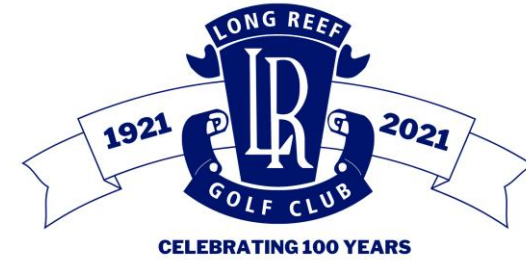


# President's address

**AGM OCTOBER 2020**



# PRE COVID – February 2020



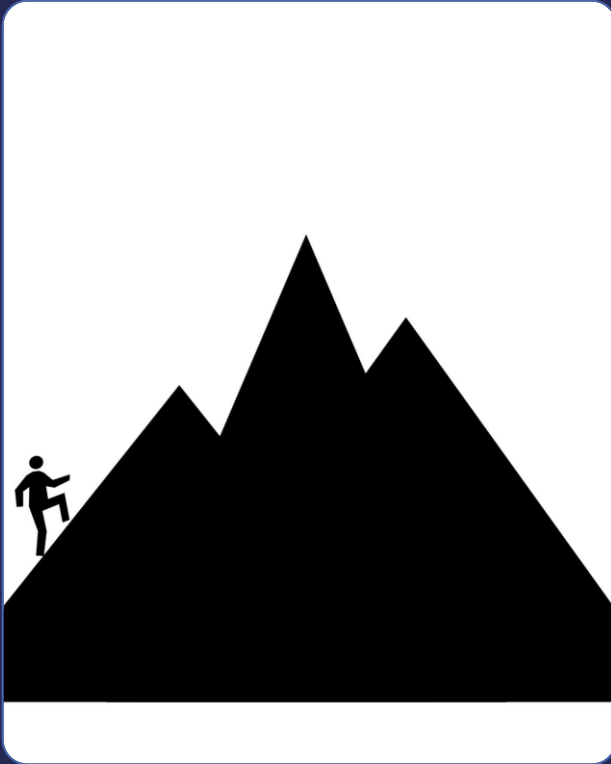
- At the end of February we had a Net Surplus of \$492,770 and expecting a record profit for the year.
- Our Function bookings were near capacity till June 2020
- Our event calendar was very healthy from July 2020 onwards
- Café Trade was strong
- Bar sales were above budget
- Catering income was above budget
- Members rounds of golf were higher than the previous year.

# COVID - Uncharted waters



- Lockdown
- No Revenue
- Financial losses
- Clubhouse closure
- Course closure
- Social distancing
- Strict COVID restrictions

# Meeting the Challenges



- Hard working Staff
- Supportive Membership
- Dedicated Board
- Disciplined procedures and processes
- Putting Members needs first

# The COVID Challenge



## Dealing with COVID

- Changes daily
- Constant communication
- Closing of the Clubhouse
- 37 permanent and casual staff stood down
- Freezing of subscriptions

## Course Closure

- Concensus
- Exposure to the public
- Best practice
- Member and public safety
- Government compliancy

# JOBKEEPER and MEMBERS SUPPORT



## CLUBHOUSE

- **Roof Repairs**
- **Solar Panels**
- **Painting**
- **Carpentry**
- **Refresh TAB area & Members lounge**
- **Signage**
- **Fans**
- **Electrical work**
- **Ceiling fans replaced**

## ADMINISTRATION

- **Paperless**
- **Implement a new HR System**
- **Staff training**
- **Implementation of new systems and processes**
- **Marketing**
- **Staff Restructure**
- **Upgrade various areas including website, newsletter, menus, Kiosk etc**

# JOBKEEPER & MEMBERS SUPPORT



## COURSE AND GOLF

- Scarifying and Renovating the greens ( a job not done in 13 years)
- Improving drainage on the 14<sup>th</sup> Hole
- Addressing other drainage issues on the course
- Replacing the pump shed
- Renew conditions of play
- Marketing for all levels of golf and Membership
- Develop a video
- Update the website



# 30<sup>th</sup> June 2020



- Profit of \$306,575 for the 2019/20 Financial Year
- \$1,033,101 Total Cash
- No deferred Payments
- All creditors have been paid
- Course and Clubhouse open
- Clubhouse – major repairs and a substantial refresh
- Course projects completed
- Solar Panels installed
- COVID restrictions easing



# 29 OCTOBER 2020 - POSITIVES.



- Further easing of COVID restrictions
- Various categories of Membership closed
- 30 new Golf Carts purchased
- New machinery purchased for the course
- A commitment from Council to change parking conditions in Anzac Avenue
- Replacement of furniture in upper and lower bar areas
- Changes to House Membership
- Café sales up 25% on budget
- Bar sales up 19% on budget
- Green fees up 28.5% on budget
- A very positive Audit report
- Profit for first 3 months of the financial year \$443,588
- \$1,283,117 in total cash

# 29 OCTOBER –CHALLENGES



- We are no longer entitled to Jobkeeper
- Room and Venue Hire is down \$91,000 for the same period last year ending September
- Functions are down \$188,775 for the same period last year ending September
- Staffing levels must remain higher to comply with strict COVID guidelines
- Booking Process

# FUTURE



- PROSPEROUS AND SUSTAINABLE
- SOLID BUSINESS MODEL
- STRONG STRATEGIC PLAN
- STRONG LEADERSHIP AND MANAGEMENT
- FINANCIALLY WELL POSITIONED
- STRONG MEMBERSHIP

# CORE VALUES



- PASSION
- RESPECT
- EXCELLENCE
- INNOVATION
- HONESTY
- CONSISTENCY
- TRANSPARENCY
- DIVERSITY

