



Explainer: GYC Yard Fee Pricing from September 2023

The club has traditionally taken account of a number of factors in charging for yard space, but we struggled to charge a fair price in instances where several factors applied to a boat. Over time, the tariff sheet became more and more complicated as we tried to take account of more exceptions - and this created problems for our invoicing system and extra work for the treasurer.

We have developed a new way of calculating yard charges that attempts to offer a consistent, fair and flexible model which takes account of the various factors which should discount the fee charged - and those factors which should push the price upwards.

The various discounts and uplifts are applied as percentage adjustments to a base price. We have weighted each factor (such as how much more a boat should pay in the shed compared to the yard, or multi-hull vs monohull) to achieve what Council believes is a fair charging structure.

Discounts

There are several possible discounts:

- Bilge keel boats have a reduced 'set down' charge, though this does not affect the ongoing fee for storage in the yard.
- Member owned dinghies and Kayaks are discounted because they are so narrow and the length calculation would not otherwise take account of how little space they use.
- Project status results in the <18 month fee being charge irrespective of how long the boat has been in the yard.

Uplifts

Certain factors increase the fee charged – more than one may apply:

- The need for legs or stands provided by the club.
- Trailered boats pay a higher fee because they do not also pay for a mooring.
- Multi-hulls obviously use more space.
- Boats in the yard partially under cover (where the old crane was) under cover (where the rowing boats are) or fully under cover in the shed attracts a higher price.
- Visitors and off station boats pay an additional uplift.

How does the calculation work for boats in yard?

- Any discounts or uplifts are applied to the per meter per year 'base price'. This gives a 'per meter per year' price for this particular boat (with a minimum or 'floor' price).
- From this, we calculate the annual price for stays below 18 month, over 18 months and over 36 months. If the boat is a project boat, the ceiling is the < 18 month cost.
- From this, it is a simple matter of dividing by 365 to provide a day rate that can be used to calculate an invoice for the period in the yard.

Lifts with the Wise Machine

The cost of a 'Lift' is calculated as a percentage of the < 18 month whole year cost of storage in the yard. 10% provides a figure close to current lift costs. Including this in the model avoids the need to set this price separately. The Lift charge is automatically higher for longer boats, multi-hulls, visitors, off station boats and those stored under cover.

Set Down

The cost of a 'set down' is calculated as a percentage of the < 18 month fee – with a discount for bilge keels. As with lifts, the fee is automatically higher for longer boats, multi-hulls, visitors, off station boats and those stored under cover.

Additional considerations

A cruiser which is normally out on the mooring but has a trailer in the yard should not be recorded as 'trailerred' – but will be charged a separate fee for the trailer.

The additional charge for stands does not require us to count how many are used: the uplift relates to the length of the boat so bigger boats which need more stands automatically pay more.

For member owned dinghies, trailer sailors, trailer motor boats and kayaks the 18 month fee will initially be charged. If the boat does not meet the 'activity test' during that 18 month period it will move to the >18 month uplift and again after 36 months of inactivity. On proof of meeting the activity test the boat will revert to the <18 month tariff.