



2019 SECRETARY MANAGERS REPORT

Dear Members,

The club has continued to sustain its vision of being the focus of social, sporting and community activities in the Camden Haven. 2019 was a financially challenging year for the club for various reasons detailed below. The work put in by the Board of Directors, management and staff is now being rewarded with increasing visitation from members and their guests enjoying the club, particularly our newly renovated areas.

While it is disappointing to report the Club recorded a group loss of \$457,000, both the LUSC and KCC have recorded a cash surplus of \$554,000. The poor performance was mainly attributable to reduced revenue of \$467,000 and increased expenses of \$233,000. While the majority of the decline in income was gaming, which was common in the club industry, there were also a few anomalies that impacted on the club this year.

At the LUSC net income fell by \$441,000, which was mainly attributable to gaming (\$260,000) and Other Income from an insurance claim in the previous year (\$128,000). LUSC renovated the gaming room in the 2019 reporting period. The construction period resulted in a reduction in trade from operating at 75% of its capacity, which contributed to the reduction in profitability.

During the same period expenses at the LUSC rose by 2% (\$98,000), mainly due to the loss of asset following the demolition of two houses on Lake Street.

At the KCC income declined by \$122,000, mainly attributable to gaming (\$37,000), a loss of \$52,000 in the bistro, and the bowls trading account that was \$38,000 less than last year.

The club fully renovated the grass bowling green which cost \$25,000 and could not be capitalised on in the reporting year.

At the KCC expenses rose by \$66,000 compared to the previous year which was mainly attributable to administration expenses (\$37,000) such as electricity, legal fees, superannuation, depreciation (\$13,000), salaries and wages (\$27,000) which included the addition of an apprentice greenkeeper.

To remedy the loss, the club has implemented the following: taken cleaning operations in-house; contracting out catering operations at the KCC and has increased golf green fees. With these changes and more positive consumer confidence, we anticipate significant financial changes in the coming financial year.

With these improvements and the renovations, both venues have got off to a great start this financial year.

As a registered club, we reinvest our funds into the community through grants, donations, or new facilities and events for your entertainment. In 2018/19, we supported over 84 sporting and community groups. Without the tremendous support from you, our members, this level of support to the local community would not happen. We hope you are as proud as we are to know that the profits from every meal you purchase, game played, show you danced at or watched, and beverage enjoyed has contributed to your community.

Our support of the community will be recognised at this year's ClubsNSW Awards. We are state finalists in the 'Community Awards' category for our involvement with the Camden Haven Community @3, a project we have supported since its inception to recognise and support homeless people in our community.

Throughout 2018/2019 the club achieved its vision in the following ways:

Developing an optimal club for the future

As part of the club's commitment to members, we are committed to improving facilities as financial opportunities arise.

This year, with the assistance of our interior designer, we renovated the very tired gaming room. Working during construction is quite difficult. I thank the staff for reducing the impact on our members and guests as much as possible and to the loyalty of our members for sticking with us during the banging and clanging.

The LUSC revamped the alfresco area to the Mountain View function room and is planning to renovate the Sports Bar for the benefit of our members and your guests.

At the KCC we have drafted plans for significant improvements to the practice facilities and we are endeavouring to develop a masterplan for Clubhouse improvements.

The new five-year plan for the KCC was launched, and changes are already underway to the 11th and 6th holes. Improvements would not have occurred at such a rapid pace without the assistance and commitment of our dedicated band of volunteers for whom Brendan Hansard and his team are so grateful. The plan is available to view in the clubhouse.

During the year the governing body had many meetings with the LUSC Social Bowlers and KCC Bowlers. After much deliberation, the board and bowlers resolved that a full renovation to the grass green would benefit members over a renovation of the synthetic green.

Due to the effort and expertise of Brendan Hansard and his team and with the passion and voluntary labour of the KCC Bowlers, the new grass green is complete and drawing accolades from the bowling fraternity.

In light of this business activity, we have not lost sight of our purpose to be a club for members and the club has provided \$1.3 million in members' benefits including prizes, entertainment, bar, and catering subsidies. Some benefits may need to be reduced in the short term to sustain the club's financial viability.

Independent Living Units

The Board of Directors and management have worked throughout the year on delivering Independent Living Units adjacent to the LUSC to diversify our income. Independent feasibility studies are favourable and indicate the units will be in high demand once built. The club will need to borrow significant amounts of money to begin construction and the Board is continuing discussions with suitable financiers.

The focus of social, sporting and community activity

Clubs are the heart of communities, and we supported more than 84 community groups, including 22 of our sub-clubs. Throughout the year we hosted over 2,000 functions and are often commended for the high quality and range of entertainment we proudly provide. For this, my hat goes off to the team of volunteers and staff who ensure the events are a success for all participants at both venues.

The Team

Without a great governing body, we would not have been able to deliver on these visions. Our President, Greg Armstrong, who is a driving force and together with the Board of Directors, have been instrumental in delivering these outcomes. Each Director is the convenor of separate charters and carries out their additional roles in a professional manner for the improvement of your club.

The management team and staff have performed tirelessly in delivering the policies that the board determines. A great deal of thanks in bringing policies and decisions to life goes to the administration team led by Teresa Carney, and the operations team led by Jude Bird at the LUSC and Deniece Merryfull at KCC.

Jason Bird is doing a tireless job coordinating the catering team at both the LUSC and KCC with the assistance of Daniel Ansell, Kylie Oliver and all our staff.

At LUSC, Jude is assisted by a strong team including marketing and entertainment coordinator Mel Blanche and supervisors including Katrina Scott, Dean Myers, Rebecca Pryke, Leesa Snow, Dee Bridge and Neil McIntosh, who all deliver a great experience for you, our members.

The club's golf professional Luke Garel does a great job in coordinating his team to make the golfers' experience at the KCC memorable and, in particular, I thank him for all the extra effort that goes into our major events.

We all lost a big part of the professional golf team with the passing of Andrew Howe earlier this year, and our thoughts go out to all who knew him and in particular his close-knit family.

The club is home to 22 sub-clubs which deliver plenty of activities for you, our members. They could not deliver these without the enormous support of the volunteer committees who put their hands up every year. Please ensure you thank them when you cross their path for giving their time and energy to deliver fun activities and competitions for so many people in our community.

It is great to see the Laurieton RSL Sub Branch numbers strong, and on behalf of the board of directors, we are grateful for the effort the team puts into delivering commemorative events including Anzac Day, Remembrance Day and Vietnam Veterans Day. President John "Budgie" Parrott has had a changing of the guard, and I thank his past committee for their great comradery over many years. We welcome the new band of volunteers and hope our working relationship will be as strong.

On behalf of our members, the club is grateful for the sensitive work conducted by our Welfare Team headed up by co-ordinator Anne Burton.

On behalf of the governing body, management and staff, thank you for your support and patronage this year. We look forward to welcoming you to your club for many years to come.

Yours sincerely,

Robert Dwyer

Secretary Manager