



President's Report 2019

Dear Colleagues,

It's a great pleasure to write to you with so many good things to report.

Sailability Queensland (SQ) and Queensland clubs have had another very successful year. Clubs now offer over 600 sailing experiences in a typical week, supported by a large band of volunteers. Something of which we can be quite proud.

We have seen growth in client numbers in several clubs with the magical 'ton' being hit by Bayside on a couple of occasions. Some others are not far behind. The Sailability 'Brand' is becoming more widely known in the disability sector and local business communities.

Mackay had a 'soft' launch earlier this year as our fifteenth club. Mackay is now sailing in Mackay Marina and busily building client and volunteer numbers. Mackay is fully mobile - it owns a dry van to store and transport its dinghies, a support vessel and all the necessary associated equipment to make for a successful sailing day. Mackay has been grateful for some terrific support from Capricornia.

Unfortunately, on the other side of the coin, Darling Downs is in hiatus as low dam levels have brought a halt to operations. The club has had the issue before and bounced back so we wish them well for a good wet. Meanwhile we are looking at options for their clients and volunteers, such as organising visits to another club like Graceville.

Our well attended Presidents' Forum, held in May this year, built on the achievements of Airlie. The forum focused on risk, business planning and communication. We explored what clubs need and expect from SQ and how they could work with each other. Examples include: the earlier noted Capricornia's support for Mackay; Cairns supporting Townsville; and SQ members visiting clubs when they are in the area.

Club visits help to offset some of the communication issues occasioned by the tyranny of distance. But an annual get together (a smallish presidents' forum dealing with business issues, like risk management and communication, alternating with a larger clubs' conference for their specific presentations and needs) is invaluable in helping us to communicate effectively.

SQ has assisted clubs with various compliance issues, including about rule changes and interpretation. For example, for Bundaberg we were able to assist in having their charitable activities accepted by the ACNC and ATO.

About nine months ago we commenced a review of all our insurance arrangements. The review has resulted in significant achievements, including:

- Endorsed by the Presidents' forum, we moved to a 'one broker' approach by appointing A J Gallagher to manage all our insurance needs
- Meeting in-person from time to time with the broker
- Removal of policy duplication - producing cost reductions
- Further savings from us being more 'active' in negotiations, seeking the best deal
- Invoicing and payment arrangements handled by the broker
- A plain language guide and a public liability certificate (prepared by the broker) for our Sports Insurance policy – making it easier to understand what is covered and to share policy information
- Questions from the clubs answered personally by the broker.

Our role as agent for the clubs remains important and, in this capacity, we are now examining implementing 'directors' insurance' and aligning all policies to a single renewal date from next year.

Thank you

Again, a special thank you to Allan and Michele Larkin (Aspect Property Group) for their valuable financial support, their trust in SQ and in their faith of the Sailability cause. Also, thanks to club presidents for their continuing support; to Ben Callard from AS for his valuable contribution and the use of their facilities; club sponsors and supporters in the community; and to our executive and committee members for their mentoring and support. Thank you everyone.

The future

Last year we set a challenge to take a good look at ourselves. That process is now advanced and will guide us well in positioning Sailability Queensland into the future.

Kent

Kent Sawyer
President