



Boating Industry Association

# ANNUAL REPORT

— 2014 —

OF THE NSW COUNCIL  
OF  
THE BOATING INDUSTRY ASSOCIATION OF NSW & SA LTD



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Boating Industry Association of NSW & SA 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.

# Boating Industry Association of NSW Council of The Boating Industry Association of NSW & SA

## PRESIDENT

**Alan Blake**  
Blakes Marine Pty Ltd

## VICE-PRESIDENT

**Simon Cook**  
IC Frith & Associates

## TREASURER

**Lyndon Turner**  
NM Insurance Pty Ltd

NSW

## COUNCILLORS

**Ken Bullen** K & P Bullen Pty Ltd  
**Bill Breakspear** Breakspear's Marine Services  
**Paul Burgess** Bluewater Marine Surveyors  
**David Randall** Royal Prince Alfred Yacht Club  
**Jon Hunt** Hunts Marine Pty Ltd

**Michael Jarvin**  
**Alan Steber**  
**Shannon Stocks**  
**Terry Wise**

Advanced Marina Management Pty Ltd  
Stebercraft Pty Ltd  
Zoka Holdings Pty Ltd  
Pacific Sailing School Pty Ltd

NSW

## BOARD OF DIRECTORS

**Alan Blake** (Blakes Marine Pty Ltd) President  
**Rob Cuming** (Christies Beach Marine) Vice President  
**Lyndon Turner** (NM Insurance Pty Ltd) Treasurer

## DIRECTORS

**George Bolton**  
**Simon Cook**  
**Andrew Hayes**  
**Michael Jarvin**  
**Peter Tucker**

Bill's Motorcycles  
I.C. Frith & Associates  
Hallet Australia Pty Ltd  
Advanced Marina Management Pty Ltd  
Houseboat Hirers Association Inc

NSW & SA

## BIA NSW Divisions

### Marina Association of NSW

David Randall  
**Chair**

Marcus Anketell  
(to August 2014)  
Les Binkin  
Brett Bolton  
Jocelyn Buskens  
Gary Charlwood  
Bruce Davis  
Andrew Fenwick  
Tony Griffin  
Matthew Hundleby  
Michael Jarvin  
Jeremy Lawrance  
Ned O'Neil

### Shipwrights and Boatbuilders Association of NSW

Paul Burgess  
**President**

Kane Banister  
Michael Bartley  
Anthony Header  
Jeff Hodgson  
Dave Reimer  
Mark Schmidt  
Ray Simpson  
Mitch Spooner  
Warwick Thomson  
(to March 2014)  
Marcel Vaarzon-  
Morel

### Marine Industry Mechanical Repairers Association of NSW

Shannon Stocks  
**President**

Bill Breakspear  
**Vice-President**  
Stephen Callaghan  
Ian Coops  
Tyler de Jager  
Hamish Hooke  
Robert Oomen  
Reg Sorensen  
James Tsacalos

### Sailing Industry Association of NSW

Terry Wise  
**Chair**

David Edwards  
Ian Lindsay  
Andrew Parkes  
David Kellett  
Peter Rendle  
John Sturrock  
Phil Yeomans

### Marine Brokers Association of NSW

Michael Jarvin  
**Chair**

Andrew Coffey  
Michael Joyce  
Paul Miletta  
David Renouf  
Nicky Vaux  
Adam Waters

### Trailer Boat Retailers Association

Ken Bullen  
**Chair**

Neal Aitken  
Alan Blake  
Alex Dunlop  
David Hazlett  
Jon Hunt  
Peter Padmos  
James Tsacalos

### Boat Manufacturers Association of NSW

Alan Steber  
**Chair**

Robert Flack  
Steve Howe  
Les Webster

NSW

## 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

### CRM & Communications Coordinator

Ben Schionning (from May 2014)

### 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

NSW

## Consultants

### Auditors

K S Black & Co.

### Solicitors

Bull, Son & Schmidt & Madison Marcus

## Partners

I.C. Frith & Associates promoting BIA Marine Insurance

NSW

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

In 2014 the Boating Industry Association of NSW and the Boating Industry Association of SA membership approved and provided their support for a bilateral merger which took place on 2nd October 2014. The Boating Industry Association of NSW 1970 constitution was rescinded and replaced with a new modern constitution and framework to develop a new model for boating industry representation and provision of member services. The name of the company was changed to the Boating Industry Association of NSW & SA Ltd.

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 Boats 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 Boating Industries Alliance Australia, 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.

# PRESIDENT'S ANNUAL REPORT

OF BIA NSW COUNCIL OF  
THE BOATING INDUSTRY ASSOCIATION OF NSW & SA LTD

2014

## Message from our President of the NSW Council Alan Blake

### Fellow Industry Colleagues and Boating Industry Participants

It is with much pleasure, on behalf of our NSW Councillors and all of our Divisional Committee Chairman and Members I present to you my second Annual Report and the very first Report for the NSW Council of Boating Industry Association of NSW & SA Ltd., our new merged Association for the year ended 31st December, 2014.

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 2014. My role has greatly expanded being President of the BIA NSW Council, President of the Boating Industry Association of NSW & SA Ltd., taking up a Directorship on the Boating Industry Alliance of Australia (BIAA), and a representative on the NSW Roads & Maritime Ministerial Advisory Council which is chaired by Past-President Darren Vaux. Certainly challenging times but an opportunity to contribute and give back to this great industry.

2014 was a very active and challenging year and certainly historic with the bilateral merger between **BIA NSW Ltd. and BIA SA Inc.** creating a new united Association to enhance our services and advocacy to ensure BIA represents the entire industry and promotes the boating lifestyle. This year has also been significant for the challenges created by managing two temporary split venues for the **Sydney International Boat Show**, the establishment of **Watsons Bay Pilot Station Boating Safety Education Centre** and strong relationships and outcomes with **NSW Government and Departments**.

**The landmark decision for a bilateral merger between the BIAs of NSW and SA** has ushered in changes in the name of the Association, completely new Constitution, defined responsibilities of State Councils and a new combined Board of Directors. Changes in administration, event and operational process which are all being worked through to deliver a strong partnership to strengthen our combined membership, deliver advocacy, promote and protect the recreational boating industry. The **BIA NSW Council** and likewise the **BIA SA Council** have the purpose to:

- Provide operational and administrative guidance to activities of BIA in the State;
- Promote member involvement in the State;

- Promote the interests of the BIA in the State;
- Report to the Board on activities within the State and make recommendations;
- Nominate Directors from the State to the Board of Directors.

The Board of Directors are responsible for the control, ultimate management and conduct of the Boating Industry Association of NSW & SA Ltd. Directors have spent considerable time on the administrative and operational amalgamation and commenced development of a Strategic Plan for 2015-2020. Much care has been taken to ensuring the success of the merger to deliver a foundation for improved efficiencies and services and setting up a solid platform for future BIA State mergers to achieve a key objective of a single national entity for the industry.

Collaboration and consultation has been front and centre in preparation and delivery of the **Sydney International Boat Show (SIBS)** after the closure of the Sydney Convention Centre home to our Show for 25 years. BIA engaged in a process to dismantle every aspect of SIBS and developed plans to present 2014 edition with land based exhibits at the Sydney Exhibition Centre @Glebe Island and our marina display in Cockle Bay Darling Harbour. This involved new floor plans, transport plans, ticketing and security plans for two locations and totally new move-in and move-out schedules that presented a tremendous challenge. Facility flaws and inadequate transport infrastructure had to be overcome. BIA was determined with member and exhibitor support to deliver our principle showcase and industry economic driver, with minimum disruption to support the recreational boating industry.

For the 2014 Sydney International Boat Show the Partnership contributions and assistance of the Transport for NSW Maritime Management Centre was outstanding and much appreciated by our Industry members. The team led by Howard Glenn gave us valuable assistance in the planning process and helped secure the support of the Department of Premier in Cabinet transport



## President's Report Cont.

planning and co-ordination of other Government agencies was significant. The BIA values the strategic and campaign support of the Maritime Management Centre. We are extremely grateful to the NSW Government for their commitment and financial support together with the staff at the Sydney Exhibition Centre for their expertise and support.

BIAs General Manager Roy Privett was elected to the Executive Committee of the **International Federation of Boat Show Organisers (IFBSO)**. The IFBSO represents the world's largest and most prestigious Boat Shows and Sydney International Boat Show has the highest recognition of **Platinum Membership**. SIBS is the only Show in the Southern Hemisphere to achieve the status of Platinum Membership. Members must abide by a Code of Excellence in their operations and standards they offer exhibitors and IFBSO provides a platform for shows to benchmark each other and exchange of ideas.

Our **Sydney Trailer Boat Show** has now successfully operated at Olympic Park at Homebush in 2014 and in October 2014 BIA introduced a week of boating promotions with **Discover Boating Week** which secured widespread member participation across the industry.

The **Marketing Programs, Promotions and Events Section of the Annual Report prepared by Domenic Genua** BIAs Marketing and Events Manager will give you further detail on the events successfully delivered throughout 2014.

### **Watsons Bay Pilot Station Boating Safety Education Centre.**

This project is now a reality. BIA in partnership with the Maritime Management Centre and Roads and Maritime Services at Transport for NSW has delivered a state of the art **Boating Education Centre** designed to provide people with lifelong boating safety skills and habits. The Centre has now moved into its operational role with trials being conducted and will be providing training facilities from June 2015 to a range of organisations and High School students via the Boat Smart Program. BIA will manage the site under licence from RMS. This is a tremendous project dedicated to the promotion of boating safety. It is an outstanding facility in which we all can take a lot of pride in this achievement. We sincerely thank all involved in the Steering Committee, Transport for NSW in renovating the facility and NSW Ministry for Police & Emergency Services in providing financial grants under the Water Safety Black Spot Fund, which allowed BIA to equip the Centre with boats and training equipment, and continue to support the **Boat Smart Program** in collaboration with the Marine Teachers Association. The Centre becomes the sixth Boat Smart Training Hub along the NSW Coast.

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 on Watsons Bay Education Centre, Marine Card Training, launch of An on-line Marine Card Refresher Course and the development of an Access Management System currently on trial at a number of marinas.

**BIA Division and Member Support and Development Reports.** BIA throughout 2014 managed seven divisions devoted to their particular sector of the industry. BIA division activities are

vitaly 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 NSW Council. Division activities are separately reported upon by **Alan Barrett Manager BIA Divisions**. Membership benefits and services and activities are a crucial focus for BIA and are being rolled out to members in South Australia. These activities are separately reported upon by **Aaron McKenna, Membership Support and Development**.

As part of our Member Report Card BIA had a strong year delivering a wide range of activities and advocacy in representing and supporting our industry and issues under review. This attests to the broad nature of our industry and issues being addressed.

### **Boating Industries Alliance of Australia (BIAA).**

BIAA is our national federation of State BIAs delivering a range of advocacy initiatives at a national level and co-ordinating BIA activities as required. I'm pleased to advise you that we are working with our counterparts on the BIAA Board to develop an approach and address the many issues that the boating industry face at a Federal level today and going into the future. The current focus has been upon Skills and Training, Commercial Vessel Regulations and Industry Development.

A continuing BIAA initiative is a political advocacy role to ensure Federal Politicians recognise the size of our industry and the importance of the boating industry to the economy and social and recreational amenity.





BIAA is our industries conduit on the international scene with membership of the **International Council of Marine Industry Associations (ICOMIA)**. This provides us with a wealth of information on industry activities and initiatives around the world and input into Government Regulations and other issues that can potentially impact on our domestic industry.

BIAA in partnership with the Marina Industries Association has engaged in extensive planning to deliver the **Marine15 National Conference** to an expected industry audience of 500 delegates.

BIAA activities are reported separately by **Nik Parker BIAA General Manager**.

### NSW State Government and Departments.

**BIA** has developed and been invited to engage with many government agencies and committees as an important advocacy role for the protection and advancement of our industry. This is a major undertaking requiring constant attention.

Through industry established Committees such as the Maritime Assess and Infrastructure Committee and Government Committees – RMS Ministerial Advisory Council, Maritime Joint Expert Panel, Maritime Property Advisory Group, Transport for NSW Maritime Management Centre and the Recreational Vessels Advisory Group, an extensive range of issues are canvassed. Direct contact is ongoing with individual departments and agencies and Local Government on specific issues.

The Maritime Property Advisory Group was established by Minister for Roads and Freight Duncan Gay following his earlier statement that “the NSW Government will review the processes and work to deliver improvements in efficiency and response especially in the maritime property area”. RMS property administration and planning processes have been a major industry issue and an inhibitor of modernisation and development for boat storage and community access and services over the past two decades. We are hopeful this new Committee will achieve improvements and efficiencies for the marine industry.

A **Snap Shot of some of the Issues** reveals a broad range of detailed discussions to deliver outcomes including

- boating safety, Life Jacket Wear Initiative - Old4New Lifejacket campaign,
- Planning and Environmental Reforms,
- Sydney Harbour Foreshore Strategy,
- Far and Mid North Coast Industry Policy,

- Department of Primary Industries – Fisheries issues and code of complying developments,
- Marine Estate Management Act – Management strategy moving forward in assessing Social and Economic benefits and Threats. With the establishment of a new **Marine Estate Management Authority** with broad and general powers it will demand close scrutiny to avoid another level of planning and regulation being imposed on waterways access, infrastructure and water activities,
- Boat Trailer Parking package to better manage trailer parking by Councils,
- Dredging,
- Marina Lease and Property matters with RMS and Crown Lands,
- Input into the Bays Precinct, review of latest master plans for a Marine Precinct at Wentworth Point Homebush Bay West,
- Review of NSW Boat Driving Licensing,
- RMS and Sydney Institute of Marine Science 3 year research project into recreational boating facilities and marine ecosystems to inform future boating storage solutions,
- Boat Storage Strategy.
- Review of Moorings and disposal of end of life vessels and mooring minders.
- TAFE Institutes decline in offering Marine Courses an issue of major concern.

I have recently had discussions with **Services NSW** to review the boat registration process and introduce online services for trailer boat and marine dealers.

All the hard work of 2014 on waterways access and infrastructure has culminated in the Minister Duncan Gay releasing of the first ever **Annual NSW Boating Statement** which captures over 190 projects across **11 Regional Boating Plans** across the state. Minister Gay said “we’ve almost tripled the funding available to the boating industry through our Regional Boating Plans. This program will improve boat infrastructure across the state and we’re delivering \$70 million worth of new and improved boat ramps, pontoons, wharves and boat storage”. This is the boating licence and registration fees at work. This certainly has been an important achievement in identifying and prioritising opportunities for our State waterways infrastructure, access and boating safety.

Minister Gay has also proudly announced that “last year we recorded the best boating safety result in 20 years”.

A significant essential in all of the Government initiatives has been a supportive Minister Duncan Gay and the development of a strong and proactive working relationship with Howard Glenn and his team at Transport for NSW Maritime Management Centre and Roads and Maritime Services.

I must also **highlight that WorkCover NSW and BIA** signed a new **2014 Statement of Partnership**. Both parties to this agreement “are committed to significantly improving work health and safety and injury management performance to the benefit of the boating industry”. Since the commencement of the first partnership agreement in 2009 and numerous research projects and training programs there has been an almost 25% fall in injuries compared to the corresponding 4 year period, resulting in approximately \$2.2 million less workers compensation claims. This is a significant fall in injuries demonstrating the success of this approach. BIA and WorkCover have taken a leadership role in promoting improved work health and safety and injury

## President's Report Cont.

management in the NSW Boating Industry so we have a productive, healthy and safe workplace.

**Business activity for 2014** was certainly another tough year for our members repeating the trends of the last five years delivering patchy and difficult trading conditions. Most businesses are reporting variable trading conditions and subdued levels of consumer expenditure on recreational products and services. New boat registrations continue to fall. This situation has resulted in some downsizing and leaner operations. We are caught in an economy with persistent economic weakness amid low inflation levels and resultant interest rate cuts. At least the fall in the Aussie Dollar will benefit our Manufacturers and Exporters.

With such a subdued trading environment it has curtailed some demand for skilled labour and demand for apprentices remains flat. We need to avoid the expectations that skill shortages will deepen when the economy improves. This is of critical concern as training programs must be embraced for the development of the skills the industry requires for an inevitable turnaround in the trading environment. In this regard there are serious concerns at the decline of TAFE Institutes offering marine related training courses.

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. We certainly have great expectations that Government at all levels can deliver sound policy and reform initiatives for economic improvement that will stimulate consumer confidence and discretionary spending.

Your Association has continued to **maintain a strong financial position** despite a high budget deficit outside our budget estimates due to higher than anticipated costs for the Sydney International Boat Show and holding membership subscriptions and show exhibition rates whilst absorbing annual cost increases for our activities. We have held exhibitor rates for 5 out of the last eight years. Whilst absorbing cost increases we have been able to maintain and improve services, events, marketing messages and industry advocacy. Due to the size of 2014 deficit we had to reluctantly increased our charges by 6% for 2015. The Financial Statements include three months of income and expenses following the merger of BIASA. Lyndon Turner has been appointed Treasurer of the merged BIA of NSW & SA and I personally thank Lyndon for his time and 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 investment of funds back into our industry activities.**

**Directors, Members and Staff.**

**BIA Life Member and Hall of Fame winner Bob Basham** received further recognition by being awarded a **Maritime Medal** by the Minister for Roads and Freight Duncan Gay. Bob was

recognised in the Community Category for his assistance to the less fortunate, notably he has promoted and been involved with Sailability, an organisation providing sailing opportunities to people with disabilities. The Maritime Medal was created by the Maritime Advisory Council in 2006 as a way of acknowledging and celebrating the efforts and commitment of people who have made an outstanding and sustained contribution to the boating community in NSW. Congratulations Bob you are a champion.

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

I am proud to be the first President of our new merged Boating Industry Association of NSW & SA Ltd. We have 4 directors from each state and the Board is carefully developing the new entity and developing strategic plans for the delivery of services and growth for our industry. They have all provided positive and constructive input to many activities planned by the Association throughout.

On behalf of the NSW Council, I would like to thank the staff of BIA for their very well appreciated hard work and accomplishments to provide many beneficial services to the membership with an aim to ensure the boating industry business rights are well protected and promoted. I greatly appreciate their efforts, guidance and support they offer to the NSW Council, Directors of BIA NSW & SA Ltd., Division Committees and most importantly BIA 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.

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 2014-15 and for the opportunity to add some contribution to the progress of the Boating Industry Association.

Thank you for your support.



**Alan Blake**

President 2014-15

Boating Industry Association of New South Wales Council.

# Marketing, Promotions and Events



**The Boating Industry Association of NSW Ltd directed marketing programs, promotions and events throughout 2014 for the purpose of fulfilling its objectives for the benefit of members.**

The BIA recognises the diversity of the industry and when referring to the various events and activities as 'boating', it means all business sectors within the recreational marine industry. The BIA concerns itself with products and services across the broad recreational and light commercial marine industry.

Activities were conducted across a wide spectrum of activities, 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 grow and prosper.

2014 continued its concerning downward trend with continuing falls in new vessel registrations.

Recognising the ongoing industries decreasing activity, the BIA chose to continue its substantial level of marketing expenditure across all programs despite its own decreasing revenue streams. This expenditure was deemed important to ensure that recreational boating continued to obtain a share of the limited 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 Sydney Trailer Boat and Outdoor Leisure Show as well as the Sydney International Boat Show.

## Member Communication

Critical to the process of informing the industry membership regarding matters of importance and interest, are the Associations Logbook and fortnightly E-News.

These mediums also become a record and reference point for industry on matters of importance and are filed on-line for reference by members at any time.

## Association 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 2014. The sponsorship allows the BIA to use the program as a means of promoting the boating lifestyle.

Stories were produced utilising members where possible, demonstrating to the target audience various forms of recreational boating and the lifestyle associated with it.

In 2014 recreational boating featured in a number of episodes that aired strategically during the year. Those episodes were grouped to appear prior to the Sydney International Boat Show and Discover Boating Week..

## Corporate Safety and Educational Messages

The BIA, under arrangement with the Fairfax Newspapers, has a weekly consumer targeted announcement style advert in the Sydney Morning Herald with some exposure in the Sun Herald.

## NEW REGISTRATIONS

2013	Jan 13	Feb 13	Mar 13	April 13	May 13	June 13	July 13	Aug 13	Sept 13	Oct 13	Nov 13	Dec 13	Total	Share
Initial Rego <6m	938	581	687	556	453	339	383	545	632	817	805	1079	<b>7815</b>	81.7%
Initial Rego 6 - 12m	133	116	140	118	108	51	78	128	125	147	162	193	<b>1499</b>	15.5%
Initial Rego 12 - 20m	17	22	12	13	32	11	19	16	19	19	22	31	<b>233</b>	2.4%
Initial Rego 20m+	1	0	6	2	0	1	0	2	0	5	0	5	<b>22</b>	0.2%
<b>Total</b>	<b>1089</b>	<b>719</b>	<b>845</b>	<b>689</b>	<b>593</b>	<b>402</b>	<b>480</b>	<b>691</b>	<b>776</b>	<b>988</b>	<b>989</b>	<b>1308</b>	<b>9569</b>	<b>100.0%</b>
<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>	
<i>Cummulative</i>	<i>11089</i>	<i>1808</i>	<i>2653</i>	<i>3342</i>	<i>3935</i>	<i>4337</i>	<i>4817</i>	<i>5508</i>	<i>6284</i>	<i>7272</i>	<i>8261</i>	<i>9569</i>	<i>9569</i>	

2014	Jan 14	Feb 14	Mar 14	April 14	May 14	June 14	July 14	Aug 14	Sept 14	Oct 14	Nov 14	Dec 14	Total	Share
PWC*	178	94	67	58	51	24	22	67	86	166	129	168	<b>1110</b>	
Initial Rego <6m	721	541	493	530	414	342	352	424	481	658	491	1079	<b>6245</b>	
Initial Rego under 6m	899	635	560	588	465	366	374	491	567	824	620	964	<b>7353</b>	80.2%
Initial Rego 6 - 12m	154	136	125	112	102	587	82	85	135	159	144	211	<b>1532</b>	16.7%
Initial Rego 12 - 20m	21	21	19	18	18	19	24	16	21	24	30	37	<b>268</b>	2.9%
Initial Rego 20m+	1	0	0	2	1	3	1	1	1	2	2	1	<b>15</b>	0.2%
<b>Total</b>	<b>1075</b>	<b>792</b>	<b>704</b>	<b>6720</b>	<b>586</b>	<b>475</b>	<b>481</b>	<b>593</b>	<b>724</b>	<b>1009</b>	<b>796</b>	<b>1213</b>	<b>9168</b>	<b>100.0%</b>
<i>Change on previous year</i>	<i>-1.3%</i>	<i>-10.2%</i>	<i>-16.7%</i>	<i>4.5%</i>	<i>-1.2%</i>	<i>-8.2%</i>	<i>0.2%</i>	<i>-8.6%</i>	<i>-6.7%</i>	<i>-2.1%</i>	<i>-19.5%</i>	<i>-7.3%</i>	<i>-4.2%</i>	
<i>Cummulative</i>	<i>1075</i>	<i>1867</i>	<i>2571</i>	<i>3291</i>	<i>3877</i>	<i>4352</i>	<i>4833</i>	<i>5508</i>	<i>6150</i>	<i>7159</i>	<i>7955</i>	<i>9168</i>	<i>9168</i>	

The messages are primarily related to boating safety, tips for better boating and activity notices. This allows the BIA to deliver positive messages whilst further promoting the BIA brand and what it stands for.

With the composition of the paper changing, the placement of the advert has been moved from where it traditionally resided in the boating page, to elsewhere within the paper.

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 BIAs website.

## Partners in Safety

The BIA and Transport for NSW, through the Office of the Maritime Management Centre have formed an ongoing relationship that 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.

With the BIAs charter including the objective to promote Safe Recreational Boating, the cooperation assists both groups to better penetrate the target audience with common messages that reinforce that Safe Boating is Good Boating.

## 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 BIA's web sites include:

- For the BIA of NSW – [www.bia.org.au](http://www.bia.org.au)
- For the Sydney International Boat Show – [www.sydneyboatshow.com.au](http://www.sydneyboatshow.com.au)
- For the national boat shows circuit – [www.boatshows.com.au](http://www.boatshows.com.au)
- For the 50 Point Safety Check – [www.50pointcheck.com.au](http://www.50pointcheck.com.au)
- For Shipwrights – [www.shipwrights.com.au](http://www.shipwrights.com.au)
- For boating safety messages and education – [www.boatforlife.com.au](http://www.boatforlife.com.au) (in cooperation with Transport for NSW)
- **MyBoatingLife.com.au** - See separate report for details.
- For the BIA's Marine Card Program – [www.marinecard.org.au](http://www.marinecard.org.au)
- For Watsons Bay Pilot Station Boating Safety Education Centre – [www.pilotstation.org.au](http://www.pilotstation.org.au)

2014 saw the commencement of a complete review and reconciliation of web sites. Whilst many exist to fulfil an existing objective, it has been identified that some may not be needed.

The BIA continued its use of Email communication throughout 2014. 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.

### The BIA has the following social media accounts:

**Facebook:** Sydney Boat Show, MyBoatingLife

**Twitter:** BoatAustralia, SydneyBoatShow, MyBoatingLife

**YouTube:** Sydney Boat Show, MyBoatingLife

**Instagram:** SydneyBoatShow, MyBoatingLife

**My Boating Life**  
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, 2014 gave the BIA an opportunity for a number of improvements.

MyBoatingLife has become a strong brand and the further work in 2014 has laid the foundation for further consumer interaction and activities in the future. During the year, a redesign of the "Dashboard", Boat ramp and marina mapping as well as improving the geolocation functionality of the site were only a few of the many improvements made.





## The Sydney Trailer Boat & Outdoor Leisure Show March 2014

After a long period commencing in 2002, The Rosehill Trailerboat Show was moved to Sydney Showground in 2014 and renamed The Sydney Trailer Boat & Outdoor Leisure Show.

The move to the new venue occurred for numerous reasons, including the need to bring all exhibitors from numerous buildings to a larger single facility, the need to be able to run the show without restrictions on the type of businesses that participate in the show and the ability to have an event within a facility that can grow in the future.

Whilst the industry feedback was positive around the move and the new facility, visitors to the show decreased 9% on the previous year to 8,829.

Whilst economic sentiment played a part in this, the move to the new venue proved to have its issues in the first year. These in part associated with understand the new venue and how we communicated to our audience, the way in which we presented the show and how people located it within the Sydney Olympic Park precinct.

The show remained free for the visiting public, but parking fees were payable for the first time.

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.





## Sydney International Boat Show – July 31 to August 4, 2014

The Sydney International Boat Show remains the Association's flagship event.

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

The redevelopment of the Darling Harbour facility meant that the show was forced to move its undercover displays to an interim facility at Glebe Island. Whilst the BIA was grateful to have a facility to operate from during the reconstruction years, the need to split the show separating the in-water exhibits that remained in Cockle Bay Darling Harbour, and the undercover displays in the new facility known as the Sydney Exhibition Centre @ Glebe Island, did have an impact on the show with both exhibitors and visitors.

The show operated in 2014 facing numerous challenges and unknowns. Using our best information, plans were made to address the perceived requirements, and contingencies were made for issues that may have arisen.

It was evident that running this event at dual locations for the first time not only created uncertainty for us as the show organizer, but also every stakeholder related to the show. This uncertainty extended to our contractors, exhibitors, the expert consultants engaged to guide us, as well as the visiting public.

Despite this, the show was delivered under glorious skies and brilliant weather. For many exhibitors, expectations were met and even some exceeded. For others, the show simply did not deliver.

The show has provided many lessons that will be used to improve efforts in 2015.

The event operated with no shortage of effort. The new venue was embraced by many exhibitors with some stands surpassing anything seen at the old venue. The BIA also invested heavily with added resources, as did our main contractor.

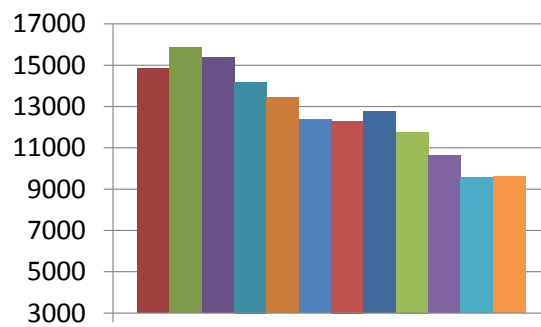
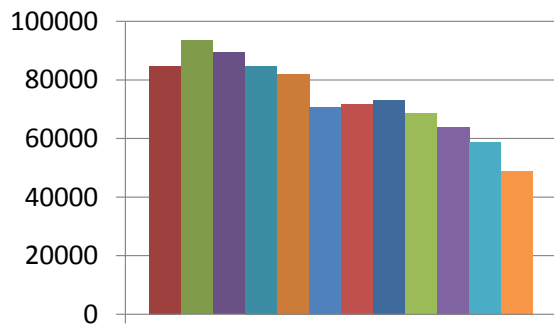
Attendance was down by 16.9%, resulting in 48,903 visitors compared to 59,901 the previous year.

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

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



## SIBS Attendance V New Vessel Rego



2003 2004 2005 2006 2007 2008  
2009 2010 2011 2012 2013 2014

2003 2004 2005 2006 2007 2008  
2009 2010 2011 2012 2013 2014

Year	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Attendance	84,766	93,501	89,451	84,662	81,957	70,767	71,810	73,158	68,724	63,888	58,901	48,903
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	9,168
Ratio	17.5%	16.9%	17.2%	16.8%	16.4%	17.4%	17.3%	17.0%	17.1%	16.6%	16.2%	18.7%

Three visitor areas were instrumental in helping to deliver our key messages. These being the Boating Safety Zone, the MyBoatingLife.com.au Entertainment Precinct and the Lifejacket Lounge.

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.

Our Partner in Safety, Transport for NSW through the office of the Maritime Management Centre was instrumental in supporting the show and assisting the BIA to deliver its core objectives.

thanks

**SYDNEY INTERNATIONAL BOAT SHOW**  
 DARLING HARBOUR & GLEBE ISLAND  
 31 JULY - 4 AUGUST

Partner in Safety

The Boating Industry Association thanks the many supporters who have assisted in making this show the largest and most respected marine event in the Southern Hemisphere.

**WHERE WOULD YOU RATHER BE?**


Proudly owned & organised by



## Discover Boating Week

Discover Boating Week (DBW) was unofficially announced to industry with the inclusion of it in annual wall planner that was distributed to industry late in 2013.

A soft launch occurred with 9 days of activities occurring from 18 to 26 October.

The concept was to invite various organisations to run events that expose the public to the benefits and lifestyle of recreational boating.

The BIA's role was to stimulate activities and events run by third parties and to manage those activities in such a way that they meet the desired standard. Further to this the BIA's role was to prepare and execute a marketing campaign to support the activities of those participating in the day.

The week was presented as a celebration of the start of the Summer Boating Season. The event was run under the MyBoatingLife banner. A dedicated web page was set up for DBW.

Discover Boating Week is an extension of our traditional Try Sailing Day (now known as Discover Sailing Day) that did run on the last day of the 9 days of activities.

Expressions of interest to our industry resulted in the following activities during Discover Boating Week in 2014.

- Discover Sailing Day – Old Try Sailing Day
- Try a Trailer Boat
- Understanding Boat Sharing
- Marina Open Day
- Discover Paddling
- Sailing Experiences - Other
- Understanding Boat Storage
- Understanding Boat Hire

## Adventures Afloat

The BIA receives opportunities through its media contacts and relationships to further deliver the recreational boating or safety message. As they arise, the opportunity is assessed and an appropriate activity is delivered to assist in meeting the industry's needs or objectives.

2014 saw a significant opportunity arise through Radio 2GB Caravan & Outdoor Leisure Program. A segment called Adventures Afloat was created and the BIA provides a spokesperson each week to talk boating matters. It evolved from existing activity that was centred on NSW Government Safety Messages.

The segment covers boating activities, events, safety messages and updates, guides to getting into boating as well as other subjects relevant to the week.

The segment always ends with the catch cry: "Safe Boating is Good Boating and don't forget, a Lifejacket never ruined a day on the water".

The segment commenced in late October and continued through the summer.

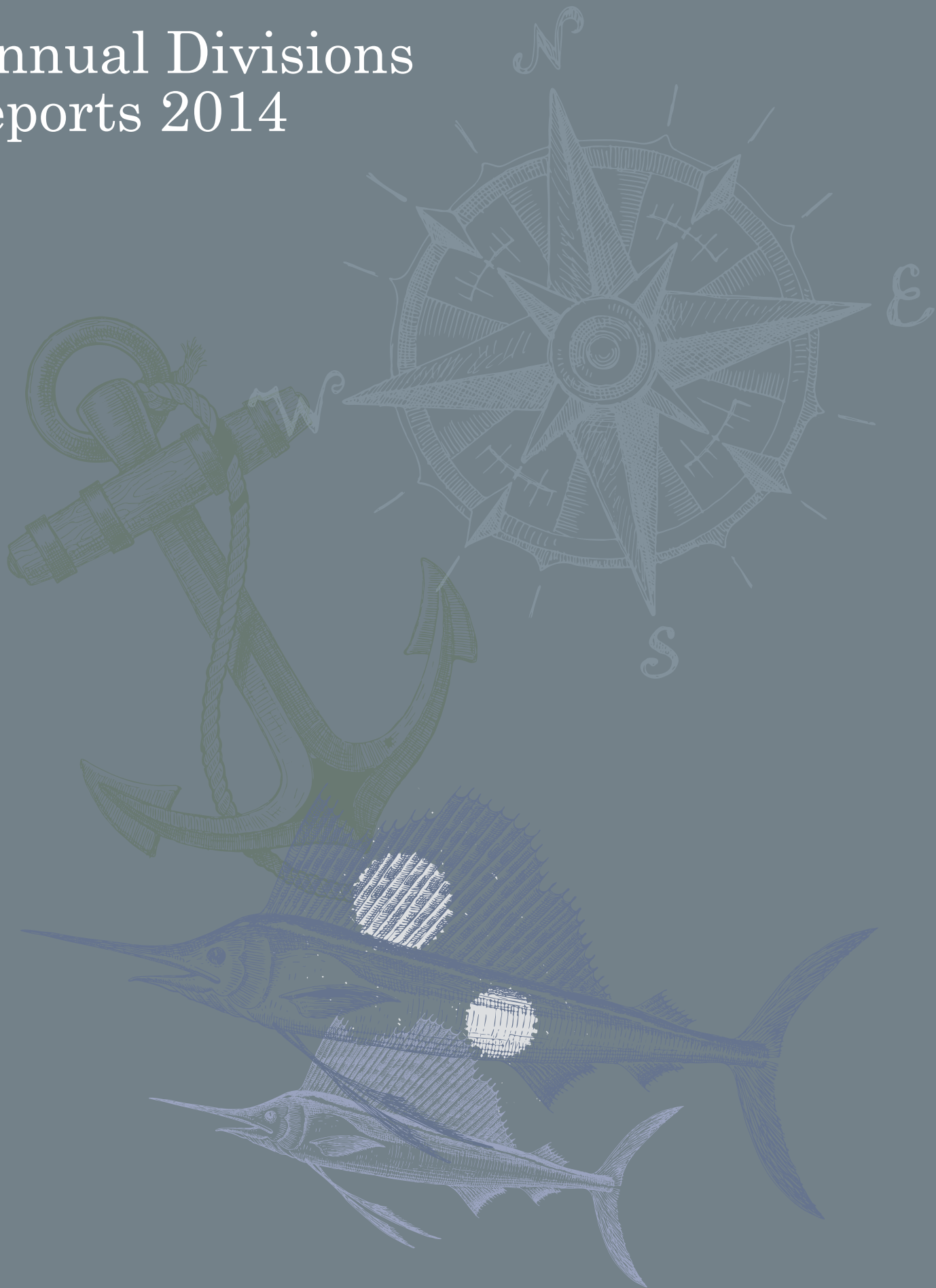
## Marketing Services Division

The Marketing Services Division was dormant in 2014, 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.

**Domenic Genua**  
*Marketing & Events Manager*

# Annual Divisions reports 2014



# 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.

A game of two halves could safely describe 2014, as the import/export dynamic was shaken when the obstinately high AUD began its slide in the latter part of the year. Manufacturers with export business breathed a sigh of relief as their products became daily more affordable overseas, and the domestic market tightened on imported stock.

The benefits to the sector are not immediate and there is call for close attention to the minutiae of markets as they affect consumer appetites globally, but few would disagree that the lot of the Australian manufacturer is vastly improved on the back of the dollar's downward dip toward the sub .85 USD sweet spot.

Despite the welcome relief, the bulk of the manufacturing sector remains in subsistence mode. There were a few pockets of health and optimism among Australian manufacturers – whether through luck, strategic focus, or excellent product which proved irresistible to the fastidious and price-sensitive buyer.

Local boats and equipment are still favoured by many buyers in the know, owing to their tough and uncompromising build quality, design and ergonomic fit for local conditions and usage. The buyer-bias in the market place of late has also spurred manufacturers to innovate

in terms of quality and process, and to pack in value and appeal. The savvy buyer of Australian marine products is on to a good thing.

As has become “normal”, consumer confidence was not to be relied on. High spec builders sweated on confirmation of orders, whilst production players finely tuned production volume on short cycles.

No meetings of the BMA's membership were held as the gathering scheduled for the national group in Melbourne failed to fire.

The committee comprising:

**Steve Howe, Les Webster, and Rob Flack is Chaired by Alan Steber.**

**Alan Barrett**

*Manager, BIA Divisions*



# 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 and technical interests of marine industry mechanical repairers.

Many in this sector hit the ground running in 2014. A solid boating season drove good activity in repower and repair. Though most workshops felt 2014 was an improvement on the few years prior, skilled people were still scarce owing to low levels of apprenticeship in the post GFC period, and the tail end of the resource boom holding technicians in mining-related roles.

Employers worked nine to the dozen to keep jobs pumping through, and some resorted to overseas recruiting and out of industry hires to plug the gaps. The return of heat to the market was certainly welcome, but the skills dilemma was on the minds of most.

The woes of the VET system provided no comfort to those on the hop and through the MIMRA Committee was engaged and focussed on ensuring the health and relevance of the training package through its role in the Skills Council Sector Committee, deep funding cuts affecting the provisions of training began to bite.

2014 saw the cancellation of the TAFE offerings for Marine Mechanics at Wyong, and the new Centre of Excellence at Sydney Institute Ultimo was crunched for funding under the Smart & Skilled reform to take effect in 2015. MIMRA moved to support the ongoing delivery of quality training for technicians, though the scale of the challenge is daunting and far-reaching in scope.

A new model for competency-based completion of apprentices was poorly received by employers and another example of “streamlining” of VET to the detriment of employers and ultimately students of the system. The chaotic state of technician training was the last thing needed in this sector as it sought to get back on track.

The 50-Point Safety Check Program made some small gains in terms

of recognition and participation, as Nautilus Marine Insurance joined long term supporters Club Marine in profiling and incentivising the service to new and existing policy holders.

The program was featured in style at SIBS and Homebush with the active involvement of participating members, and whilst something of a slow-burner, this program continues to paint the qualified and professional marine mechanical business in a positive light.

MIMRA hosted two worthwhile trade nights this year, as well as its AGM onsite at the first-rate AutoCel facility at Ultimo. A strong group toured the Harbour Tug Alpha class vessels Elwing and Waree at their Garden Island berths in February and a second went behind the scenes at MTQ Engine Systems in November.

Regrettably, this year we were unable to support the graduation of Marine Mechanics at TAFE owing to complexities arising from the SIBS split-venue situation. As this event has been a staple of MIMRA & BIA for many years, we are keen to see this situation addressed in the years ahead.

**Chairman Shannon Stocks** leads the MIMRA Committee comprising: **Bill Breakspear, Jim Tsacalos, Bob Oomen, Reg Sorensen, Tyler de Jager, Ian Coops, Hamish Hooke and Steve Callaghan.**

**Alan Barrett**  
*Manager, BIA Divisions*



# 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.

The year 2014 was unremarkable for the brokerage sector. Trading conditions remained flat in terms of stock and sales, though vendors were found to be more realistic in their expectations than in years past.

As has been the case for some time now, lean brokerage businesses worked hard for sales with shrinking yields produced on lower transaction values and competitive commissions. This structure is nimble, capable and hungry and as such vendors have enjoyed excellent service and value in their sale and purchase of vessels.

The brokerage business adapted this year to the changed pricing regime of popular online classified platforms with minimal impact on sales reported. On the other hand, ongoing reforms of transactional service delivery at RMS was found to result in complications for broker and consumer alike – at times a challenge which added hours of work to each sale, eroding productivity and yields in an already skinny situation.

The MBA committee explored opportunities to profile the brokerage sector at the new showgrounds location, though this was determined to be uncommercial at this time. Brokers exhibiting their new boat lines at SIBS were generally satisfied with results, a positive outcome given the uncertainty arising from “split show” arrangements that proved to be of little consequence for the visitor experience, and sales outcomes achieved.



Prospects for promotional activity around the services provided by professional brokers, and the potential to resurrect the Marine Broker Accreditation/ training framework were considered in depth this year, though the limited market and price-focus of buyers put paid to the former whilst the lack of new hires in the sector was thought to inhibit the likely success of the latter.

With the input of marine brokers and other stakeholders, BIA reviewed its suite of standard documentation to ensure that these remain best-of-breed in light of recent shifts in consumer law. The decision was made to provide these at no cost to members, and the response from the sector was positive.

Long time contributor Adam Waters resigned from the committee on appointment to an international role, and **Chairman Michael Jarvin was supported by Michael Joyce, Paul Miletta, Andrew Coffey, Nicky Vaux and David Renouf.**

**Alan Barrett**  
*Manager, BIA Divisions*

# 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, Boatbuilders and Marine Surveyors.

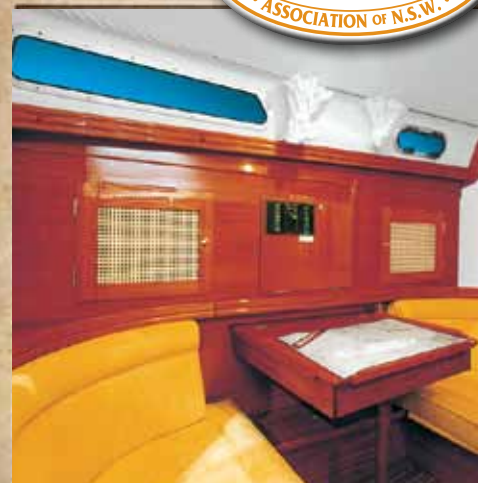
2014 saw a consolidation of “green shoots” evident the year before. By no means an epic year, healthy and steady demand for shipwright services returned and some businesses began to take enquiries for significant project and new build work which has been largely absent for the last few years.

The improved trading conditions obviously drove skills-demand, and it was here that the legacy of the GFC was clearest. Low apprenticeship rates since 2009, and the move of some tradesmen or skilled workers into other areas of the labour force have meant that quality help for the newly invigorated shipwright business was hard to find.

Whilst TAFE enrolments grew in 2014 and were indeed the strongest for many years, it will take some time - and a sustained strength in apprenticeship completions - for these skills pressures to be addressed.

The prospects for building this strength took a hit this year with the roll-out for the Smart & Skilled reform of the NSW Vocational Education & Training (VET) system. Featuring a significant tightening of funding to training providers, we are concerned for the future of trades like ours where small numbers of students learn in specialised facilities, under specialist teachers.

The National System for Domestic Commercial Vessels rolled forward this year, and with it the plan to establish a quality framework for marine surveyors working within the system. The SBA was represented over an extensive consultation process, and we expect the full deployment of a Marine Surveyor accreditation scheme in 2015.



With this framework comes the need to recognise existing competency from day-1, and to train and qualify people to work within the system long term. To this end a suite of qualifications has been developed, and we expect to see training for Marine Surveyors looking to work in the National System made available in 2015.

Unfortunately, the relocation of the Sydney International Boat Show to its temporary venues made the running of the annual boat building competition impossible this year, and until the situation reverts to normal in 2017. Owing to this and the cancellation of the NZ boat building competition for other reasons, we could see some very green crews take on the challenge in future...lifejackets will be essential.

The SBA committee is Chaired by **Paul Burgess** whom is supported by committeemen **Ray Simpson, Mark Schmidt, Marcel Vaarzon-Morel, Michael Bartley, Tony Hearder, Dave Reimer, Kane Banister, Jeff Hodgson, and Mitch Spooner**. SBA stalwart and contributor Warwick Thomson stepped down this year with the best wishes and sincere gratitude of the committee.

**Alan Barrett**  
*Manager, BIA Divisions*

# Marina Association of New South Wales.

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

As in other sectors, 2014 brought forth tangible yet marginal improvements to a marketplace suffering from the GFC hangover. Marina vacancies decreased, yields improved slightly, a surprising number of development and improvement projects moved forward, and marina-based services generally ticked upwards.

The enduring struggle with Government lessors witnessed a shift toward collegiality amidst significant changes in the structure covering land management at RMS. Meaningful discussions on policy and process produced positivity and empathy which we look to see flourish in the year ahead, though the actual doing of negotiating approvals, leases, and terms of trade are still generally fraught.

The Governments consultations on Regional Boating Plans and Review of Mooring Policy were tangible evidence that the calls of industry are being heard, and it was heartening to see these processes firmly state that more and better infrastructure is needed to satisfy demand and support the continuing growth of boating.

Planning matters remained a significant barrier to growth and improvement, though 2014 saw the first trickle of benefit flowing from the newly-minted provision for waterway development under the Exempt & Complying Codes SEPP. Simply put, the opportunity to do basic maintenance and repair without the significant expense and effort of securing complex approvals was embraced to the great benefit of industry and the public alike.

There is a great deal yet to be done in order to render the NSW coast a boating visitation and investment friendly zone, but the small steps forward of the last few years have contributed to a sense of optimism amongst the marina set.

The complex realm of Native Title and Aboriginal Land Claims emerged as a future challenge of some significance, requiring some members to quickly familiarise themselves and evaluate the potential impacts on their current businesses and future plans. BIA has sought to be proactive in support of its members, and we were pleased to receive useful briefings from State and Federal bodies at the Divisional AGM, and engage in positive dialogue with bodies representing Aboriginal interests.

MANSW members were involved over the course of the year in pro-active discussions concerning environmental matters, public safety, and WHS. These areas of policy and practice have become a staple of the marina sector over the past decade, and the can-do attitude and insight of many members over these

years is certainly paying off, with the MANSW a respected and much-sought contributor to the narrative.

The Marine Card program was rolled out to new territory in South Australia and Western Australia in step with harmonisation of WHS law, while in NSW there was a good response to new online tools supporting simplified compliance management for contractors and site operators. Record numbers of Marine Cards were issued across the four states of operation, and the last details of an online "refresher" for cards expiring after 5-years were bedded down. The decision was taken to explore the use of online means to deliver the main induction under the Marine Card Program, and we'll be looking to streamline the ease and cost efficiency of participation in the Program moving forward.

Work commenced on a system designed to substantially reduce the all-round effort of "doing the right thing" at marinas and boatyards, and with a number of MANSW stakeholders stepping forward to develop and trial this product it's expected to be on foot in 2015.

One of the founding fathers of the Australian marina industry Ron d'Albora passed after a grand innings, his legacy obviously living on in the name of the countries' largest marina group, but just as meaningfully in the role that Ron played in the careers of many of today's industry leaders.

The evergreen MANSW Committee regretfully accepted the resignation of Matt Hundleby from the Chair in April though welcomed successor **David Randall**. Matt remains an active contributor on committee of **Gary Charlwood, Michael Jarvin, Bruce Davis, Tony Griffin, Andrew Fenwick, Les Binkin, Jocelyn Buskens, Ned O'Neil, and Jeremy Lawrance**. Committee man Marcus Anketel departed as head of d'Albora Marinas this year and hence vacated his seat on the committee, though in step with the amalgamation of BIA's NSW & SA, **Craig Evans** (CYCSA) participated regularly throughout this year.

**Alan Barrett**  
*Manager, BIA Divisions*



# Trailerboat Retailers Association of New South Wales.

The Trailerboat Retailers Association (TBRA) is the BIA Division representing members retailing boats and marine equipment.

Marine retailers were again called upon to be resourceful this year, and for most the hard work paid off with measured success. Whilst confidence and vigor returned to the real estate market and above-average personal wealth drove improved health in some areas of consumer spending, the recreational “durables” dollar remained fairly subdued.

The strength of the AUD underpinned great prices on imported products through winter, and the bulk of spring was copy-book boating weather, yet neither provided the boost to business that many dealers have been looking for. New registrations across the year were found to be alarmingly low.

Further attrition occurred in this sector in 2014, and at years end – traditionally a peak sales period - dealers were by no means comfortable with the here and now, or short term prospects. Whilst it's generally accepted that pre-GFC conditions may not be seen for a decade, the tenuous business environment and fickle consumer confidence represent a constant battle.

The relocation of both of BIA's boat shows this year was comfortably managed by this sector. Logistics were generally smooth and dealers adapted to their new surrounds with insight and a can-do attitude. Both the new showground venue for the trailer boat show and the split venue for SIBS were embraced by a solid audience.

Dealers encountered some difficulty in transactional business with RMS owing to the continued streamlining of government services. On the whole, the customer experience is thought to have improved since the first shock of reform, though there is still work to be done in regard to dealer-level transactions.

Concerns regarding the regulation of over-sized trailers played on the mind of dealers and boaters alike this year. In the wash-up there appears to be little change to the status quo, though dealers are bearish on the prospect of regulatory impacts which could drastically affect the already uncertain business environment.

Chairman **Ken Bullen** was supported by the TBRA Committee comprising **Jon Hunt, David Hazlett, Alex Dunlop, Jim Tsacalos, Alan Blake, Peter Padmos, and new-comer Neal Aitken.**

**Alan Barrett**  
*Manager, BIA Divisions*



# Sailing Industry Association of New South Wales (SIA)



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.

## Discover Sailing Day

Discover Sailing Day proceeded as planned and was enhanced by its inclusion in Discover Boating Week.

The traditional Try Sailing Day changed to Discover Sailing Day in 2013 in order to take advantage of the national activity, and the much improved infrastructure developed and implemented by Yachting NSW.

With a greater involvement and leadership from Yachting NSW, the change 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 26th October. The day remains an integral part of the consumer experiential marketing activities embraced by the BIA, with this event seeing dozens of clubs across the state opening their doors to over 2,000 new sailors each year.

## Opti Program

The year allowed the committee to commence a review of the Opti Program. The Opti Program launched with much success a number of years ago and was stalled by the ever increasing challenging economic conditions post GFC.

The committee recognise the need for programs such as the Opti Program that help create opportunities and open more doors for kids to participate in sailing. The review of the program continues to look at ways to support sailing for junior sailors.

## Support for the Sailing Fraternity

The SIA committee identified that it should better engage with the sailing fraternity within the membership of the BIA. As such members working within or servicing this sector will be identified, and a program will commence to interact and better identify issues and industry needs. This program will be ongoing and 2015 has been identified as the time to review the groups future direction.

## Sydney International Boat Show

The committee of the SIA were supportive of the plans for the Sydney International Boat Show and provided the BIA team with some guidance, opinions and support for various programs.

Whilst Yachting NSW chose not to participate at the 2014 show, the BIA determined that it was important that some educational elements of the show maintained a sailing theme or subject matter. The show continues to have a high percentage of visitors with sailing as a primary interest and remains the show with the highest volume of visitors from the sailing sector.

**Domenic Genua**

*Marketing & Events Manager*



# Membership

Recognising the challenging trading conditions for members during the year in a market that has significantly contracted fewer businesses remain active in the boating industry. Business size and structure has changed significantly with many businesses downsizing and seeking to leverage resources for the best possible value gain; this shift has placed pressure on the Association's member base.

With a history trailing back to 1960, The Boating Industry Association of NSW recognises membership underpins the Association, and provides the state's peak industry body with the means to support and represent all boating business regardless of size or sector.

With this in mind and to meet these challenges the BIA introduced a value offering membership structure where businesses can select a category of membership based on the services and benefits best suited to their needs. Understanding the needs of industry businesses and identifying services that directly meet these needs was the key objective during the development process. A table of inclusions for each membership category follows on the next page.

Some of the services included and available to members have been detailed here:

## Workplace Advice Line

Workplace Advice Line gives members direct phone access to experienced workplace specialists who can answer questions on a range of issues, including:

- industrial relations information
- human resources issues
- WHS advice
- award provisions and interpretation
- wage rates
- workplace policies
- redundancy and termination
- leave provisions
- workers compensation
- creating a flexible work place.

With guidance from specialist advisers you can make workplace decisions with confidence and resolve potential problems or issues quickly.

## Legal Advice

All financial members automatically become members of the Madison Marcus Legal Firm Corporate Program. Membership in the Corporate Program entitles members to a wide range of benefits and privileges including:

- Free initial preliminary telephone advice from a lawyer 24/7
- Discounts on certain legal fees
- access to specialist lawyers
- Free subscription to the Madison Marcus e-Newsletter with important legal updates.

## Standard Form Contracts

The BIA in consultation with industry and legal firm Madison Marcus developed a range of contracts specific to the needs of the boating industry. These contracts cover most boating related transactions including service and materials supply, boat storage and brokerage and sales contracts.

All of the documents have been designed with a consistent look to allow the boating industry the opportunity to apply a standard approach to consumer transactions whilst providing a robust yet flexible range of terms and conditions to support boating business transactions.

Complete with instructions of key terms and relevant law explanations to help members understand their obligations BIA contracts are available for free download via the members' area of the BIA website.

Documents available:

- Brokerage Deed
- Used Vessel Sale Contract
- New Vessel Sale Contract
- Berthing, Storage and Mooring Deed
- Provide Service and Materials Contract
- Personal Guarantee and Indemnity Deed

## Insurance

The bulk buying power of the entire BIA membership is used to negotiate group and individual insurance programs for BIA members. As an intermediary, IC Frith acts as the agent for clients in the placement of insurance products with insurance companies. The insurance companies used are reputable and long established companies in Australia and overseas.

Most importantly, specialised marine insurance has been arranged on behalf of Boating Industry Association members through BIA Marine Insurance.



BIA Marine Insurance does not deal with just one insurer; they go to the insurance market to obtain the best deal possible for clients in terms of price and coverage. Cover can be arranged for protection of physical assets, liability against third parties, personal protection, compliance with insurance imposed by statute, motor vehicle, marine, product warranty, construction, personnel, occupational health and safety and workers compensation. Specialist marine applications including dealership packages, annual transit cover, import/export, dealer demonstration cover, theft, burglary including theft in open air, money (including in transit), ship repairers, marina operators and boat brokers liability cover.

## Travel Insurance

Provided members remain a current and financial member of the BIA, directors, business owners and their staff automatically receive travel insurance for Interstate and Overseas business trips. This insurance policy is provided to ALL members and applies to:

- Any authorised interstate or overseas business trip taken by directors or employees. Cover includes incidental personal travel that is tapped on to a business trip.
- Any interstate or international leisure trip taken by Directors of the BIA member; this covers those trips of directors even when it has nothing to do with business.
- Accompanying spouses and dependants are covered for any insured trip.

The insurer provides 24-hour worldwide assistance.

## Financial Services

BIA members have access to a full range of business banking solutions through the BIAs Commonwealth Bank Alliance Partnership program, including a free Business Financial Health Check and access to a Business Banking specialist.

BIA can arrange for a Commonwealth Bank Business Banker to talk to you about:

- Day-to-day banking including business accounts and EFTPOS terminals with preferred rates and discounts for BIA members
- Funding options including Business Credit Cards, Asset Finance and Commercial Loans.

These products can help you manage cash flow and risk, and assist you to expand your business.

## Accor – Away On Business

The BIA has negotiated special rates with Accor Hotels and Resorts on behalf of members. The Away on Business Program gives BIA members access to a 10% discount off the best unrestricted public rate of the day at over 1,300 selected Accor hotels and resorts worldwide, including Sofitel, Pullman, Grand Mercure, Novotel, Mercure, All Seasons and Ibis hotels.

## BIA Dealer Certified Used Boat Warranty

Nautilus partnered the BIA during the year to administer a BIA Dealer Certified Used Boat Warranty product. This product allows members to add value to their customer transactions whilst creating opportunity to increase revenue.

During the year the BIA focussed on industry networking to combine experience, expertise and knowledge and identify common objectives for the benefit of the industry through a series of events.

With the support of IC Frith and Associates, members were invited to the BIAs professional business events in North Sydney, Lake Macquarie and Newcastle.

Simon Harris, Head of Sales for ActionCOACH, took members through his intensive 6 Steps to A brilliant Business workshop, followed by refreshments, light meal and a chance to relax and catch up with colleagues.

This powerful Six Steps Workshop was about the business of business - focusing on growing your business, making money from it and having more time for you and your family.

Following the Newcastle event, held across several waterfront locations in the Newcastle and Lake Macquarie regions, the annual Marina Association conference took place incorporating progressive business sessions and Government initiatives supporting the Marina Industry with insights into recent waterfront developments across the region.

Howard Glenn, General Manager of the Maritime Management Centre within Transport for NSW, provided an update and reported on current Government policy, initiatives and projects followed by a session on Legal Protections – Getting the most from your Contracts.

Mark Yum, Associate at Madison Marcus Law Firm is a lawyer with specialty knowledge in the areas of commercial litigation and commercial transactions. Mark explained the power of well drafted agreements and solid business processes and how these fundamentals may help to mitigate losses from potential legal disputes.

A series of site inspections were included in the program giving members an insight into operations at Marmong Point Marina, Lake Macquarie Yacht Club and Newcastle Cruising Yacht Club.

In addition a general meeting of BIA members in the Newcastle / Hunter region was held updating industry on current and future BIA projects / activities and allowed for member discussion, feedback and ideas.

These were free Small Business Specialist Workshops aimed at small business owners that don't have enough time to get it all done.

When benchmarked against other state boating industry associations membership remained relatively strong with 477 financial members at the close of the 2014 year.

**Aaron McKenna**

*Member Support and Development*

# Member Benefits



	Subscriber	Associate	Biz Lite	Full Business
<b>Communications</b>				
Logbook	Electronic	Electronic	✓	✓
E News	✓	✓	✓	✓
Marine Business Subscription			✓	✓
Access to Members area of Website			✓	✓
<b>Advice</b>				
Legal Advice			✓	✓
General Administration			✓	✓
HR / IR Advice				✓
<b>BIA Partner Services</b>				
Business Insurance			✓	✓
Banking / Merchant Services			✓	✓
Foreign Exchange				✓
Travel Insurance				✓
<b>Discounts</b>				
Visitor Boat Show Tickets (conditions apply)		✓	✓	✓
Boat Show Ticket Discount		✓	✓	✓
Exhibitor Discount				✓
BIA Advertising (E- News / Assoc. Magazine etc.)			✓	✓
Education and Training		✓	✓	✓
Functions / Seminars		✓	✓	✓
Research & Statistics			✓	✓
Car Hire				✓
<b>Products</b>				
50 Point Safety Check			✓	✓
Marine Card		✓	✓	✓
Stationary (Standard Forms / Contracts)				✓
<b>Divisional Criteria (Subject to criteria)</b>				
Marinas		✓	✓	✓
Manufacturers		✓	✓	✓
Shipwrights		✓	✓	✓
Mechanics		✓	✓	✓
Retailers		✓	✓	✓
Sailing		✓	✓	✓
Brokers		✓	✓	✓
<b>Other</b>				
Representation			✓	✓
Policy Development			✓	✓
Lobbying			✓	✓
PR / Advertising / Consumer Engagement			✓	✓
Use of BIA logo			✓	✓
Public Exposure			✓	✓
Website Listings			✓	✓
<b>Other</b>				
Attend General Meetings		✓	✓	✓
Voting Rights			✓	✓
Sit on Divisional Committee			✓	✓

# 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 2014

Throughout 2014 BIA continued to deliver high quality, relevant training to the industry.

The Marine Card Program expanded significantly in 2014 with the implementation of the program in WA and SA. Instrumental in the roll-out of the program were: Royal Perth Yacht Club, South of Perth Yacht Club, Royal Freshwater Bay Yacht Club, Fremantle Sailing Club and Northport Marine Services in WA, the Cruising Yacht Club SA, The Marina Hindmarsh Island and Riverglens Marina in SA.

This year 433 people have attended the induction across WA and SA, with more inductions planned and greater uptake from sites expected in 2015.

In addition to this, a further 284 attended in NSW and QLD, making a total of 717 new Marine Card holders across Australia – an increase of 253% on attendance in 2013.

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](http://www.marinecard.org.au), with an Access Management System currently in development and due to come online in early 2015.

There will be further development on the program throughout 2015, focusing on the potential for bringing the Marine Card Induction online to make it more accessible for both regional and time-strapped workers.

The total number of Marine Card holders now stands at 2387 at the end of 2014 with registrations already taken to begin early in 2015.

The Marine Card Refresher is fast approaching its release. Unfortunately, progress has been slower than planned with this short refresher now scheduled to be available on-line early 2015.



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.

With the focus on the effective and timely development and delivery of the Marine Card Program, and its expansion into two new states creating a significant increase in management of the program and website, annual favourite Managing Environment, Health and Safety stepped back and took a breather. This popular course will return in 2015.

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 are 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 'on-demand' in 2015.

Apply First Aid made a welcome return 'by demand' this year, with the course being run by request. Previous years have seen scheduled courses being cancelled or postponed due to low registrations, causing inconvenience for venues, trainers and those registered. This year's approach of providing the training at request has meant that there has been no such inconvenience, and those requiring their certification have achieved it.

Other training programs which have taken a back seat this year are the Fire Safety Management Program and the Cadetship Program. Both will require an assessment and review before future delivery.

In July 2014, BIA successfully applied for funding of \$198,600 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. This funding is in addition to \$145,000 received in 2013 to purchase vessels and safety equipment for the Centre.

This further funding was awarded to BIA to purchase office and



classroom 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. In addition to this, new 'Be Smart' Lifejacket lessons will be developed for all the Boat Smart hubs in NSW to teach school students when and how to wear the appropriate lifejacket when out on the water.

Construction work to adapt the Pilot Station is now nearly complete; the scoping and purchase of equipment has been completed, with the opening of the centre due mid 2015. More information about the Watsons Bay Pilot Station can be found in this Annual Report.

### Promoting the boating industry as a career choice

In August 2014, 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 – 400 students and teachers attended from schools across NSW.

Attendance by Industry groups was slightly down this year due to a change in venue limiting the number of stands that could be provided. However, the successful format from 2013 was repeated, allowing students plenty of 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: super-yacht crewing, Lifeguards, NSW Police Marine Area Command, plus various Group Training Organisations, State Training Services, Industry Associations, Apprenticeship Centres, and TAFE Institutes. In addition, we were joined by the Australian Maritime College and the Sydney Institute of Marine Science.

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 2015, with further exploration of suitable venues to support the increasing number of students attending this popular event.

In addition, careers and qualifications were once again promoted through the presence of a Marine Education Stand at the Sydney International Boat Show. 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.

### Promoting BIA Education, Training & Development activities

BIA Education, Training & Development continues to promote its activities through dedicated pages on [www.bia.org.au](http://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.

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 2015.

### Further developments for Education, Training & Development in 2015

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, including online training.
- 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 official launch 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](mailto:corrina@bia.org.au).

**Corrina McMillan**  
Education and Training Coordinator

# Watsons Bay Pilot Station, Boating Safety Education Centre

## BACKGROUND

In 2008 the Pilot Station in the beautiful Watsons Bay closed its doors, ending a historic period in its long relationship with the Bay and with Sydney's Ship's Pilots. The Pilot Station had long been home to Sydney's Pilots – experienced navigators who boarded inbound ships to guide them safely into the dangerous harbour.

The site was originally occupied by a life boat station from 1907. This was replaced by the existing Pilot Station in 1959. The Pilots operated under the authority of the Harbour Master to bring ocean going vessels safely into Sydney Harbour. In 2008 the Pilots moved to Botany Bay and the building became vacant.

The Pilot Station is currently owned and maintained by Roads and Maritime Services (RMS). In 2011 RMS commissioned a Conservation Management Plan (CMP) to identify the Cultural Significance of the site and building, which recommended a variety of uses for the building continuing the significance of the Pilot Station to the maritime environment.

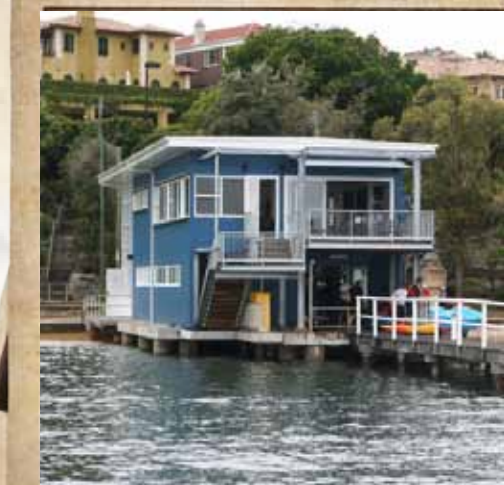
In 2012 the BIA, in partnership with the Maritime Management Centre (MMC) at Transport for NSW, proposed that the Pilot Station become a Boating Safety Education Centre designed to provide people with lifelong boating safety skills and habits.

MMC has worked closely with BIA which heads a not-for-profit boating safety collaboration of the Marine Teachers' Association of NSW, Yachting NSW and Paddle NSW to establish the Boating Safety Education Centre, in keeping with the Conservation Management Plan 2011. Sailability and Sailors with disAbilities have also expressed a keen interest in using the facilities.

## Redevelopment

To make the original Pilot Station suitable for training activities both on and off the water, an extensive construction project was undertaken throughout the year. The building was completely gutted and refitted – removing small offices and aged facilities, and replacing them with wide open spaces including a classroom and boat storage, and brand new changing facilities and toilets.

The building has also been adapted to accommodate wheelchair users and those with limited mobility, with a stair lift, accessible toilet and showering facilities.



At the end of 2014, the final touches are being made to the building in preparation for vessels and equipment to be installed in early 2015. A specially designed pontoon and ramp will be fitted by mid-2015, which will include the fitting of a C-Crane to aid those with limited mobility to access vessels. The ramp and pontoon is a vital element of the Pilot Station, serving as a place to launch and retrieve vessels, and as an outdoor classroom.

Community consultation has been a major consideration with the development of the Centre and its activities, and will be ongoing as the Centre goes through operational testing in the first half of the year.

RMS have invested nearly \$1.5m in the redevelopment of the Pilot Station, to provide an industry class facility that will be a legacy to boating safety educational activities for many years to come.

BIA had previously secured funding in 2013 to purchase vessels and safety equipment from the NSW Government through its Water Safety Black Spots Fund. In July of 2014, a further \$198,600 was secured through the same funding program to fully equip it with state-of-the-art teaching equipment and resources to make the whole educational experience a fun and fulfilling one.

When the redevelopment of the building is complete, the Pilot Station will be home to accessible dinghies, BIC O'pens, Kayaks, stand up paddle boards, rowing dinghies, tinnies and motors, plus lifejackets and lifebuoys, classroom tables and chairs, and the very latest in SMART Board technology.

## The future

The focus of the centre is for not-for-profit organisations to provide the opportunity for a wide variety of people to learn the necessary skills and knowledge to enjoy safe and fun boating. The centre also provides an excellent environment for snorkelling and studying marine life and ecology, and learning about how to care for our precious waterways – knowledge that will ensure our

waterways remain pristine and safe for everyone so that we can enjoy boating in all its forms for many years to come

It is to be the sixth hub in the BoatSMART Program (an essential on-water component to the Marine Studies syllabus for High School students) joining Menai, Ballina, Port Macquarie, Central Coast and Port Kembla, opening up its educational on-water activities to many more school students, not only in the Sydney region but also beyond.

The Pilot Station will provide the opportunity for young and old, able-bodied and those not so able, to get out on the water and learn safety skills that will stay with them throughout their boating life. The people that will enjoy this new facility are the boaters and boat-buyers of now and the future.

Early discussions are taking place with SailAbility, Yachting NSW, Tribal Warrior, Sailors with disAbilities, Sydney Heritage Fleet, Australian National Maritime Museum, and Sydney Institute of Marine Science, with a view to using the Centre from mid-2015.

Going forward, industry involvement in the Centre will be encouraged through sponsorship or partnership packages, and with regular updates through Logbook, enews, and Pilot Station newsletters.

In closing, many heartfelt thanks must go to the suppliers who have helped make this happen: Hansa Sailing, Hunts Marine, BIC Australia, Australis, RW Basham, Dinghy World, Sun Protection Australia, and Unified AV.

In addition, many thanks to the Maritime Management Centre – especially Stephen Couling (Project Manager) who drove the project along – and the many contractors who worked with care on this wonderful building.

This is a unique and exciting chapter in the life of the Pilot Station, and we invite and welcome the whole of the industry to join us in this new venture.

**Corrina McMillan**  
*Education and Training Coordinator*



**Watsons Bay  
Pilot Station,  
Boating Safety  
Education Centre**

# BIAA Boating Industries Alliance Australia



## PROGRESS TO NATIONAL ASSOCIATION

2014 saw the first steps in the transition of the state BIAs to a national body, with the merger of BIANSW and BIASA. With the principal objective of the BIAA to foster and support the evolution of a single national association, this move was welcomed by the BIAA Board, particularly for clearly setting out the model for future consolidation. A single national association will present the membership and wider industry with the most effective representation to stakeholders and a common standard of support and consistency of communications.

## Skills and training

The ongoing uncertainty in the provision of vocational education and training (VET) at both federal and state government levels continued to provide challenges for industry in looking to recruit apprentices. A reduction in funding, coupled with a move to demand-driven funding led to thin markets, such as marine VET, seeing a major reduction in current and future provision of training places. As the marine industry started to move toward increased production after several leaner years and running in parallel with a maturing workforce, the need to increase the intake of apprentices was a key focus of BIAA's representations to a range of stakeholders in the VET sector. Meetings with the Department of Industry highlighted the concerns at the highest level, along with submissions to formal consultations on VET developments and issues. Regular communications with skills councils, industry advisory boards, colleges and training providers was maintained throughout the year, with attendance at several seminars and VET workshops providing exposure of the industry's concerns and needs.

BIAA received strong support in managing the interaction with VET stakeholders from BIANSW, support which was well received by the BIAA Board. The complexity of the issues and the structure of the training and education system as a whole demanded such support and highlighted the recurring need to engage appropriate specialists to support the industry should the ambition to improve the outcomes seek to be realised.



## Australian Marine Industry Advisory Group

Following a decision by the Federal Government to scale back industry support programs, resulting in the abandonment of the Marine Industry Working Group by the Minister for Industry, BIAA has partnered with the Marina Industry Association and AIMEX to establish a new ministerial advisory group – Australian Marine Industry Advisory Group – to provide the Minister and the Department with commentary on Government policy and related matters impacting the industry. The group is initially chaired by BIAA Chairman Darren Vaux.

AMIAG represented the combined group of associations on several matters in later 2014, including skills and training and international business, both export and in-bound, providing strength to the message as a single point of reference for the Government. The future work program will include a Parliamentary reception with the Minister and colleagues will be hosted in Canberra to reacquaint the Government with the boating industry. The group will engage state government agencies, including economic development officers, who in the past have sought to work with the industry to develop and expand the sector.

## Online boat sales

With the announcement at end 2013 by the Carsales Group that the pricing and structural model for the online boats sales sites boatpoint and boatsales was to change – to become a pay per lead or per listing model – BIAA represented the industry in addressing concerns from dealer and brokers to the Carsales head office. Following a series of discussions, including a meeting between BIAA Board and Carsales Director of Leisure Sector products, a revised version of the new model was negotiated and launched with a short delay and transitional period included. The discussion led to an ongoing discussion to work with Carsales to deliver industry development support to the industry, to include education on the use of sales management tools and more effective online selling.

It also led to an ongoing review of BIAA's own boat sales platform BoatsonSale and changes in the way subscribers listed and displayed stock on online sales sites.

## ICOMIA Congress

BIAA attended the annual international industry congress to represent the associations and members at ICOMIA, alongside representatives from 25 countries. Meetings included updates on international technical standards, boating promotion, international trade, boat show management and marketing, industry stats and environmental management, including commentary on the latest initiatives to recycle FRP boats. ICOMIA provides an important collective knowledge base on a wide range of issues and is recognised by several international regulatory agencies as the voice of the global boating industry. BIAA has a seat on the Executive Committee, representing Australasia and SE Asia, which is currently filled by Simon Cook, CEO of leading industry insurance broker, IC Frith. Australia will host the ICOMIA Congress in 2017.

## Commercial vessel regulation

2014 saw the bedding-in of many changes to commercial vessel regulation and management, with AMSA's Domestic Commercial Vessel National Law taking over previously state-based regulation. AMSA commenced a streamlining process to review and update the underpinning standards of the NSCV, making use of experience of the first 6-12 months of operation of the new National Law. Standards under review included the hire and drive standard, general safety requirements standard, surveyor accreditation standard and the crewing and operational standard. BIAA was represented at each of the reference group meetings developing new texts with good support from industry members, with resultant new standards expected to be published in 2015.

One of the most important elements of the work with AMSA during 2014 was to ensure communication of the new regulations and management systems to industry. As foreseen in previous years, the low level of engagement of some sectors of the industry by state-based commercial vessel regulators meant many organisations operating in the newly-defined commercial vessel sector were unaware of their capture or of any changes to the system. A number of issues arose during the year as industry became more cognisant of the impact and BIAA worked with AMSA to develop a number of modifications to the regulations in such areas as dealer boats, marina tenders, acceptance of international standards and development of low-complexity operation crewing requirements.

## Industry development

The development of the second whole-of-industry conference, marine15, was a significant focus of BIAA's work in 2014. The success of the event in Sydney in 2013 provided the guide to stage the second edition and a program to support all three sectors – boating business, marinas and boating safety – was designed with reference to BIA state boards and key industry sectors. Strong support from corporate sponsors and government partners was recorded during the year, confirming the need for the industry associations to work collectively as a national group, addressing national issues with a national stakeholder audience.

Marine15 will be presented in May 2015 to an expected audience of 500 delegates. As at end December 2014, the accompanying

exhibition was 85% sold and sponsor support had exceeded budget. Delegate promotions throughout 2014 raised awareness of the event, with strong support for promotion via the marine trade media and BIA state offices. The success of marine15 and similar industry development events benefits industry delegates attending to learn and be inspired by world-class speakers and gain valuable insights and knowledge, and also the role of the BIAA and state BIAs to deliver member support.

## Industry data

The annual BIAA State of Industry national survey was conducted toward the end of 2014, with approximately 15% of the national membership completing the survey and providing feedback, down from 20% in previous years. The data is important in representing the scale, diversity, impact and value of the boating industry both locally and internationally.

The full report will be published at marine15, however outline initial figures show employment now at more than 30,000 people and generating revenue of around \$8.25bn, a slight decrease on 2013 values. Feedback suggests 2014 did not deliver on all expectations with around 55% of the industry seeing an increase in revenues, against a forecast 80%: the outlook for 2015 remains similar.

## Conclusion

BIAA completed its fourth year of industry representation and support as the national alliance of state BIAs, with good progress on a number of issues and projects. With the diversity of topics being addressed by BIAA, it is clear that a single-point-of-contact approach is needed. Progress of the evolution of the national association will be a key project for the following year.

**Nik Parker**

*General Manager*

Boating Industries Alliance Australia



# Treasurer's Report

Presented to the Annual General Meeting of the NSW Council of the Boating Industry Association of NSW & SA Limited (BIA), Tuesday 12 May 2015.

On behalf of the Board of Directors I present the Financial Statements for the year ended 31 December 2014.

The audited financial statements reveal a deficit from activities before income tax of \$394,775 (2013 deficit \$99,744). The deficit was 70% higher than our budget estimates and was the direct result of higher unexpected costs for the 2014 Sydney International Boat Show. The Sydney Convention & Exhibition Centre is currently being redeveloped to make way for the International Convention Centre and all undercover hall exhibitors were relocated to a temporary exhibition facility at Glebe Island, the Sydney Exhibition Centre at Glebe Island (SEC @ GI). 2014 was the first year at Glebe Island and the split venue will continue for 2015 and 2016.

Income from the Sydney International Boat Show was \$53,125 above budget but direct costs were \$173,160 above budget, a net increase of \$120,035. Non budget expenditure included: additional staff for operations; expenses for volunteers and supporters; ticketing facilities in Cockle Bay; covers to protect patrons; crowd control barriers; cleaning at SEC @ GI; engineering and construction of brackets to fix bridge to Dockside Pavilion; ramp for Hall 3; dock management; additional ferry wharf at Glebe Island; and many others.

Our efforts were focused on delivering a premium event for the boating industry and ensuring our patrons could move easily and comfortably between venues. We achieved this objective and the large majority of exhibitors were happy with sales generated from the Show (on-site and post Show). We now have a much better understanding of the costs associated with the split venue and with the benefit of hindsight will ensure costs are managed for 2015 and 2016.

Income from the Sydney International Boat Show fell by \$356,864, half of this from space sales due to the smaller footprint of SEC @ GI and lower visitation numbers (16% fall in visitor numbers from 2013). We are confident that we can increase our visitor numbers in 2015 by implementing a number of small changes; tweaking our transport offering; promoting SEC@GI car parking whilst being cognisant of traffic issues in the area; and improving our message regarding the split venue.

The merger of BIA of NSW and SA took place on 2 October 2014, and pursuant to section 42(2) of the Association Incorporation Act (SA) 1985, all assets and liabilities of BIA of SA Inc. became the assets and liabilities of BIA of NSW & SA Ltd. The Statement of Financial Position reflects the consolidated assets and liabilities of both BIA NSW Ltd and BIA of SA Inc., now operating as BIA of NSW & SA Ltd. Income and expenses incurred in South Australia from 2 October 2014 are included in the Statement of Profit or Loss and Other Comprehensive Income.

BIA SA having sold Marine House 1 in Morphett St Adelaide, relocated to 6 Mary St, Hindmarsh in leased premises, in late October. All our tenants including the Houseboat Hirers Association, Yachting SA, RecFish & the BIAA moved to Marine House 2, thus maintaining a Marine Industry Associations' precinct.

The outlook for the 2015 Adelaide Boat Show is looking far more positive, with all major dealers exhibiting and we should fill all three pavilions. This should result in a significant financial turnaround, compared to last year's disappointing result.

Membership has remained stable, but we are optimistic that we will build our membership through a planned and concerted effort, to engage with all existing, past and potential new members throughout South Australia.

We had a busy year and 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, \$105,050.
- Direct advertising and promotion of BIA shows and events, \$579,250.
- 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 through NSW Maritime Authority publications and 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 Boating, \$31,210.
- Promotional of Lifejacket Lounge at SEC@GI and the MyBoatingLife staging area at Sydney International Boat Show, \$149,370.
- Donation to support the activities of Sailability NSW.
- Continuance of the travel insurance package for all corporate members, BIA staff and directors'.
- Communication with Members through Logbook, Fast Facts and electronic methods, \$46,390.
- 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).

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 (page 23). 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 2014 for your adoption.



Lyndon Turner  
Treasurer

# Financial Statements

## For the Year Ended 31 December 2014

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# Directors' Report

The directors present their report together with the financial report of Boating Industry Association of NSW and SA Limited ("the company") for the year ended 31 December 2014 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
<b>Blake, Alan</b> – Director, Blakes Marine Pty Ltd	18 May 2004 to present
<b>Bolton, George</b> – Nominated representative, Bills Motorcycles	9 October 2014 to present
<b>Breakspear, Bill</b> – Owner, Breakspear Marine Services	13 February 2007 to 21 October 2014
<b>Bullen, Ken</b> – Director, K&P Bullen Pty Ltd	15 August 2011 to 21 October 2014
<b>Burgess, Paul</b> – Owner, Bluewater Marine Surveyors	08 May 2007 to 21 October 2014
<b>Cook, Simon</b> – CEO, ICF (Australia) Pty Ltd	08 May 2001 to present
<b>Cuming, Rob</b> – Director, Christies Beach Marine	9 October 2014 to present
<b>Hayes, Andrew</b> – Director, Riverglen Marina	9 October 2014 to present
<b>Hundleby, Mathew</b> – CMM, Gladesville Bridge Marina	11 May 2010 to 13 May 2014
<b>Hunt, Jonathan</b> – Director, Hunts Marine Pty Ltd	30 June 2009 to 21 October 2014
<b>Jarvin, Michael</b> – Director, Advanced Marina Management Pty Ltd	06 February 2008 to present
<b>Steber, Alan</b> – Director, Stebercraft Pty Ltd	16 October 2007 to 21 October 2014
<b>Stocks, Shannon</b> – Director, Zoka Holdings Pty Ltd	3 June 2013 to 21 October 2014
<b>Tucker, Peter</b> – General Manager, Houseboat Hirers Association	9 October 2014 to present
<b>Turner, Lyndon</b> – CEO, NM Insurance Pty Ltd	3 June 2013 to present
<b>Vaux, Darren</b> – Director, Empire Marina Bobbin Head Pty Ltd	05 June 2006 to 21 October 2014
<b>Wise, Terrence</b> – Director, Pacific Sailing School Pty Ltd	12 May 2010 to 21 October 2014

### 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 within 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.

# Directors' Report

## 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.
- General Manager monitors staff performance and consolidates all committee reports to highlight progress, action points and progress.
- General Manager and staff actively interact and participate in consultation and communication process with government representatives, government committees and keep stakeholders.
- Boat show performance is measured by consumer research, exhibitor research, exhibitor's achievement of objectives, visitation levels, origin of visitors and financial results.

## 5. Principal Activity

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

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

## 6. Operating Results

The company continued to engage in its principal activity during the financial year, leading to a deficit of \$394,775 (2013: deficit of \$99,744 BIA (NSW) only).

## 7. Dividends

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

## 8. State of Affairs

No significant changes in the company's state of affairs occurred during the financial year except for the merger with the Boating Industry Association of SA Incorporated.

## 9. Events subsequent to reporting date

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

## 10. Environmental Regulations

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

## 11. Auditor's Independence Declaration

The lead auditor's independence declaration for the year ended 31 December 2014 is set out on page 37 and forms part of the directors' report.

## 12. Likely Developments

The company will continue to pursue its principal activities.

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

## 13. Indemnification and Insurance of Officers

### **Insurance Premiums**

During the financial year the group has paid premiums in respect of directors' and officers' liability insurance contracts for the year ended 31 December 2014 and since the financial year, the company has paid or agreed to pay on behalf of the company, premiums in respect of such insurance contracts for the year ending 31 December 2015. Such insurance contracts insure against certain liability (subject to specific exclusions) persons who are or have been directors or executive officers of the companies comprising the company.

### **Indemnification**

Since the end of the previous financial year, the company has not indemnified or made a relevant agreement for indemnifying against a liability any person who is or has been an officer of the company.

## 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	5	3
Cook, Simon	6	6
Breakspear, Bill	5	4
Blake, Alan	6	6
Bullen, Ken	5	4
Burgess, Paul	5	3
Hunt, Jonathan	5	3
Jarvin, Michael	6	5
Steber, Alan	5	2
Hundleby, Matthew	4	4
Wise, Terrence	5	3
Stocks, Shannon	5	2
Turner, Lyndon	6	6
Cuming, Rob	2	2
Bolton, George	2	2
Hayes, Andrew	2	2
Tucker, Peter	2	2

Signed in accordance with a resolution of the directors:



**Alan Blake**  
President 2014-15  
Dated: 27 April 2015.



**Lyndon Turner**  
Treasurer  
Dated: 27 April 2015.

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

To the directors of Boating Industry Association of NSW & SA Limited:

I declare that, to the best of my knowledge and belief, in relation to the audit of the financial year ended 31 December 2014 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



**Sam Danieli**

Partner

Dated: 27 April 2015.

# Independent Auditors' Report to the Members of Boating Industry Association of NSW and SA Limited

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## Report on the Financial Report

We have audited the accompanying financial report of Boating Industry Association of NSW & SA Limited ("the company") which comprises the statement of financial position as at 31 December 2014, 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, 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 NSW and SA 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 2014 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



**Sam Danieli**

Partner

Sydney

Dated: 27 April 2015.

## Directors' Declaration

In the opinion of the directors of Boating Industry Association of NSW and SA Limited:

- a) the financial statements and notes, set out on pages 40 to 44, 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 2014 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 2014-15  
Dated: 27 April 2015.



**Lyndon Turner**  
Treasurer  
Dated: 27 April 2015.

# Statement of Profit or Loss and Other Comprehensive Income For the Year Ended 31 December 2014

BIA NSW			
	Note	2014 \$	2013 \$
Revenue	4	4,356,272	4,651,384
Other income	4	295,601	329,461
<b>Total Income</b>		<b>4,651,873</b>	<b>4,980,845</b>
Cost of sales, operations, shows and promotions		(3,470,048)	(3,561,866)
Depreciation expense	5	(126,478)	(101,382)
Employee benefits expense	5	(889,789)	(798,383)
Advertising – consumer marketing		(105,054)	(102,426)
Insurance		(52,027)	(50,528)
Subscription fees		(90,079)	(85,926)
Education and training – staff		(562)	(5,315)
Other expenses		(399,138)	(459,195)
<b>Total Expenses</b>		<b>5,133,175</b>	<b>(5,165,021)</b>
<b>Finance income</b>			
Interest received		86,527	100,527
<b>(Deficit)/Surplus before income tax</b>		<b>(394,775)</b>	<b>(83,649)</b>
Income tax expense	6		(16,095)
<b>(Deficit)/Surplus for the year</b>		<b>(394,775)</b>	<b>(99,744)</b>
<b>Other Comprehensive Income for the year</b>			
Net fair value gain / (loss) on available-for-sale financial assets		67,206	289,979
<b>Total Comprehensive Income for the year</b>		<b>(327,569)</b>	<b>190,235</b>

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

# Statement of Financial Position

## As at 31 December 2014

BIA NSW

	Note	2014 \$	2013 \$
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	7	2,988,122	2,167,252
Trade and other receivables	8	121,464	329,750
Other assets	9	101,573	66,366
<b>Total current assets</b>		<b>3,211,159</b>	<b>2,563,368</b>
<b>Non-current assets</b>			
Other financial assets	11	1,652,834	1,585,628
Property, plant and equipment	10	1,817,743	1,800,048
<b>Total non-current assets</b>		<b>3,470,577</b>	<b>3,385,676</b>
<b>Total Assets</b>		<b>6,681,736</b>	<b>5,949,044</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Trade and other payables	12	392,085	186,216
Deferred income	14	28,646	26,035
Employee entitlements provision	13	121,433	99,147
<b>Total current liabilities</b>		<b>542,164</b>	<b>311,398</b>
<b>Non-current liabilities</b>			
Employee entitlements provision	13	171,967	147,568
<b>Total non-current liabilities</b>		<b>171,967</b>	<b>147,568</b>
<b>Total Liabilities</b>		<b>714,131</b>	<b>458,966</b>
<b>Net assets</b>		<b>5,967,605</b>	<b>5,490,078</b>
<b>Accumulated Funds</b>			
Reserves	15	382,116	314,910
Accumulated Surplus		5,585,489	5,175,168
<b>Total accumulated funds</b>		<b>5,967,605</b>	<b>5,490,078</b>

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

# Statement of Changes in Accumulated Funds For the Year Ended 31 December 2014

2014	Note	Accumulated Surplus \$	Reserves \$	Total \$
Balance at 1 January 2014		5,175,168	314,910	5,490,078
<b>Total Comprehensive Income for the year</b>				
(Deficit)/Surplus for the year		(394,775)	-	(394,775)
Net fair gain adjustments on available-for-sale financial assets			67,206	67,206
Net contribution by BIA SA Inc.		805,096		805,096
<b>Balance at 31 December 2012</b>		<b>5,585,489</b>	<b>382,116</b>	<b>5,967,605</b>

2013 BIA NSW	Note	Accumulated Surplus \$	Reserves \$	Total \$
Balance at 1 January 2013		5,274,912	24,931	5,299,843
<b>Total Comprehensive Income for the year</b>				
(Deficit)/Surplus for the year		(99,744)	-	(99,744)
Net fair gain on available-for-sale financial assets		-	289,979	289,979
<b>Balance at 31 December 2013</b>		<b>5,175,168</b>	<b>314,910</b>	<b>5,490,078</b>

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

# Statement of Cash Flows

## For the Year Ended 31 December 2014

		BIA NSW	
	Note	2014 \$	2013 \$
<b>Cash from operating activities</b>			
Receipts from customers		5,212,240	5,478,930
Payments to suppliers and employees		(4,333,724)	(5,616,560)
Interest received		86,527	100,527
<b>Net cash (used in)/provided by operating activities</b>	<b>19(b)</b>	<b>965,043</b>	<b>(37,103)</b>
<b>Cash flows from investing activities</b>			
Payments for plant and equipment		(144,173)	(19,454)
<b>Net cash used in investing activities</b>		<b>(144,173)</b>	<b>(19,454)</b>
<b>Net (increase/decrease) in cash and cash equivalents held</b>		<b>820,870</b>	<b>(56,557)</b>
Cash and cash equivalents at the beginning of the financial year		2,167,252	2,223,809
<b>Cash and cash equivalents at the end of the financial year</b>	<b>19(a)</b>	<b>2,988,122</b>	<b>2,167,252</b>

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

# Notes to the Financial Statements

## For the Year Ended 31 December 2014

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### 1. Reporting Entity

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

### 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 2014

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### (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 from 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 2014

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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 2014

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### (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.

### (p) Comparatives

2013 figures include BIA of NSW only

## 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 2014

BIA NSW

### 4. Revenue and other income

	2014 \$	2013 \$
Marine Industry Mechanical Repairers Association	2,904	2,536
Members Subscriptions	193,149	191,222
Regional Boat Shows	239,193	179,129
Shipwrights and Boat Builders Association	5,091	5,699
Sydney International Boat Show	3,915,935	4,272,798
<b>Revenue from operations</b>	<b>4,356,272</b>	<b>4,651,384</b>
Fund distributions received	54,285	27,028
License fees	49,938	50,014
Other income	191,378	252,419
<b>Other income</b>	<b>295,601</b>	<b>329,461</b>
<b>Total income</b>	<b>4,651,873</b>	<b>4,980,845</b>

### 5. Expenses

Depreciation	126,478	101,382
<b>Employee benefits expense:</b>		
Other employee expenses	25,676	24,998
Employee entitlements	40,356	27,644
Superannuation	74,726	67,987
Salaries and wages	749,031	677,754
<b>Total employee benefits expense</b>	<b>889,789</b>	<b>798,383</b>

### 6. Income tax expense

(Deficit)/Surplus before income tax expense	394,775	(83,649)
Tax at the Australian tax rate of 30% (2009:30%)	118,432	(25,095)
Net non-assessable income / non-deductible expenses	(118,432)	41,190
<b>Income tax (expense)/benefit</b>		<b>16,095</b>

### 7. Cash and cash equivalents

CURRENT		
Cash on hand	400	300
Bank balances	1,193,752	468,064
Short term deposits	1,793,970	1,698,888
	<b>2,988,122</b>	<b>2,167,252</b>

# Notes to the Financial Statements

## For the Year Ended 31 December 2014

BIA NSW

### 8. Trade and other receivables

	2014 \$	2013 \$
CURRENT		
Trade receivables	56,859	17,322
Provision for impairment of receivables	(560)	-
	56,299	17,322
Loan – BIA of SA		250,000
Other receivables	65,165	62,428
	<b>121,464</b>	<b>329,750</b>

### 9. Other assets

CURRENT		
Prepayments	<b>101,573</b>	<b>66,366</b>

### 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	979,655	951,649
Less: accumulated depreciation	(255,532)	(228,403)
	<b>724,123</b>	<b>723,246</b>
Plant and equipment – at cost	641,679	463,724
Less: accumulated depreciation	(548,059)	(386,922)
	<b>93,620</b>	<b>76,802</b>
<b>Total property, plant and equipment</b>	<b>1,817,743</b>	<b>1,800,048</b>

# Notes to the Financial Statements

## For the Year Ended 31 December 2014

### (a) Movements in Carrying Amounts

	Land \$	Buildings \$	Plant & Equipment \$	Total \$
<b>Current Year</b>				
Balance at the beginning of year	1,000,000	723,246	76,802	1,800,048
Net Additions	-	28,006	116,167	144,173
Depreciation expense	-	(27,129)	(99,349)	(126,478)
<b>Carrying amount at end of year</b>	<b>1,000,000</b>	<b>724,123</b>	<b>93,620</b>	<b>1,817,743</b>

### Prior Year – BIA NSW

Balance at the beginning of year	1,000,000	726,701	143,705	1,870,406
Net Additions	-	17,982	1,472	19,454
Depreciation expense	-	(21,437)	(79,945 )	(101,382)
Write backs			11,570	11,570
<b>Carrying amount at end of year</b>	<b>1,000,000</b>	<b>723,246</b>	<b>76,802</b>	<b>1,800,048</b>

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:	2014 \$	BIA NSW 2013 \$
<b>NON-CURRENT</b>		
Asgard eWrap Investments	1,652,834	1,585,628
Reconciliation		
Cost	1,382,289	1,382,289
Available-for-sale investments revaluation reserve	270,545	203,339
	<b>1,652,834</b>	<b>1,585,628</b>

### 12. Trade and other payables

<b>CURRENT</b>		
Trade payables and accruals	375,700	194,458
GST payable	16,385	(8,242)
	<b>392,085</b>	<b>186,216</b>

# Notes to the Financial Statements

## For the Year Ended 31 December 2014

BIA NSW

### 13. Employee benefits

	2014 \$	2013 \$
CURRENT		
Annual and long service leave	121,433	99,147
NON-CURRENT		
Long service leave	171,967	147,568

#### Movements in carrying amounts

	Annual Leave \$	Long service leave \$	Total \$
Opening balance at 1 January 2014	99,147	147,568	246,715
Additional provisions	22,286	24,399	46,685
<b>Balance at 31 December 2014</b>	<b>121,433</b>	<b>171,967</b>	<b>293,400</b>

### 14. Deferred income

CURRENT		
Unearned income	28,646	26,035

### 15. Reserves

Capital profits reserve	111,571	111,571
Available-for-sale investments revaluation reserve	270,545	203,339
	<b>382,116</b>	<b>314,910</b>

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 2014

### 16. Related Party disclosures

#### (a) Directors

The following persons were directors of the Boating Industry Association of NSW & SA Limited during the financial year:

Blake, Alan  
Bolton, George  
Breakspear, Bill  
Bullen, Ken  
Burgess, Paul  
Cook, Simon  
Cuming, Rob  
Hayes, Andrew  
Hundleby, Matthew  
Hunt, Jonathon  
Jarvin, Michael  
Steber, Alan  
Stocks, Shannon  
Tucker, Peter  
Turner, Lyndon  
Vaux, Darren  
Wise, Terrence

#### (b) Directors remuneration

\$0 was expended on the President's annual allowance for the year ended 31 December 2014. As at 31 December 2014 a cumulative amount of \$8,164 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
	\$	\$
<b>Related Party:</b>		
Director related companies:		
Blakes Marine Pty Ltd	93,568	3,840
Breakspear Marine Services	486	
K & P Bullen Pty Ltd	2,920	
Bluewater Marine Surveyors	486	
ICF (Australia) Pty Ltd	63,382	30,759
Motor Yacht Marine Holdings Pty Ltd	1,536	
Zoka Holdings Pty Ltd	486	
NM Insurance Pty Ltd	32,669	
Hunts Marine Pty Ltd	84,019	54,184
Advanced Marina Management Pty Ltd	776	
Stebercraft Pty Ltd	3,573	
Pacific Sailing School Pty Ltd	3,641	

#### (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 2014

### 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 \$	Total \$
<b>2014</b>			
Total compensation	205,969	25,000	230,969
<b>2013 - BIA NSW</b>			
Total compensation	200,698	25,000	225,000

### 18. Auditors' remuneration

	2014 \$	2013 \$
Remuneration of the auditor of the company for:		
- Audit of financial report	10,140	9,845
- Other services	1,730	2,110
	<b>11,870</b>	<b>11,955</b>

### 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:

Cash on hand	400	300
Cash at bank	1,193,752	468,064
Short-term deposits	1,793,970	1,698,888
	<b>2,988,122</b>	<b>2,167,252</b>

# Notes to the Financial Statements

## For the Year Ended 31 December 2014

BIA NSW

### 19. Cash flow information

	2014 \$	2013 \$
(b) Reconciliation of net cash from operating activities with (deficit)/surplus for the year		
<b>(Deficit)/Surplus for the year</b>	(394,775)	(99,744)
<b>Non-cash flows in surplus/(deficit)</b>		
Depreciation	126,478	101,382
Net proceeds on merger with BIA SA	805,096	
<b>Changes in Assets and Liabilities</b>		
Change in trade and other receivables	208,286	100,247
Change in other assets	(35,207)	(12,534)
Change in trade and other payables	205,869	(158,663)
Change in unearned income	2,611	4,565
Change in provision for employee benefits	46,685	27,644
<b>Net cash (used in)/provided by operating activities</b>	<b>965,043</b>	<b>(37,103)</b>

### 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 2014 there were 538 corporate members (31 December 2013: 494 corporate members).

### 21. Expenditure commitments

The company has \$60,000 in expenditure commitments in relation to venue hire during 2015.

All amounts are recorded excluding GST.



Boating Industry Association

**BOATING INDUSTRY ASSOCIATION OF NEW SOUTH WALES AND SOUTH AUSTRALIA LTD**

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