of financial position as at 31 December 2013, the statement of profit or loss and other comprehensive income, statement of changes in accumulated funds, and statement of cash flows for the year ended on that date, a summary of significant accounting policies and other explanatory notes, and the directors' declaration of the company.

Directors' Responsibility for the Financial Report

The directors of the company are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Act 2001. This responsibility includes establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error, selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances. In note 2(a), the directors also state, in accordance with Australian Accounting Standards AASB 101 Presentation of Financial Statements, that the financial report of the company, comprising the financial statements and notes, complies with International Financial Reporting Standards.

Auditors' Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditors' judgement, including the assessment of risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

We believe the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Independence

In conducting our audit, we have complied with the independence requirements of the Corporations Act 2001. We confirm that the independence declaration required by the Corporations Act 2001, provided to the directors of Boating Industry Association of New South Wales Limited, would be in the same terms if provided to the directors as at the date of this auditor's report.

Auditor's Opinion

In our opinion:

- a) the financial report of 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 2013 and of its performance for the financial year ended on that date; and
 - ii complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001.
- b) the financial report of the company also complies with International Financial Reporting Standards as disclosed in note 2(a).

KS Black & Co

Chartered Accountants



Faizal Ajmat

Partner
Sydney

Dated: 7 May 2014

Directors' Declaration

In the opinion of the directors of Boating Industry Association of New South Wales Limited:

- a) the financial statements and notes, set out on pages 39 to 53, are in accordance with the Corporations Act 2001, including:
 - i giving a true and fair view of the financial position of the company as at 31 December 2013 and of its performance, as represented by the results of its operations and its cash flows for the financial year ended on that date; and
 - ii complying with Accounting Standards and the Corporations Regulations 2001; and
- b) the financial report also complies with International Financial Reporting Standards as disclosed in note 2(a); and
- c) there are reasonable grounds to believe that the company will be able to pay its debts as and when they become payable.

Signed in accordance with a resolution of the directors:



Alan Blake
President



Lyndon Turner
Treasurer

Dated: 7 May 2014

Directors' Declaration

In the opinion of the directors of Boating Industry Association of New South Wales Limited:

- a) the financial statements and notes, set out on pages 39 to 53, are in accordance with the Corporations Act 2001, including:
 - i giving a true and fair view of the financial position of the company as at 31 December 2013 and of its performance, as represented by the results of its operations and its cash flows for the financial year ended on that date; and
 - ii complying with Accounting Standards and the Corporations Regulations 2001; and
- b) the financial report also complies with International Financial Reporting Standards as disclosed in note 2(a); and
- c) there are reasonable grounds to believe that the company will be able to pay its debts as and when they become payable.

Signed in accordance with a resolution of the directors:



Alan Blake
President



Lyndon Turner
Treasurer

Dated: 8 April 2014

Statement of Profit or Loss and Other Comprehensive Income For the Year Ended 31 December 2013

	Note	2013 \$	2012 \$
Revenue	4	4,651,384	4,618,743
Other income	4	329,461	295,936
Total income		4,980,845	4,914,679
Cost of sales, operations, shows and promotions		(3,561,866)	(3,788,547)
Depreciation expense	5	(101,382)	(97,109)
Employee benefits expense	5	(798,383)	(821,011)
Advertising – consumer marketing		(102,426)	(122,399)
Insurance		(50,528)	(48,511)
Subscription fees		(85,926)	(87,265)
Education and training		(5,315)	(41,304)
Other expenses		(459,195)	(419,014)
Total Expenses		(5,165,021)	(5,425,160)
Finance income			
Interest received		100,527	146,093
(Deficit)/Surplus before income tax		(83,649)	(364,388)
Income tax expense	6	(16,095)	(20,026)
(Deficit)/Surplus for the year		(99,744)	(384,414)
Other Comprehensive Income for the year			
Net fair value gain / (loss) on available-for-sale financial assets		289,979	187,474
Total Comprehensive Income for the year		190,235	(196,940)

The above should be read in conjunction with the accompanying notes

Statement of Financial Position

As at 31 December 2013

	Note	2013 \$	2012 \$
ASSETS			
Current assets			
Cash and cash equivalents	7	2,167,252	2,223,809
Trade and other receivables	8	329,750	429,997
Other assets	9	66,366	53,832
Total current assets		2,563,368	2,707,638
Non-current assets			
Other financial assets	11	1,585,628	1,295,649
Property, plant and equipment	10	1,800,048	1,870,406
Total non-current assets		3,385,676	3,166,055
Total Assets		5,949,044	5,873,693
LIABILITIES			
Current liabilities			
Trade and other payables	12	186,216	333,309
Deferred income	14	26,035	21,470
Employee entitlements provision	13	99,147	104,045
Total current liabilities		311,398	458,824
Non-current liabilities			
Employee entitlements provision	13	147,568	115,026
Total non-current liabilities		147,568	115,026
Total Liabilities		458,966	573,850
Net Assets		5,490,078	5,299,843
Accumulated Funds			
Reserves	15	314,910	(111,269)
Accumulated Surplus		5,175,168	5,411,112
Total Accumulated Funds		5,490,078	5,299,843

The above should be read in conjunction with the accompanying notes

Statement of Changes in Accumulated Funds For the Year Ended 31 December 2013

2012	Note	Accumulated Surplus \$	Reserves \$	Total \$
Balance at 1 January 2012		5,795,526	(298,743)	5,496,783
Total Comprehensive Income for the year				
(Deficit)/Surplus for the year		(384,414)	-	(384,414)
Net fair gain adjustments on available-for-sale financial assets			187,474	187,474
Balance at 31 December 2012		5,411,112	(111,269)	5,299,843

2013	Note	Accumulated Surplus \$	Reserves \$	Total \$
Balance at 1 January 2013		5,411,112	(111,269)	5,299,843
Total Comprehensive Income for the year				
(Deficit)/Surplus for the year		(99,744)	-	(99,744)
Net fair gain on available-for-sale financial assets		-	289,979	289,979
Balance at 31 December 2013		5,311,368	178,710	5,490,078

The above should be read in conjunction with the accompanying notes

Statement of Cash Flows

For the Year Ended 31 December 2013

	Note	2013 \$	2012 \$
Cash from operating activities			
Receipts from customers		5,478,930	5,406,147
Payments to suppliers and employees		(5,616,560)	(5,804,758)
Interest received		100,527	146,093
Net cash (used in)/provided by operating activities	19(b)	(37,103)	(252,518)
Cash flows from investing activities			
Payments for plant and equipment		(19,454)	(145,823)
Net cash used in investing activities		(19,454)	(145,823)
Net (decrease)/increase in cash and cash equivalents held		(56,557)	(398,341)
Cash and cash equivalents at the beginning of the financial year		2,223,809	2,662,150
Cash and cash equivalents at the end of the financial year	19(a)	2,167,252	2,223,809

The above should be read in conjunction with the accompanying notes

Notes to the Financial Statements

For the Year Ended 31 December 2013

1. Reporting Entity

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 is 53 Hume Street, Crows Nest NSW 2065.

The principal activity of the company is the promotion of the boating industry in New South Wales.

2. Significant accounting policies

The financial report is a general purpose financial report which has been prepared in accordance with Australian Accounting Standards ("AASBs") (including Australian Interpretations) adopted by the Australian Accounting Standards Board ("AASB") and the Corporations Act 2001. The financial report of the company complies with International Financial Reporting Standards ("IFRSs") and interpretations adopted by the International Accounting Standards Board ("IASB").

(a) Basis of Measurement

The financial report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards (including Australian Accounting Interpretations) of the Australian Accounting Standards Board and the Corporations Act 2001.

Australian Accounting Standards set out accounting policies that the AASB has concluded would result in a financial report containing relevant and reliable information about transactions, events and conditions. Compliance with Australian Accounting Standards ensures that the financial statements and notes also comply with International Financial Reporting Standards. Material accounting policies adopted in the preparation of this financial report are presented below and have been consistently applied unless otherwise stated.

The financial report has been prepared on an accruals basis and is based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

(b) Cash and cash equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within short-term borrowings in current liabilities on the statement of financial position.

(c) Property, plant and equipment

Property – cost basis

Freehold land and buildings are measured on a cost basis.

Plant and equipment

Plant and equipment are measured on the cost basis less depreciation.

Depreciation

The depreciable amount of all fixed assets including buildings and capitalised leased assets, but excluding freehold land, is depreciated on a straight-line basis over their useful lives to the company commencing from the time the asset is held ready for use.

The depreciation rates used for each class of depreciable assets are:

Buildings	2.0% - 2.5%
Plant and Equipment	10% - 30%
Furniture, Fixtures and Fittings	10% - 30%

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance date.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These gains and losses are included in the statement of comprehensive income. When revalued assets are sold, any amounts included in the revaluation reserve relating to that asset are transferred to retained earnings.

(d) Inventories

Inventories are measured at the lower of cost and net realisable value. Costs are assigned using the specific identification basis.

Notes to the Financial Statements

For the Year Ended 31 December 2013

(e) Financial Instruments

Initial recognition and measurement

Financial assets and financial liabilities are recognised when the company becomes a party to the contractual provision to the instrument. For financial assets, this is the equivalent to the date that the company commits itself to either the purchase or the sale of the asset (i.e. trade date accounting is adopted).

Financial instruments are initially measured at fair value plus transaction costs, except where the instrument is classified 'at fair value through profit or loss', in which case transaction costs are expensed to profit or loss immediately.

Classification and subsequent measurement

Financial instruments are subsequently measured at either of fair value, amortised cost using the effective interest rate method, or cost. Fair value represents the amount for which an asset could be exchanged or a liability settled, between knowledgeable, willing parties. Where available, quoted prices in an active market are used to determine fair value. In other circumstances, valuation techniques are adopted.

Amortised cost is calculated as:

- a. the amount at which the financial asset or financial liability is measured at initial recognition;
- b. less principal repayments;
- c. plus or minus the cumulative amortisation of the difference, if any, between the amount initially recognised and the maturity amount calculated using the effective interest method; and
- d. less any reduction for impairment.

The effective interest method is used to allocate interest income or interest expense over the relevant period and is equivalent to the rate that exactly discounts estimated future cash payments or receipts (including fees, transaction costs and other premiums or discounts) through the expected life (or when this cannot be reliably predicted, the contractual term) of the financial instrument to the net carrying amount of the financial asset or financial liability. Revisions to expected future net cash flows will necessitate an adjustment to the carrying value with a consequential recognition of an income or expense in profit or loss.

The company does not designate any interest as being subject to the requirements of accounting standards specifically applicable to financial instruments.

(i) Financial assets at fair value through profit or loss

Financial assets are classified at 'fair value through profit and loss' when they are either held for trading for the purpose of short-term profit taking, derivatives not held for hedging purposes, or when they are designated as such to avoid an accounting mismatch or to enable performance evaluation where a group of financial assets is managed by key management personnel on a fair value basis in accordance with a documented risk management or investment strategy. Such assets are subsequently measured at fair value with changes in carrying value being included in profit or loss.

(ii) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are quoted in an active market and are subsequently measured at amortised cost.

Loans and receivables are included in current assets, except for those which are not expected to mature within 12 months after the end of the reporting period. (All other loans and receivables are classified as non-current assets.)

(iii) Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets that have fixed maturities and fixed or determinable payments, and it is the company's intention to hold these investments to maturity. They are subsequently measured at amortised cost.

Held-to-maturity investments are included in non-current assets, except for those which are expected to mature within 12 months after the end of the reporting period. (All other investments are classified as current assets.)

If during the period the company sold or reclassified more than an insignificant amount of the held-to-maturity investments before maturity, the entire held-to-maturity investments category would be tainted and reclassified as available-for-sale.

(iv) Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are either not suitable to be classified into other categories of financial assets due to their nature, or they are designated to such by management. They comprise investments in the equity of other entities where there is neither a fixed or determinable payments.

Notes to the Financial Statements

For the Year Ended 31 December 2013

Available-for-sale financial assets are included in non-current assets, except for those which are expected to mature within 12 months after the end of the reporting period. (all other financial assets are classified as current assets)

(v) **Financial liabilities**

Non-derivative financial liabilities (excluding financial guarantees) are subsequently measured at amortised cost.

Available-for-sale financial assets

Available-for-sale financial assets include any financial assets not included in the above categories. Available-for-sale financial assets are reflected at fair value. Unrealised gains and losses arising from changes in fair value are taken directly into equity.

Fair value

Fair value is determined based on current bid prices for all quoted investments or the 'exit value' of units in managed funds.

Impairment

At each reporting date, the company assesses whether there is objective evidence that a financial instrument has been impaired. In the case of available-for-sale financial instruments, a prolonged decline in the value of the instrument is considered to determine whether an impairment has arisen. Impairment losses are recognised in the statement of profit or loss and other comprehensive income.

(f) **Employee benefits**

Provision is made for the company's liability for employee benefits arising from services rendered by employees to balance date. Employee benefits that are expected to be settled within one year have been measured at the amounts expected to be paid when the liability is settled, plus related on-costs. Employee benefits payable later than one year have been measured at present value of the estimated future cash flows to be made of those benefits.

(g) **Provisions**

Provisions are recognised when the company has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured.

(h) **Income taxes**

Under the provisions of the Income Tax Assessment Act, income and expenses wholly applicable to members of the company are not brought to account for the purposes of calculating the income or loss for tax purposes. The income, for tax purposes, has been calculated based on the company's net income and expenses not attributable to members.

Deferred tax is accounted for using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liability and their carrying amounts in the financial statements. No deferred income tax will be recognised from the initial recognition of an asset or liability, excluding a business combination, where there is no effect on accounting or taxable profit or loss.

Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised or liability is settled. Deferred tax is credited in the statement of comprehensive income except where it relates to items that may be credited directly to equity, in which case the deferred tax is adjusted directly against equity.

Deferred income tax assets are recognised to the extent that it is probable that future tax profits will be available against which deductible temporary differences can be utilised.

(i) **Revenue**

Subscriptions

Subscriptions are brought to account when receivable from existing or new members of the company.

Interest Income

Interest income is recognised as it accrues.

Rent income

Rent income is recognised when the fee in respect of rental services provided is receivable.

Other income

Income from other sources is recognised when the fee in respect of other products or services provided is receivable.

Notes to the Financial Statements

For the Year Ended 31 December 2013

(j) Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

Cash flows are presented in the statement of cash flows on a gross basis, except for the GST component of investing and financing activities, which are disclosed as operating cash flows.

(k) Trade and other receivables

The company provides an allowance for losses on trade receivables based on a review of the current status of existing receivables and management's evaluation of periodic aging of accounts.

(l) Trade and other payables

These amounts represent liabilities for goods and services provided to the company prior to the end of the financial year which are unpaid. The amounts are unsecured and are usually paid within 30 days of recognition.

(m) Impairment of assets

At each reporting date, the company reviews the carrying values of its tangible and intangible assets to determine whether there is any indication that those assets have been impaired. If such an indication exists, the recoverable amount of the asset, being the higher of the asset's fair value less costs to sell and value in use, is compared to the asset's carrying value. Any excess of the asset's carrying value over its recoverable amount is expensed to the statement of comprehensive income.

(n) Use of estimates and judgements

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revision to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

(o) New standards and interpretations not yet adopted

There are no standards, amendments to standards and interpretations that have been identified which would have a material impact on the financial statements.

3. Determination of fair values

A number of the company's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and / or disclosure purposes based on the following methods. Where applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

Investments in equity and debt securities

The fair value of financial assets at fair value for the company being available-for-sale financial assets is determined by reference to their quoted bid price at the reporting date or the 'exit value' of units in managed funds.

Trade and other receivables

The fair value of trade and other receivables is estimated as the present value of future cash flows, being the invoiced amount less a provision for inability to collect.

Notes to the Financial Statements

For the Year Ended 31 December 2013

4. Revenue and other income

	2013 \$	2012 \$
Marine Industry Mechanical Repairers Association	2,536	3,308
Members Subscriptions	191,222	193,037
Regional Boat Shows	179,129	175,127
Shipwrights and Boat Builders Association	5,699	7,916
Sydney Boat Show	4,272,798	4,239,355
Revenue from operations	4,651,384	4,618,743
Fund distributions received	27,028	26,436
License fees	50,014	54,834
Other income	252,419	214,666
Other income	329,461	295,936
Total income	4,980,845	4,914,679

5. Expenses

Depreciation	101,382	97,109
Employee benefits expense:		
Other employee expenses	24,998	25,813
Employee entitlements	27,644	34,425
Superannuation	67,987	71,870
Salaries and wages	677,754	688,903
Total employee benefits expense	798,383	821,011

6. Income tax expense

(Deficit)/Surplus before income tax expense	(83,649)	(364,388)
Tax at the Australian tax rate of 30% (2009:30%)	(25,095)	(109,316)
Net non-assessable income / non-deductible expenses	41,190	129,342
Income tax (expense)/benefit	16,095	20,026

7. Cash and cash equivalents

CURRENT		
Cash on hand	300	300
Bank balances	468,064	146,053
Short term deposits	1,698,888	2,077,456
	2,167,252	2,223,809

Notes to the Financial Statements

For the Year Ended 31 December 2013

8. Trade and other receivables

	2013 \$	2012 \$
CURRENT		
Trade receivables	17,322	76,123
Provision for impairment of receivables	-	-
	17,322	76,123
Loan – BIA of SA	250,000	200,000
Advance – BoatsOnSale	-	7,500
Other receivables	62,428	146,374
	329,750	429,997

9. Other assets

CURRENT		
Prepayments	66,366	53,832
	66,366	53,832

10. Property, plant and equipment

NON-CURRENT		
Freehold land – at cost	1,000,000	1,000,000
Building		
53 Hume St, Crows Nest – at cost	951,649	933,667
Less: accumulated depreciation	(228,403)	(206,965)
	723,246	726,701
Plant and equipment – at cost	463,724	462,252
Less: accumulated depreciation	(386,922)	(318,547)
	76,802	143,705
Total property, plant and equipment	1,800,048	1,870,406

Notes to the Financial Statements

For the Year Ended 31 December 2013

(a) Movements in Carrying Amounts

	Land \$	Buildings \$	Plant & Equipment \$	Total \$
Prior Year				
Balance at the beginning of year	1,000,000	745,319	60,149	1,805,468
Additions	-	-	145,823	145,823
Depreciation expense	-	(18,618)	(78,491)	(97,109)
Write backs	-	-	16,224	16,224
Carrying amount at end of year	1,000,000	726,701	143,705	1,870,406

Current Year				
Balance at the beginning of year	1,000,000	726,701	143,705	1,870,406
Additions	-	17,982	1,472	19,454
Depreciation expense	-	(21,438)	(79,944)	(101,382)
Write backs			11,570	11,570
Carrying amount at end of year	1,000,000	723,246	76,802	1,800,048

All items of property, plant and equipment are free from encumbrances such as mortgages. No items have been used as security for borrowings.

11. Other financial assets

Available-for-sale Financial Assets Comprise:

	2013 \$	2012 \$
NON-CURRENT		
Asgard eWrap Investments	1,585,628	1,295,649
Reconciliation		
Cost	1,382,289	1,382,289
Available-for-sale investments revaluation reserve	203,339	(86,640)
	1,585,628	1,295,649

12. Trade and other payables

CURRENT		
Trade payables and accruals	194,458	323,150
GST payable	(8,242)	10,159
	186,216	333,309

Notes to the Financial Statements

For the Year Ended 31 December 2013

13. Employee benefits

	2013 \$	2012 \$
CURRENT		
Annual and long service leave	99,147	104,045
NON-CURRENT		
Long service leave	147,568	115,026

Movements in carrying amounts

	Annual Leave \$	Long service leave \$	Total \$
Opening balance at 1 January 2013	104,045	115,026	219,071
Additional provisions	(4,898)	32,542	27,644
Balance at 31 December 2013	99,147	147,568	246,715

14. Deferred income

	2013 \$	2012 \$
CURRENT		
Unearned income	26,035	21,470

15. Reserves

Capital profits reserve	111,571	111,571
Available-for-sale investments revaluation reserve	203,339	(222,840)
	314,910	(111,269)

Nature and purpose of reserve:

Capital profits reserve

Upon disposal of revaluated assets, any related revaluation increment standing to the credit of the asset revaluation reserve is transferred to the capital reserve.

Available-for-sale investments revaluation reserve

Changes in the fair value and exchange differences arising on translation of investments, such as equities, classified as available-for-sale financial assets, are taken to the available-for-sale investments revaluation reserve. Amounts are recognised in profit and loss when the associated assets are sold or impaired.

Notes to the Financial Statements

For the Year Ended 31 December 2013

16. Related Party disclosures

(a) Directors

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

Blake, Alan (President)
 Breakspear, Bill
 Bullen, Ken
 Burgess, Paul
 Cook, Simon (Vice President)
 Hundleby, Matthew
 Hunt, Jonathon
 Jarvin, Michael
 Steber, Alan
 Stocks, Shannon
 Tsacalos, James
 Turner, Lyndon (Treasurer)
 Vaux, Darren
 Wise, Terrence

(b) Directors remuneration

\$5,000 was expended on the President's annual allowance for the year ended 31 December 2013. As at 31 December 2013 a cumulative amount of \$6,277 is accrued.

(c) 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.

	Sales to related parties \$	Purchases from related parties \$
Related Party:		
Director related companies:		
Blakes Marine Pty Ltd	93,795	4,889
Breakspear Marine Services	459	
K & P Bullen Pty Ltd	14,812	
Bluewater Marine Surveyors	459	
ICF (Australia) Pty Ltd	11,177	30,358
Motor Yacht Marine Holdings Pty Ltd	1,085	
Zoka Holdings Pty Ltd	459	
NM Insurance Pty Ltd	5,229	920
Hunts Marine Pty Ltd	83,582	22,029
Advanced Marina Management Pty Ltd	10,969	
Stebercraft Pty Ltd	2,642	
Empire Marina Bobbin Head Pty Ltd	618	
Pacific Sailing School Pty Ltd	3,594	

(d) Normal course of business

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.

Notes to the Financial Statements

For the Year Ended 31 December 2013

17. Key Management personnel compensation

The compensation paid, payable or otherwise provided to the key management personnel of the company is composed of:

	Short-term benefits \$	Post-employment benefits \$	Other long-term benefits \$	Total \$
2012				
Total compensation	198,199	25,000	4,914	228,113
2013				
Total compensation	200,698	30,000	7,302	238,000

18. Auditors' remuneration

	2013 \$	2012 \$
Remuneration of the auditor of the company for:		
- Audit of financial report	9,845	9,339
- Other services	2,110	-
	11,955	9,339

19. Cash flow information

(a) Reconciliation of cash

Cash and cash equivalents at the end of the financial year as shown in the statement of cash flows is reconciled to items in the statement of financial position as follows:

	2013 \$	2012 \$
Cash on hand	300	300
Cash at bank	468,064	146,053
Short-term deposits	1,698,888	2,077,456
	2,167,252	2,223,809

Notes to the Financial Statements

For the Year Ended 31 December 2013

19. Cash flow information

	2013 \$	2012 \$
(b) Reconciliation of net cash from operating activities with (deficit)/surplus for the year		
(Deficit)/Surplus for the year	(99,744)	(384,414)
Non-cash flows in surplus/(deficit)		
Depreciation	101,382	97,109
Changes in Assets and Liabilities		
Change in trade and other receivables	100,247	(82,918)
Change in other assets	(12,534)	70,366
Change in trade and other payables	(158,663)	12,533
Change in unearned income	4,565	381
Change in provision for employee benefits	27,644	34,425
Net cash (used in)/provided by operating activities	(37,103)	(252,518)

20. Members' liability

Every member of the company undertakes to contribute to the assets of the company, in the event of the same being wound up while he is a member, or within one year after he ceases to be a member, for payment of the debts and liabilities of the company contracted before he ceases to be a member, and of the costs, changes and expenses of winding up and for the adjustment of the rights of the contributories among themselves, such amount as may be required, not exceeding twenty dollars (\$20.00). At 31 December 2013 there were 494 corporate members (31 December 2012: 518 corporate members).

21. Expenditure commitments

The company has one expenditure commitment in relation to venue hire during 2014.

Royal Agricultural Society of NSW \$105,750

All amounts are recorded excluding GST.



Boating Industry Association
of NSW Ltd

BOATING INDUSTRY ASSOCIATION OF NEW SOUTH WALES LTD

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