

BRIGHTON & SEACLIFF YACHT CLUB

INCORPORATED

AFFILIATED WITH YACHTING SOUTH AUSTRALIA

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CLUBHOUSE,
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SOUTH AUSTRALIA 5049

Dear Member,

RE: Get Kids In Boats project fundraising and sponsorship

As you are aware our youth section is growing and we currently have 63 members in this category. Sandy Higgins continues to take overall charge of sail coaching, assisted by Laura Avery and a fleet of volunteers. It is not uncommon to have 30 or 40 under 14s on the water on Saturday mornings!

Many of these members graduated from our Learn To Sail courses. Over 40 children took part in a Learn To Sail course last season with another 80 taking part in either our Active After-school Communities program or our holidays aquatics program.

To meet the increasing demand for these sailing and aquatics programs we have appointed a Sailing Professional, James Morgan. We now need to increase our on-water capacity and, in particular:

1. 6-8 Pacer training dinghies

We currently lease 6 Pacer dinghies from Metropolitan Schools Team Racing Association. However, these dinghies are old and require an increasing amount of upkeep. Also, we are unable to confirm their use for more than one year at a time.

2. On water support/rescue boat

With more sailors taking part in Saturday morning coaching, Learn To Sail and afternoon racing we need an additional coach/rescue boat in the youth section.

3. 8 Club Optimists

The Club acquired two International Optimists last season that have already been leased to Club members and we are fortunate that other members are able to lease boats owned by the Optimist Association. At the moment, though, we are unable to accommodate the use of Optimists for short term leasing or school Try Sailing days.

4. Windsurfers and Kayaks

Ideally second hand. If we are to develop our aquatics opportunities for the Active After-school Communities and attract more schools and individuals to our aquatics programs we need to own rather than lease a small collection of windsurfers and kayaks.

5. Coaching and training support items and material

Overall, we have estimated that purchasing the above resources will cost \$100,000 so we have launched *Get Kids In Boats* to raise these funds over 3 to 4 years. The *Get Kids In Boats* initiative has four potential funding streams:

1. Commercial sponsorship

The Club has designed and is marketing sponsorship packages and information on the investment benefits can be found on our web site www.bsyc.com.au. If you are interested in finding out more about sponsorship opportunities please contact the Manager.

2. Government and private grants

In the past 18 months the Club has been successful in applying for grants to the value of \$15,500 and we will continue to apply for appropriate grant opportunities.

There are, however, two further fundraising potentials we would like to draw our members' attention to:

3. Aussie Lend-a-Hand to Clubs initiative

We have registered with this program. Simply, Aussie will give the Club \$100 if you or a friend or colleague arrange and attend an appointment with an Aussie broker. That's it. There's no obligation! So, if every Senior member went to an appointment we would raise nearly \$20,000 enabling us to buy 3 Pacers or 5 Optimists or a rescue boat. Please consider taking up this generous offer from Aussie. (see attached for further details)

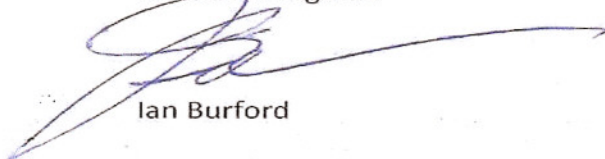
4. Donations to the Australian Sports Foundation (ASF)

Our *Get Kids In Boats* project (no. 210305) is registered with the ASF. This allows the Club to promote the tax deductibility of donations to the ASF in support of our project. While donations are made unconditionally to the ASF, donors can nominate our project as their preferred beneficiary. The Club will recognise all donations on a Donations Honour Board at the Club and on our web site although the Club will respect any requests for anonymity. All ASF grants received by the club will be used to purchase identified equipment. (see attached for further details)

This is a very exciting time for us all and your support of one of the above fundraising initiatives will help to ensure the future of sailing at Brighton and Seacliff Yacht Club.

If you have any queries about the contents of this letter please get in touch with our manager, Neil Mackenzie, by calling him on 8296 7935 or e-mailing manager@bsyc.com.au.

With best regards



Ian Burford

Commodore