

BERESFIELD BOWLING Club Limited



69th

ANNUAL REPORT
2018-2019



Office Bearers 2018-2019

PATRONS

Mr Eddie Atkinson
Mr David Hissey
Mr Ian Byron

CHAIRMAN

Mr Des Skinner

SNR VICE CHAIRMAN

Mr Colin Byron

VICE CHAIRMAN

Mr Terry Lockwood

TREASURER

Mr Michael Brent

BOARD OF DIRECTORS

Mr Noel Allardice
Mr Mark Conway
Mr Don Lawrence
Mr Wayne Lewis
Mr Ron Morley



Chairman's Report

This will be my final report to the membership after some 13 years as Board Chairman at our Club. Board membership requires a two year commitment to literally dozens of meetings dealing with every aspect of running what is arguably one of the most substantial businesses in the area. I do not have the enthusiasm needed for another two year term - a good reason for choosing not to run for election this time round and I am very comfortable with that.

The financial performance for the year just ended was a touch disappointing following the record results for last year. However, you may rest assured that your Club is in a solid position as we continue to provide first rate facilities to our members.

A major frustration in this term has been the lack of visible progress in the Child Minding Centre project. The Development Application for this took well over a year to get through Newcastle City Council and has only just been passed. There is still a fair amount of compliance work to carry out before we can say it is "shovel ready" but we are hopeful that this stage will be reached in the near future.

As Members would know we are reducing the size of the Board from this year on. I wish the newly elected Board all the very best for the future - please enjoy as much as I have over the years, As always we have been a great Corporate Citizen. In the past year alone we have supported local schools, sporting associations charities and other worthwhile causes to the tune of well over \$120,000.

In closing I need to record my appreciation to my fellow Board Directors, CEO Ian and his staff and our volunteers for their continuing commitment to keeping our Club welcoming and the envy of many others. In particular I owe a huge debt of gratitude to my long suffering and patient wife Maggie. She has always been there to encourage me in whatever I have tried to achieve.

Most of all I pay tribute to you, the Members, who continue to support us in everything we try to do. I have been both privileged and honoured to be Chairman of the Board of a great Club. Thank you.

Des Skinner
Chairman

Chief Executive Officer's Report

It is an honour to present the members with my 10th annual report as CEO of this great Club. It has been a challenging year for the Club, on the back of completing our most recent renovation project just 12 months ago, with our local communities and businesses experiencing a difficult economic period. With continued uncertainty around cost of living expenses and both a State and Federal election looming, discretionary spending was definitely affected and "Your Club" was not immune from the impacts.

During periods of the last year we continued to trade well, with continued growth in most areas of the Club's operations and membership numbers exceeding 8,000 for the first time since 2011. However, a decline in gaming revenue coupled with significant increases in major expense items like depreciation, insurances and wages, has seen this year's trading results not being able to match what was achieved last year.

More detail on the financial results for this year can be found in the Treasurer's Report and the Discussion and Analysis on the next few pages, however it is disappointing to present an accounting loss of \$58,878 to the members this year. However, as I always say, it is the cash flow profit recorded that is a fairer representation of the Club's financial position and a cash flow profit for this year of \$986,265 is another solid result that allows the Club to continue to move forward.

Being in a financial position to also reduce the Club's debt to less than \$1million by the end of the year was also a strong focus for your Board and management, particularly in light of the looming diversification project that will kick off in the coming months.

On this subject, it is pleasing and frustrating to report to the members that our Development Application to construct a Child Care facility on a portion of the "Lenox Street carpark" land was finally approved in April 2019 and the Board and management have been busy since this time getting the pre-construction work underway. It is hoped that construction will commence in late 2019 or early 2020, with the centre being operational at some time during 2020.

I will re-iterate my sentiments from last year's report, in that I firmly believe that this is an exceptional project for the Club that is just the first stage in the Board's long term goals to diversify the Club's income streams and secure its future as a first class community asset.

While it has been pleasing to see our members utilizing all the new and improved spaces created during last year's renovations, "Your Club" has continued to push forward with other exciting improvements for our members in the last 12 months. The most notable of these being:

- The introduction of the Club's own Courtesy Bus operation – with 2 x 12 seater buses servicing our membership since July 2018
- A significant partnership entered into with Maitland & Port Stephens Toyota in 2018, that saw a Haval H2 promotion run last year and our second promotion currently underway
- The launch of our new "Player Elite" Digital Loyalty System in February 2019, which compliments and enhances the Club's offerings through our "Your Choice Rewards" program, enabling the Club to offer new and exciting promotions for our members

- The design and much-needed renovation of the Club's reception and cashier stations in May 2019, to bring this area in line with the other newly renovated areas.

I am again proud to be able to report to our members that the Club has again been extremely active in the past 12 months when it comes to providing continued financial and in-kind support to more than 40 organisations to the tune of more than \$120,000. The highlights of these donations have been the contributions made to the following organisations:

- Rural Aid; assisting drought relief for local farmers - \$13,000
- Westpac Rescue Helicopter Service; funds raised from Family Fun Day - \$4,000
- Cancer Council NSW; funds raised from Biggest Morning Tea - \$5,000

We look forward to continuing this level of support for many years to come. Please refer to the full list on the last page of this booklet for the names of the groups and organisations.

To Chairman Des Skinner and the Board of Directors, I would like to thank you all for your experience and patience during the last year while we have endured some disappointing results. Lesser experienced groups may have looked for "silver bullet" solutions, but you have backed your management team to guide the Club through this period, thus exemplifying why we continue to be a strong and viable business.

To those members of the Board who will not be seeking re-election, particularly our retiring Chairman Des Skinner, thank you for your service, your passion and your guidance during your time on the Board of Beresfield Bowling Club. I hope you can look back fondly on your time and reflect on your contribution to the positive impact the Club continues to have on our community.

To the staff, and particularly my senior staff who have had to step up during the last year while we have had some significant disruptions, I would like to take this opportunity to publicly thank you for your efforts and commitment to providing a safe and friendly place for members and their guests.

As only those of us lucky enough to call it "home" for a period of time, know Beresfield Bowling Club is a special place and it is the people that are our "family" that make it this way. We ride the good times and the rough times together and we look after each other when needed.

Lastly, a huge thank you to our members for your loyalty and your friendship during the last 12 months. Thank you for continuing to support us and embracing the changes that are made in an effort to improve your experience while you are in the Club.

As always, enjoy and be proud of your Club.

Ian Frame
Chief Executive Officer

Treasurer's Report

It has been a difficult and disappointing result for our Club when you compare it with 2018 but in saying that the 2018 result was the best in the history of the Club so, obviously we were optimistic.

We had a net loss of \$58,878 with a cash profit before depreciation of \$1,044,718. While we also recorded a cash flow profit of \$986,265 and had cash assets as at 31st May of \$1,434,063.

During the year, we have also been able to pay down approximately \$500,000 of our \$1.5million bank loan, which is a good result. We have also invested back into the Club with capital expenditure totaling \$1.9million compared with \$1.5million last year.

The main reasons for the above results are as follows:

1. A decrease in gaming revenue of \$331,772
2. An increase in expenditure of \$466,987 with a significant increase in depreciation expense of \$178,676

In conclusion, in my opinion the Club is in a very sound position moving forward and now with the approval of our DA for our Child minding centre, a second source of income will be very welcomed.

Diversification for our Club is a must for us in the near future and more opportunities will arise for us to invest.

Remember, our Club is your Club.

Michael Brent
Treasurer

Discussion & Analysis on the Financial Report For Year Ended 31 May 2019

Statement of Profit or Loss and Other Comprehensive Income

The operating result for the year was a net loss of \$58,878 compared to a net profit of \$733,154 last year. The Club's revenue declined from the prior year with expenditure increasing.

Total revenue decreased by \$205,342 (2.3%) to \$8,580,324. Significant movements in revenue included:

- Sale of goods increased by \$146,789 with growth in both bar and café sales; and
- Gaming revenue decreased by \$331,772 with activity in the gaming installation easing from the prior year levels.

Total expenditure increased by \$466,987 (5.7%) to \$8,708,492. Significant movements in expenditure included:

- Cost of goods increased by \$55,216 following an increase in bar and café sales;
- Employee related expenses increased by \$65,175 as a result of annual wage increases;
- Depreciation expense increased by \$178,676 following an increase in capital expenditure as the Club continues to improve the facilities and services available to members;
- Promotion expenses increased by \$62,559 with the Club seeking to increase patronage;
- Rates and utilities expenses increased by \$44,292 with a continued rise in the cost of electricity; and
- Finance costs increased by \$55,503 as a result of the increase in borrowings to assist with financing the recent renovations.

Included in net profit was other income of \$69,290 relating to gains on disposal of plant and equipment.

Included in other comprehensive income was a \$1,220,074 revaluation gain relating to the land and buildings of the Club which were revalued during the year.

Statement of Financial Position

The Club's Statement of Financial Position is summarised as follows:

Indicator	2019	2018
Current Assets	1,608,380	1,934,593
Current Liabilities	1,618,378	1,854,782
Total Assets	17,017,262	15,593,905
Total Liabilities	2,312,901	2,050,740
Net Assets	14,704,361	13,543,165

Despite the net loss for the year, the financial position of the Club remains strong with net assets of \$14,704,361 and cash assets of \$1,434,063.

A summary of key movements in the Statement of Financial Position include:

- Current assets decreased by \$326,213. This relates to a decrease in the Club's cash assets which were used to assist with financing the recent renovations and repayment of the related borrowings;
- Current liabilities decreased by \$236,404. This relates predominantly to the timing of the renovations with related progress claims being included in payables at year end last year;
- Total assets increased by \$1,423,357. This relates predominantly to an increase in property, plant and equipment following significant capital expenditure during the year and a revaluation of the Club's land and buildings; and
- Total liabilities increased by \$262,161. This relates predominantly to an increase in borrowings to assist with the financing of the recent renovations.

Statement of Cash Flows

The Club generated a positive cash flow of \$986,265 from operating activities. This strong result assisted the Club with financing the capital expenditure and repayment of borrowings during the year.

Proceeds from the sale of property, plant and equipment amounted to \$70,973, while the Club made payments of \$1,979,124 for the purchase of property, plant and equipment relating predominantly to the renovations and gaming machines.

The Club borrowed \$1,062,676 to assist with the renovations and made loan repayments of \$483,570 during the year.

Overall there was a net decrease in cash and cash equivalents of \$342,780 for the year.

Annual Bowls Report

It is with pleasure that I present the 2018/2019 Men's Bowling Club report. At the time of writing we look forward to our Number 5 Grade playing for a State Pennant at Halekulani in late July having won the Zone 2 Flag at Charlestown in May.

This year we also had our 3 and 6 Grade teams in the Saturday Pennant playoffs. The 6 grade didn't win any silverware at East Maitland but the 3 Grade were Runners Up at Swansea Workers. Congratulations to them and to all Pennant Players for their efforts through the season. We look forward to the 5 Grade Pennant unfurling later in the year.

In December 2018 we parted company with our Coach Coordinator, Warren Shipley, after nearly nine years. His playing and organising input will be missed as he takes on the job of Secretary to Zone 2 Newcastle. We wish him well.

In his absence the Men's Bowls Committee have done a great job in ensuring that we have covered all the bases through a very busy time. Sincere appreciation to Jim Rae, Allan Earl, Wayne McVicar, Graham Melville and Max Dettelbacher. Many thanks to Max for his expertise in computer related matters.

We enticed Mick Brown to stand in as Bowls Organiser – he has been just awesome in his efforts for the Club. Mick, a huge thank you for taking on this responsibility and for carrying it out so well.

Many thanks are due to our Selectors Mick Beesley, Allan Earl, Graham Melville led by Chairman Glenn Soper. Always the most difficult of jobs in the Club, but they can be justifiably proud of the results so far this year.

Once again we had excellent representation in Open and Senior Zone plus RSL and Bowling Arm State sides. Terrific performances in Zone Events as well this year and many congratulations to Mick Beesley and Mick Brown who will represent us and the Zone in the State Senior Pairs Championship later in the year.

During the year we also staged our traditionally well received Tournaments including the Spring Carnival and Border Pairs.

A major renovation carried out in 2018 saw the installation of very well received bowls locker rooms and a much improved Barbecue and Kitchen area.

A big thank you to all of our volunteers and staff – you contribute so much towards our reputation of being a welcoming and highly professional Bowling Club.

Congratulations to our Men's 2018 Championship Winners

MAJOR SINGLES **Mick Beesley**

MAJOR PAIRS **Grant Boyce, Glenn Soper**

TRIPLES **Alby Ainscow, Glenn Soper, Tony Stephenson**

FOURS **Bill Hopley, Shane Soper, Brad Unsted, Gavin Kelly**

SENIOR PAIRS **Bill Hopley, Mick Beesley**

MINOR PAIRS **Troy Barry, Marc Bert**

MINOR SINGLES **Troy Barry**

Women's Bowling President's Report

Firstly, I wish to thank all our members for giving me the opportunity to serve as your President for the past two years. The year has gone by quickly with many bowling events contested and lots of social bowls played with friendship and fun. I would not have been able to perform my duties without the assistance of the Management, Match and Social committee members who keep our club running smoothly, week in and week out. Thank you for your commitment and the time you give to our club.

A special mention to my fellow executives, our Secretary, June, and Treasurer Chris, for all the support and assistance given to me.

To President Des and the Board of Directors, our Club CEO Ian, our green-keepers and all the staff of the club, my sincere thanks for the support and courtesy shown to myself and all our members this year and always. I am sure all our members would agree that we are very fortunate to belong to such a great club.

At the Clubs' Presentation night last December our Club Champions and Runners-up for 2018 received their trophies and awards.

Congratulations to our Women's 2018 Championship Winners

MAJOR SINGLES won by Lorraine Humbles with Betty Wilmen the Runner-up.

PAIRS won by Lorraine Humbles and Pam Greenbank, Runners-up being Nadine Glover and Betty Wilmen.

TRIPLES won by Valda Penglaze, Narelle Bunt and Pam Stephanis (Martin) with Judy Rae, Gloria Lamb and Lorraine Humbles Runners-up.

FOURS won by Val Penglaze, Gail Reid, June Evans and Deirdre Day, Runners-up Pam Greenbank, Lesley Dixon, Gloria Lamb and Lorraine Humbles.

MINOR SINGLES won by Pam Stephanis (Martin) and Pam Greenbank Runner-up.

CONSISTENCY SINGLES won by Betty Wilmen and Margaret Boan Runner-up.

As can be seen from her achievements Lorraine Humbles was named Ladies Bowler for 2018. Well Done Lorraine!!

The 2019 Pennant season has come and gone with no flag this year. We fielded two grades this year, one in 2nd grade and one in 3rd grade. hope all members selected enjoyed the experience of playing and feel they have acquired more skills by participating in the competition. One of our teams did very well in this year's District Triples and District Fours coming in as Runners-up in both events. Congratulations go to Betty Wilmen, June Evans and Margaret Boan in the triples and Narelle Bunt joined the team for the fours. Great achievement ladies!!

Our two Shield Days, held in September and October, were well supported by our mixed bowlers. Not only do we enjoy our bowls on these special days but also a great lunch, provided by Alan and Yogi, and the opportunity to embrace friendship and have some fun. The winners of the Anderson/Gray Shield were Kay Jarrett, Tom Jeffries and Carl Dixon. The Bill Reynolds Shield winners were Nicole Bunt, Mick Stunell, Bruce Glover and Ray Gallagher. Fathers' Day, 2018, and Mothers' day for this year were also very enjoyable and well supported, also catered for by our resident cooks, thanks fellows.

In December we held our Christmas/ Break up party with a very special entertainer, Wayne Rogers and our Christmas outing to Rafferty's Resort. Back to bowls January, and our Invitation Day was played in February, with 24 teams competing. The day ran smoothly, with all our members working together to ensure our club was seen in a positive way.

Well another year is flying by, with our AGM coming up in August, and two of our Club Championships for 2019 completed. Congratulations to Lorraine Humbles who has once again won the Major Singles and Nadine Glover Runner-up. Lorraine is going to Asquith to compete in the State Champion of Champions Singles early July, good luck Lorraine!

Our Pairs Championship has also been decided, the winners Lynn Young and Sue Adams with Nadine Glover and Jenny Wotherspoon Runners-up. Well Done to you all. Also, Congratulations go to Pam Stephanis for her selection to play in the N.S.W Bowlers' Arm team. The competition will be held in September in South Australia.

I would also like to thank our Travelling Bowlers committee, President Lyn, Secretary June and Treasurer Pat for the great annual bowls trips they organise for the mixed bowlers. A lot of effort goes into making sure we all have an enjoyable holiday, and everything runs like clock-work.

In conclusion I wish all our members and their family, good health, happiness, friendship, safe travels and keep enjoying playing the great game of bowls.

See you on the green, bye for now.

Gail Stunnell
WBC President

Community Support – Donations

The following organisations and local community groups were the recipients of either grants or donations during the past financial year:

1st Beresfield Scout Group
2322 Men's Shed Cluster Group
Australian Red Cross
Beresfield & District Netball Club
Beresfield Barracudas Swimming Club
Beresfield Community Care
Beresfield Day Care
Beresfield Football Club
Beresfield Memorial Cricket Club
Beresfield Neighbourhood Watch
Beresfield Painting Group
Beresfield Senior Citizens Association
Beresfield Tarro Branch of the ALP
Beresfield Touch Association
Beresfield United Soccer Club
Beresfield/Waratah Slimmers Association
Calvary Mater Newcastle Hospital Auxiliary
Cancer Council of NSW
City of Maitland Society of Aeromodellers Inc
Combined Italian Auto Organisation Inc
Diabetes NSW & ACT
Four Wheel Drive NSW & ACT Hunter Region Sub Committee
Francis Greenway High School
H2O Baptist Church Maitland
Hunter Breast Cancer Foundation
Hunter British Ford Group
Hunter Life Education
Hunter Valley Fly Fishing Club
M.I.D. Support
Maitland Community Care
Maitland RSL Sub Branch
Mark Hughes Foundation
Mentor Support Network
New South Wales RSL Bowls Zone 6
Newcastle & District Four Wheel Drive Club Inc
Newcastle GT Falcon Club
Northern NSW Rescue Helicopter Service
Our Lady of Lourdes Primary School
Rural Aid Limited
St Bedes Catholic College
St Vincent De Paul Society
Starlight Children's Foundation
Tarro Fire Brigade
Tarro Public School
The City of Newcastle - Beresfield Tarro Parks Committee
The Greens Party - Hunter
The Leukaemia Foundation of Australia
Thornton Little Athletics Club
Thornton Netball Club Inc
Thornton Park District Cricket Club
Thornton Park Junior Soccer Club
Thornton Public School
Thornton/Beresfield Rugby League Club
Woodberry & District Athletics Centre
Woodberry Public School
Woodberry Schoolboys Rugby League Club
Woodberry Warriors Rugby League Club



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