

MANNERING PARK AMATEUR SAILING CLUB INC.

STRATEGIC PLAN 2020-25

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1. 2022 Review

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1. Forward

1.1 Formulation

The Mannering Park Amateur Sailing Club Strategic Plan was formulated in 2019 by Andrew Whitbourne. The process included a planning workshop, involving all key stakeholders. This broad involvement was intended to ensure that the objectives and strategies contained within the Plan were fully representative of the entire membership of the club.

The workshop was held at the sailing club and involved a number of informal discussions with varying groups of members. The information contained within this Plan was gathered from these workshops and from further consultation undertaken within the club.

1.2 Structure

This Plan is in four main sections, each of which answers an important planning question:

- 1. Snapshot of the club Where are we now?
- 2. Purpose statement Why do we exist? What do we do?
- 3. Guiding principles What is important to us?
- Action plan Goals What do we want to achieve?

Strategies / Actions What are we going to do?

Key Performance Indicators How do we measure our success in achieving our goals?

Responsibilities Who is the club person responsible for achieving the goal?

Timeline When is the task due?

Resources How much money and what will be required to achieve this goal?

Q.A. What records are to be kept to record progress?

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1.3 Implementation and Monitoring

This Plan will be tabled at each Annual General Meeting in order to ensure that it is implemented throughout the year and that specified timeframes are being met.

Mannering Park Amateur Sailing Club will also hold an annual planning review workshop in line with its AGM to ensure that this plan is updated each year.

Ongoing monitoring of the Action Plan is done via regular monthly or three monthly reports provided to the committee by the various sub-committees and delegated office holders. Reports are variously received from the Vice Commodores, Canteen Coordinator, Regatta Coordinator, Grants Officer, Partnership/Sponsorship Coordinator and Training Coordinator.

2. Key Stakeholders

Mannering Park Amateur Sailing Club will consider the following groups and individuals within this planning process.

- Ordinary Membership base
- Existing Junior sailing members
- MPASC Executive Committee
- Existing Junior sailing parents/guardians
- Local community through public notice.
- Australian Sailing
- Club Sponsors
- Local Council and Councilors
- State Government member

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3. SNAPSHOT OF THE CLUB

3.1 Organisational Chart

The Mannering Park Amateur Sailing Club is governed, in line with its constitution, by an elected Executive Committee and Ordinary Committee members whose numbers can vary from 2-5.

The Executive Committee is made up of the Commodore, Vice Commodore Yachts, Vice Commodore Catamarans, Vice Commodore Dinghies, Secretary and Treasurer.

The Executive Committee and the Ordinary Committee members make up the club's committee and are elected annually at the club's Annual General Meeting.

The Commodore is responsible for the overall management of the club, including policy, directions and discipline.

The roles of the Vice Commodores Yachts, Catamarans and Dinghies are to:

- 1. Support the Commodore as required and perform duties as written in the Club's Constitution.
- 2. Administer the operations of the yacht, catamaran and dinghy/junior fleets respectively.
- 3. Coordinate the preparation of Sailing Instructions. Notify all members of any changes in the Sailing Instructions.
- 4. Prepare a Duty Roster for (a) Yachts and (b) Catamarans for each week of the sailing season and check that each boat or member is aware of their rostered date and confirm attendance.
- 5. Ensure a roster of a Duty Committee Officer for each week is compiled and posted on the Club's Notice Board and web site.
- 6. Ensure that each officer knows his duty

The Treasurer's role is to:

- 1. Apply for the NSW Maritime Licence in time for the season.
- 2. Receive membership and race fees. Provide a list of financial members and race entrants to the Race Committee and Secretary.
- 3. Prepare a budget for the year of income and expenditure.
- 4. Control expenditure and income for current year.
- 5. Prepare a monthly financial report for the Executive Committee.
- 6. Review the insurance cover of MPASC and ensure that all appropriate
- insurances are current and premiums paid.
- 7. Maintain the Club's bank and card accounts.

The Secretary's role is to:

- 1. Receive all membership applications.
- 2. Maintain a register of members' names, addresses and contact numbers.
- 3. Provide a list of members' names and addresses to the Public Officer.
- 4. Receive Boat Register Forms and maintain a Register of Boats and Safety Certificates.
- 5. Keep a list of all keys to the club. Receive all correspondence and reply to all relevant correspondence.

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6. Prepare agendas for Club meetings. Keep minutes of all meetings. Post a summary of all Committee meetings on the Club's notice board.

Various Club Officers and Sub Committee members are elected at the General Meeting immediately following the AGM. These Club Officers and Sub Committees perform the week to week roles required to allow the club to function

3.2 Population and Demographics

2016 Census Mannering Park People: 2,472. Male 49.2% Female 50.8% Aboriginal or Torres Strait Islander 6% Families 697 Average children per family 1.8 Median family weekly income \$1,310 (State average \$1,780) The median age of people in Mannering Park was 41 years. Children aged 0 - 14 years made up 18.4% of the population and people aged 65 years and over made up 17.3% of the population.

Source ABS 2016 Census

3.3 Membership Profile

The club membership is made up of the following categories:

- 1) Full Senior Sailing Members
- 2) Junior Membership
- 3) Family memberships
- 4) Social/Affiliate Members. The social/affiliate members consist of parents of juniors, partners of sailing members as well as model yacht sailing and the fishing club fraternity and the general public.

The following table provides membership information in each of the membership categories:

	Table 1. Membership Profile					
Review Year		Membership Category				
	Full Senior	Junior	Social	Total		
2019-20	64	22	30	116		
2021-22	60	16	20	96		

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At the time of writing this report the club membership is made up of the following age and gender percentages:

	Table 2. Membership Demographic Record						
	Age >60	Age >40	Age <18	Sei	nior	Ju	nior
Review				Male	Female	Male	Female
2019-20	33%	71%	18%	82%	18%	48%	52%
2021-22	51%	76%	16%	65%	35%	62%	38%

3.4 Financial profile

Recurring costs are funded through Club membership fees, race fees, regatta income and canteen income.

The Club sources various grants from State Government and Local Government permitting the Club to invest in Club infrastructure and equipment

3.5 SCORE Analysis

Below is an analysis of our *Strengths, Constraints, Opportunities, Risks* and *Expectations.*

	<u>S</u> trengths	<u>C</u> onstraints
٢	Capable skilled and reliable leadership team.	 Land area constrained by adjoining private dwellings and access required
٢	History of positive financial management by the Executive Committee.	 to sewerage pumping enclosure. Club and race fees are restricted by the local demographics.
٢	Operational management of club supported by a broad base of reliable and dedicated members	 Limited parking for members and visitors
٢	Leadership team successful in obtaining grant funding for Club projects	 Limited room for future expansion Land owned by the NSW Lands Department and administered by Central Coast Council.
\odot	Good current and ongoing leadership	Aging membership
\odot	Strong sailing knowledge base	Aging core of reliable and dedicated
٢	Strong business and skills knowledge base	members ®
\odot	Excellent club storage facilities	

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	<u>S</u> trengths	<u>C</u> onstraints
\odot	Excellent club house amenities	8
\odot	Excellent open and secluded stretch	8
	of water for sailing	8
٢	Good and accessible foreshore rigging area	8
٢	Caravan park provides accommodation immediately beside the club	
\odot		

<u>O</u> pportunities	<u>R</u> isks
 Seek Regatta opportunities to increase club sailing profile and income. Seek funding from the area's licensed clubs who are required to assist community organisations. Seek sponsorship from organisations, who want to be seen as a good corporate citizens in supporting sailing for juniors and disabled sailors Expand on the growing junior base Develop a disabled sailing presence Provide a café/dining facility to the public 	 Council fail to renew the 5 year lease Council puts unsustainable restrictions on our operations The public overrun our limited parking availability Membership declines through aging members not being replaced. Failure to develop a succession plan within management. Loss of key team members Increasing insurance and compliance costs

Expectation	
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	<u>Expectations</u>
٢	The sailing club will be relevant to its members and worthwhile to the local community
٢	The sailing club will run a sailing program that is inclusive and supportive of all members, regardless of skills or ability, who own boats, or who are crew members
٢	The sailing club will be inclusive and supportive to members by providing safe and secure facilities to socialize and be participants in sailing activities.
٢	The sailing club will have and implement policies relating to the safety of members and visitors to the club
٢	The sailing club will have procedures and practices in place to comply with legislative and regulatory requirements to operate
٢	The sailing club will provide and maintain equipment to run the sailing school, Saturday and Wednesday sailing schedule and the appropriate equipment for

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hosting regattas.

- The financial accounts of the Club will be kept current with clear identification of income and expenditure and presented to the members on a monthly reconciliation.
 The sailing club will remain commercially viable so it is capable of fulfilling its objectives and realising its opportunities.
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 - 4. PURPOSE STATEMENT

The Mannering Park Amateur Sailing Club's purpose is to provide a welcoming and inviting atmosphere for the club membership and wider community, to primarily participate in the sport of sailing, while also providing the opportunity to engage socially.

5. GUIDING PRINCIPLES

The Mannering Park Amateur Sailing Club believes in adhering to the following guiding principles:

- The club must provide a safe and supportive environment for all members and visitors
- The club must accept and encourage members and visitors, regardless of their sailing abilities.
- The club members and visitors must be respectful of all other members and visitors
- The club must actively encourage and support the development of junior sailors
- The club must actively encourage and support female participation in sailing
- The club must actively encourage and support the development of programs to promote opportunities for sailing for the disabled.

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6A. ACTION PLAN – SAIL TRAINING SAILABILITY

Goal	Strategies / Actions	Key Performance Indicators	Responsibility	Time Frame	Resources	Q.A.	STATUS]
 Introduce 20 children to sailing annually through the Start Sailing Program . 	 Run two Start Sailing 1 & 2 four	 Increase numbers by at least 10 juniors per year Retention rate of greater than 60% for the Start Sailing 1 & 2 Long term retention rate of 30% for the junior fleet. 	Executive Committee Senior Instructor Junior Committee Grants co-ordinator .	• 5 years	 Two Senior Instructors Four Assistant Instructors RIB Rubber ducky 10 Open Bic Training fleet 5 Flying Ant Training Boats Development of surveys 	3 monthly reports Participant surveys	F	ormatted: Font: 9 pt
2. Reduce juniors leaving the sport	 Ensure training has fun activities incorporated Promote whole of water skills approach Actively encourage parental participation Conduct ongoing research into participation 	 KPI Retention rates are maintained Active parental participation in sailing or volunteering 	 Senior Instructor Assistant Instructors Junior Committee Grants coordinator 	Annual	 Funding for Junior Boat license Funding for Assistant Instructor courses Development of surveys 	3 monthly reports	• Ongoing F	ermatted: Font: 9 pt
3. To have at least 50% of the junior fleet attending regattas in 5 years	 Seek class regattas to be held at MPASC Encourage juniors to participate in local regattas 	 First dinghy regatta in two years 10% of juniors travel to a regatta in year two 	Regatta Committee Junior Committee Senior Instructor	• Annual	 Boat transport trailer Club boats for charter 	Regatta committee reports	F	ormatted: Font: 9 pt ormatted: Font: 9 pt ormatted: Font: 9 pt

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Goal	Strategies / Actions	Key Performance Indicators	Responsibility	Time Frame	Resources	Q.A.	STATUS	<i>.</i>
4. Have juniors participate in Race Management	 Ensure regular AS officiating courses are conducted. Ensure students are given the opportunity to obtain their junior boat license. 	 Juniors assisting race management. Juniors operating safety boats regularly 	Senior Instructor Junior Committee Grant coordinator	Annual	Grant funding for courses Commitment by committee to fund courses	Member training records		Formatted: Font: 9 pt Formatted: Font: 9 pt
5. Provide high level coaching for advanced juniors	 Source AS accredited coach Source grant funding for coach Source grant funding to train member as coach 	 Active participation by juniors in fleet regattas. Improving regatta placings 	Senior Instructor Junior committee Grant coordinator	Annual	 Coach Grant funding RIB IB 	•	Ongoing	Formatted: Font: 9 pt
6. Provide training to allow juniors to become Assistant Instructors	 Source grant funding Conduct Junior boat License training for students 	Junior participation in training assistance	Senior Instructor Grant coordinator	Annual	Funding	Member training records	Ongoing	Formatted: Font: 9 pt
7. Have Junior Assistant Instructors develop into Senior Instructors	Source grant funding	Increasing Senior Instructor ranks	Senior Instructor Grant coordinator	5 years	Funding	Member training records	Ongoing	Formatted: Font: 9 pt
8. Have juniors' parents participate in all club activities	 Introduce parents into helping at the Start Sailing 1 & 2 program Introduce parents into helping children rig and unrig in learn to sail Conduct AS officiating courses 	parents engaged in club activities	Senior Instructor	• 5 years	Funding	3 monthly reports	0 0	Formatted: Font: 9 pt Formatted: Font: 9 pt

Goal	Strategies / Actions	Key Performance Indicators	Responsibility	Time Frame	Resources	Q.A.	STATUS	
9. Introduce juniors parents and mature aged participants to learn to sail classes	 Initially introduce parents to assisting children Advertise and conduct Start Sailing 1&2 courses for mature age sailors 	 Increased number of parents sailing Increasing number of mature age participants 	Executive Committee Instructors	• 5 Years	Dinghy Training class RIB Rubber duck	3 monthly reports	Ongoing Form	rmatted: Font: 9 pt
10. Provide coaching for existing mature age sailors	To provide coaching to existing senior sailors to improve their sailing and rules knowledge	Better sailor performance in fleet racing Reduced on-water conflict	Executive Committee Instructors and coach	Ň	Coach funding	•	Not started For	rmatted: Font: 9 pt
11. Research and implement strategies to improve retentions rates of senior member sailors	 Actively engage members in club operational activities Actively engage members in club social activities 	Increased fleet numbers Increased after sailing club attendance	Executive Committee	• 5 Years	•	•	Not started For	rmatted: Font: 9 pt
12. Increase the disabled membership to reflect the community expectations	 Work with the disability sector to promote our club Continue to promote an open and inclusive atmosphere at the club Work with NSW Sailability to promote our club 	Increased membership of those who identify as having a disability	Executive Committee	• 5 Years	Disabled amenities	•	Not started For	rmatted: Font: 9 pt
13. Have weekly disabled sailing races	Seek assistance from the disability sector	Regular disabled sailing from the club	MPASC committee	• 3 Years	 Approved jetty Disabled sailing boats Storage facility Safety boats 	 Sailing program 3 monthly report 	Not started Form	rmatted: Font: 9 pt
14. To develop the storage and toilet facilities for disabled sailing	 Seek assistance from the disability sector Seek council approvals Prepare plans for club extensions 	New extension	Executive Committee Grant coordinator	• 3 Years	Disability sector Grant funding	•		rmatted: Font: 9 pt

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6B. ACTION PLAN - YACHTS

Goal	Strategies / Actions	Key Performance Indicators	Responsibility	Time Frame	Resources	QA	STATUS
 15. Maintain and increase yacht fleet . 	 Yearly skippers' meeting before setting sailing calendar, reviewing sailing instructions, forum for expressing fleet issues. An agreed handicapping method for yacht racing by skippers Timely results posted after daily racing Yacht racing events recognizing female sailors, crews. Recognition given to skippers and crew with yearly presentation. Provide a structure for socialization at the Club after yacht racing. Frequent communication with yacht skippers and crew by email and Club web posting. Ensuring club positions are filled with skippers and crew. 	 Participation of skippers and crew in yearly review through email or attending meetings Participation of skippers and crew at annual Presentation. Number of female sailor and crew participating in female skipper and crew races. 	 Vice Commodore Yachts Saturday Yacht Handicapper Wednesday Twilight Handicapper 	• Yearly	Club infrastructure	Spring and Summer report on Key performance indicators from Vice Commodore Yachts	• Complete
16. Provide a pathway for adults to become crew on yachts	 Adult learn to sail program over six Saturdays with the Spring Sailing calendar Advertise program using Social Media 	 Number of participants Completion rate of participants Number of participants finding a crew position. 	 Vice Commodore Yachts Development Officer Adult Instructor 	• Yearly	Dinghies borrowed or owned by club	Report by Development officer on KPI's to Commodore	Not started

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6C. ACTION PLAN - CATAMARANS

Goal	Strategies / Actions	Key Performance Indicators	Responsibility	Time Frame	Resources	QA	STATUS
17. Maintain and increase Catamaran Fleet	 Yearly skippers' meeting before setting sailing calendar, reviewing sailing instructions, forum for expressing fleet issues Timely results posted after daily racing Recognition given to skippers and crew with yearly presentation Seek catamaran class regattas to be held at MPASC Weekly email to Cat Sailors recapping Saturday sailing and catch-up next week 	 Participation of skippers and crew in yearly review through email or attending meetings Participation of skippers and crew at annual Presentation. Catamaran regattas are held as part of sailing program. Evidence of regular communication with cat sailors 	 Vice Commodore Catamarans Regatta Committee 	Annual	 Club infrastructure Club members 	Report by Catamaran Vice Commodore end of spring season and end of summer season	Not started

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6D. ACTION PLAN – CLUB FACILITIES AND OPERATION

Goal	Strategies / Actions	Key Performance Indicators	Responsibility	Time Frame	Resources	QA	STATUS	
 To provide a dining and entertainment experience to the community 	 Seek council approvals Prepare plans for the club extensions 	New extension complete	Executive committeeGrants co-ordinator	• 5 years	Grant fundingArchitectEngineer	•	Not started	
19. Develop succession planning strategy	Research successful strategiesConsult with sports bodies	Operating strategy	Executive committee	• 12 months	Research	•	Not started Form	matted: Font: 9 pt
20. Develop and implement governance documentation	 Research governance options Consult with A.S. 	Implemented Governance policy document	Executive committee	• 12 months	Research	Governance reviewed and documented	Not started Form	matted: Font: 9 pt
21. Improve club health check scores	 Review members expressed opinions Coordinate an approach to improve on low score areas 	Club Health check scores increase	Executive committee	• 12 months	Research	Member health check scores recorded	Not started Form	matted: Font: 9 pt
22. Introduce a Youth Committee	 Research clubs with a YC Access likely candidates and discuss Discuss with juniors for interest in participating Have juniors elect their YC Mentor and assist YC to Perform function Have YC reports presented to 	 Youth Committee elected Monthly reports presented YC recommendations acted upon 	Executive committee	• 12 months	Club facilities	YC reports	Under investigation	

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MANNERING PARK AMATEUR SAILING CLUB

2020-2025 STRATEGIC PLAN - 2022 PLAN REVIEW

DATE	CLAUSE	REVIEW COMMENT	ACTION	STATUS
28/4/22	1. Forward	Sponsorship/partnership coordinator role to be added to Clause 1.3	Add "Sponsorship/Partnership Coordinator" to the clause	Complete
28/4/22	2. Key Stakeholders	Is the list of stakeholders correct	Confirm relevance of all listed stakeholders	Complete
28/4/22	3. Snapshot of the Club	Vice Commodore Juniors title does not align with the clubs Handbook and AGM	Clause 3.1 Organisational Chart change Vice Commodore Juniors to Vice Commodore Dinghies in all cases	Complete
28/4/22	3. Snapshot of the Club	Membership profile outdated	Clause 3.3 and Table 1 add a Family Membership category and update membership to reflect 2022 numbers	Complete
28/4/22	3. Snapshot of the Club		Clause 3.3 Confirm the current age and gender statistics	Complete
28/4/22	3. Snapshot of the Club	Strengths/Constraints and Opportunities/Risks need updating	Clause 3.5 Start to consider succession plan for executive. Review training options for Executive positions	Complete
28/4/22	6A Action Plan	Item 1. Targets for participation are unrealistic	Review targets and set realistic goals. Set up surveys for all participants registering in the program. Set up surveys for those sailors who stop sailing.	Ongoing
28/4/22		Item 2 Have not prevented or reduced the loss of juniors	Undertake a review of the sailing program for 2022-23 to include fun on water activities similar to the final sailing day	Ongoing
5/5/22		Item 2 Active parental participation in activities	Increase parents involved in training courses like boat license, RSA, First Aid, Instructing etc.	Ongoing
5/5/22		Item 2 Undertake surveys for LTS participants and those who stop sailing		Not started
5/5/22		Item 3. Participation in regattas ongoing		Ongoing
5/5/22		Item 4. Ongoing training of junior sailors		Ongoing
5/5/22		Item 5. Higher level coaching ongoing		Ongoing
5/5/22		Item 5. Source funding for ongoing coach training	Source more training funding	Ongoing
5/5/22		Item 6. Providing training for junior boat license		Ongoing
5/5/22		Item 6. Providing training as A.I. is occurring when junior licenses obtained.	Source more training funding	Ongoing
5/5/22		Item 7. Juniors not old enough yet to be Instructors		Ongoing
5/5/22		Item 8. Some parents are assisting in rigging and launching		Ongoing
5/5/22		Item 8. Preparing licensing for Safety Boat. Officiating courses have not been held to date	Review parent capability and organise relevant officiating courses for the parents	Not started
5/5/22		Item 9. Introduce parents and adults to learn to sail	Need to review and access timing and resources	Not started
5/5/22		Item 10. Provide coaching and rules advise to existing senior sailors	Need to review and access timing and resources	Not started
5/5/22		Item 11. Improve retention of senior sailors	Need to produce and conduct surveys of exiting sailors and also existing sailors for their input	Not started
5/5/22		Item 12. Increase disability sailors	Sailability has been on hold for 2 years. Try to start program in 2022-23	Not started
5/5/22		Item 13. Introduce weekly disability sailing	Sailability has been on hold for 2 years. Try to start program in 2022-23	Not started
5/5/22		Item 14. Construct disabled toilet/shower and storage	Disabled toilet/shower and storage extensions completed in 2021	Complete
5/5/22	6B Action Plan Yachts	Item 15. Provide skippers briefing, H/caps, socialising etc	All recommendations have been undertaken	Complete
5/5/22		Item 16. Provide an adult LTS program	Need to review and access timing and resources	Not started

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5/5/22	6C Action Plan Cats	Item 17 Some actions/strategies have been done	Hold yearly skippers meeting, post results, Weekly contact emails and phone calls	Not started
5/5/22	6D Action Plan Club	Item 18 Dining/entertainment facilities	Provide a social hub for social and non-members	Not started
5/5/22		Item 19 Succession planning	Appoint volunteers coordinator to review prospects and possible training	Not started
5/5/22		Item 20. Governance documentation	Review and document all relevant documentation and location	Not started
5/5/22		Item 21. Club health check	Provide health check documents to committee for update	Not started
		Item 22. Form Youth Committee	Review candidates, conduct elections, appoint mentor	Not started

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