

Hay Bowling & Golf Club.



Annual Report 2019

HAY BOWLING & GOLF CLUB LIMITED

ACN: 000 090 755

The 69th ANNUAL GENERAL MEETING

**Of the members will be held in the Bowling Club House at
408 Murray Street**

On Sunday 20th Of October 2019, 10.00am.

AGENDA

1. To confirm the minutes of the 68th Annual General Meeting
2. To discuss any business arising from those minutes
3. To receive and consider the report of the President
4. To receive the Financial Report for the year ending 30th June 2019 from the Club's Auditor
5. To deal with any business that due notice has been given

No Motions

6. Recommendations for the current Board

By order of the Board

David Townsend

Secretary Manager

21st Of September 2019

NOTE:

A copy of the full financial report is available at the office of the Hay Bowling & Golf Club.

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Presidents Report

I am pleased, and proud, to be able to prepare this report to members at the end of a very successful year for the club.

The Secretary Manager, with full support of the board, has instigated a number of improvements and modifications to the club facilities, most notably the smoking room, children's play area and his thinking outside the box to attract new customers to the club.

I take this opportunity to formally congratulate Dave on his past efforts and look forward to the ongoing success of the club under his leadership.

Volunteers continue to undertake activities throughout our facilities, both bowling and golf. I thank them all for their efforts and input.

In closing I would like to congratulate Gary Pocock for his 51 years service to the club as senior greenkeeper. Goodluck in retirement and thank you for your contributions to the club.

This is my first year as chairman of the board. I have enjoyed the challenges and would like to thank my fellow board members for their support and the staff of the club for the enthusiasm to make the club the place to visit.

Greg Stewart

Secretary Manager's Report

The Hay Bowling and Golf Club for the 2018/2019 has again shown a nice profit of \$52,000, an increase on last year, please take note of the huge reduction in liabilities. We have worked very hard in this area over the past couple of years but with this we have made some good inroads. Since we are always investing back in to the Club either through new poker machines or capital improvements our depreciation is very high well over \$100,000 so our cash profit would be \$150,000. If we sat back and didn't keep improving the club it would be easy to show bigger profits, but I'm not about making big profit, I am more focused on having a club that is moving with the times and is well maintained. I have been at the Hay Bowling and Golf club since 2011 and the biggest issue then was the gaming side of the club (the Heart) it was in a very poor state, now I can proudly say in 8 years we have replaced all 27 machines have the best ticket in ticket out system and have now installed a cash redemption terminal in the gaming room. The Board have been very supportive, in understanding the importance of having the gaming area right, over the 8 years it would be close to one million spent in doing this.

We are continuing to improve our members facilities to ensure the sustainability of the club into the future. The outdoor VIP room was our biggest spend this year. I worked closely with NSW Health to design the room, so it meets all the compliance laws and the outcome is one of the best outdoor gaming rooms in the Riverina. Also, I have carpeted the indoor gaming room which has given it a nice face lift. Enclosing the outdoor play area so we were able to put more equipment in there to entertain all the families and has been very well patronised by guests and visitors making it great for parties.

Congratulations to Gary Pocock on his retirement, Gary started at the Club 1/8/1968 when he was 16 and has been here ever since (51 years) thank you Gary for the pride and workmanship you put into the bowling greens especially and golf course. Gary has also trained many apprentices in his time, the stand-out to me is Young Robbie Mack the training and time you put into this young man has given him a career at the Club and he has the same pride and passion as Gary. I personally thank you, as Robbie and I used to travel on the Carrathool school bus back in the day and I have also admired his courage and aspirations and with your expertise Robbie is very confident in his role. Well done Gary and thank you from us all!! With Gary's wife and daughter both retiring this year, it has left us with a bit of a hole to fill. Annette Pocock 28 years and Melina Cole 30 years, that's a combined 107 years of employment for the Pocock family just amazing dedication.

Thank you Annette Garner for continued support and leadership we work very closely as a management team to help provide the best services to our members and guests We always get lovely comments from visitors on what a great Club we have and the staff are always helpful and friendly.

Danny Byrnes Bistro continues to impress our members and guests, showing very good patronage and maintaining their reputation as the best meals around. Great feedback is received regularly from return visitors to the club and Annie and Dave should be commended for their commitment to delivering the best meals and service. This year we will be replacing the carpet in the Bistro and the main bar. Thanks to Annie, Dave and their wait staff.

To our President Greg Stewart and the volunteer board, I appreciate your continued support and similar vision with moving the club forward and ensuring its sustainability. The role of a board member is important and the knowledge and experience which you all share with our club strengthens the foundations. Thanks to all the board for their professional and committed approach to the club.

Again, I would like to thank Bill Moore for helping me run the 2 bowls tournaments this year, with your help these events were a great success. Having the June Carnival as a mixed event has proven to be a success, the Big one this year was the August tournament with Commonwealth gold medallist Joshua Thornton playing in the event amongst the strongest field Hay has ever seen with both greens full. Just a great week and the comments about how good our greens are was very pleasing.

This year we are sponsoring more sporting groups a couple of these are Hay cutters, Hay Lions Netball and the Northern Boars cricket side. We also help a lot of other organisations, financially or by providing the Golf Club and Bowlo to have their functions. I am very happy to support these local sporting groups and confident in their commitment to support our club.

New Carpet though out the club is next, so please come in have a look. Thank you members for another fantastic year and we look forward to you continued support

Thank you
Dave Townsend

DIRECTORS

DIRECTORS

Peter Bisset

Bill Moore

Greg Crocker

Georgie Louttit

Philip Ruddick

Kirsten Hutchins

Peter Marks

Greg Stewart

MEMBERS

Social Members	389
Social Vet	218
Men's Bowls	
Men's Vet Bowls	
Golf	58
Vet Golf	19
Social Golf	4
Bowling & Golf	4
Vet Bowls & Golf	
Junior Golf	
Life Social	1
Life Bowls	3
Life Golf	1
Life Bowls & Golf	3
Social Bowls	8
Golf & Social Bowls	2
Women's Bowls	10

Men's Bowls President Report

I Greg Crocker have the great pleasure on presenting my first Bowls President Report to the Annual General Meeting of the Hay Bowling & Golf Club, to the Bowling, Golfing & Club Members.

Firstly, I like to take this opportunity to thank the Secretary Manager Dave & Staff and the Men's Bowling Committee for their support and help thought-out the Year, also to Peter Lugsdin for running my President Day in my absent.

Congratulation to the Numbers 4's Pennant Team on winning the Flag and making it to the Zone Finals in Wagga Wagga in which the Club came runner's-up, also well done to the Numbers 6's who did their best and came in third in their section and just missed out on winning the Flag, also to Hayden Marlin on winning the Major Singles and to all Bowlers that have won a Club Championship this Year, To all the Bowlers that where runner's-up well done on making it to the Finals and to all the Players that had played in the Championships and didn't win a big thank-you because our numbers were up in all Event. I'm adding a special mention and say congratulation to Dave Townsend, Myself (Greg Crocker), Hayden Marlin, Stephen Smith and Rex Thomas on being selected to play in the Riverina vs Wagga Wagga Shield match played in Narrandera, Both A & B Section won on the day, also to Lee Young who got picked back couldn't go.

Thank-you to the Bowlers that have travel away to Tournaments, President Days and Played in the Two Events the was held here in Our Own Town the June Carnival Long Week-end and the Hay Plain Triples Tournament in August, also to the Ladies Bowling Committee for their Help thought-out the Year. To the Bowling Members and Visitors that put their name down week in week out to play social bowls on Saturday/Sunday as well as the Wednesday Night Bowls and to the Bowling Members that have help sell the 100 CLUB Tickets on Wednesday/ Friday and sometimes on Saturday, also sit at the table to sell the raffle tickets on a Friday Night when it our turn.

Yours Sincerely

Greg Crocker

President of the Men's Bowling Club

Hay Golf Club Presidents Report 2019

It is with great pleasure to be able to present this report as Men's Golf President of the Hay Bowling & Golf Club. I say thank you to my fellow committee members for making the Club run smoothly from a golf side of things.

To Secretary/Manager Dave and Bar Manager Annette and the staff for all their hard work that he has put into the making our Club into what it is today. Thanks to the main Club's Board of Directors for their support in making improved changes to both Clubhouses.

I am extremely proud to say that during the year the Men's Golf have contributed \$2,000.00 towards the electricity cost and a further \$1,220.00 on hoses, flagsticks, flags, etc. at the Golf Course, it's not all about what you can get from your club, but what you can give back to ensure that it continues to prosper into the future.

My thanks also to the members who have travelled to represent the Club throughout the year whether it was to the Opens or other events, which saw Hay, again win the JB Lugsdin inter-town Shield. To all our Trophy winners, Club Champions and WRDGA Championships (there were too many from Hay to list individually) my congratulations.

To Reg Fell a big thank you for his endless hours spent as our Greenkeeper maintaining the Course and to Garry Pocock, I thank you for the dedicated 51 years of services to the Hay Bowling & Golf Club and wish him well for his retirement. To all the volunteer workers I say thank you for all your time, help and hard work put in either on the Course or inside and around the Clubhouse and a special thank you to Digger Booth & Robbie Young for their countless hours of voluntary work at the course.

A huge thank you must go to our Sponsors, without them we could not provide our prizes for the many Novelties that get put out each week.

Lastly to all the members who come out to play this game called Golf week in week out I thank you because if you did not come out to play we would not be here.

John Richards

Men's Golf President

Ladies Golf, Presdients Report 2019

Our small group of members has had another good year with attendances up slightly on previous years which is very encouraging.

I would like to congratulate our Club Champions in each Division being Kylie McDougall, Julie Richards and Marg Booth. Well played girls.

We have travelled away more this year and although we have had limited success at the trophy table we have thoroughly enjoyed ourselves.

Our strong little group meets regularly for social occasions which we all enjoy immensely. We are a close knit team and work together very well when required to organize or cater for specific functions. I would like to thank everybody for this willing commitment.

Thanks also to the Committee who have kept the job running smoothly, particularly to Beth Circuitt, Heather Jackson, Louise Josh and Julie Richards for their constant help.

Lastly I thank Reg and all the volunteers for keeping the course in as good a condition as possible. Looking forward to greener pastures next year.

Kay Gibbs

President

HAY BOWLING & GOLF CLUB
ABN: 71 000 090 755

PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2019

	2019	2018
	\$	\$
<hr/>		
Bar		
Sales	<u>477,458</u>	<u>519,741</u>
LESS: COST OF GOODS SOLD		
Purchases	232,864	269,691
Freight	4,255	7,409
Repairs & Maintenance	129	1,420
Shortages	1,301	228
Superannuation	15,926	15,978
Wages	181,945	175,837
Uniforms	450	-
	<u>436,870</u>	<u>470,563</u>
GROSS PROFIT FROM TRADING	<u>40,588</u>	<u>49,178</u>
Gaming		
Gaming Revenue	565,729	582,716
Gaming Rebate	17,184	17,184
	<u>582,913</u>	<u>599,900</u>
LESS: DIRECT COST		
CMS Fee	14,615	14,313
Depreciation	51,084	57,512
Repairs & Maintenance Equipment	16,623	15,963
	<u>82,322</u>	<u>87,788</u>
GROSS PROFIT FROM TRADING	<u>500,591</u>	<u>512,112</u>
Keno / TAB		
Commission	<u>25,481</u>	<u>31,637</u>
LESS: COST OF GOODS SOLD		
Bank Fees	<u>120</u>	<u>120</u>
LESS: DIRECT COST		
Repairs & Maintenance Equipment	5,348	5,412
Sky Channel	8,645	8,460
TAB Agent's Fee	5,292	5,773
	<u>19,285</u>	<u>19,645</u>
GROSS PROFIT FROM TRADING	<u>6,076</u>	<u>11,872</u>

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PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2019

	2019	2018
	\$	\$
Bowling & Golf		
Competition Fees	26,162	26,188
Sporting Income	6,468	6,507
Tournament Income	8,910	10,980
	<u>41,540</u>	<u>43,675</u>
LESS: DIRECT COST		
Affiliation	6,858	8,968
Electricity & Gas	8,168	9,141
Fuel	13,517	13,454
Motor Vehicle Expenses	7,479	8,480
Repairs & Maintenance Building	20,689	18,556
Repairs & Maintenance Greens & Course	6,081	4,501
Repairs & Maintenance Equipment	6,274	7,584
Rent	899	437
Trophies	6,428	6,595
Superannuation	6,136	4,057
Tournament Expenses	9,072	11,112
Travelling	2,558	5,781
Wages	35,908	49,628
Water	4,932	6,079
	<u>134,999</u>	<u>154,373</u>
GROSS LOSS FROM TRADING	<u><u>(93,459)</u></u>	<u><u>(110,698)</u></u>
Catering		
Sales	<u>19,636</u>	<u>52,032</u>
LESS: COST OF GOODS SOLD		
Opening Stock	3,825	3,825
Purchases	5,788	18,292
Superannuation	670	2,079
Wages	7,252	25,396
Closing Stock	(3,825)	(3,825)
	<u>13,710</u>	<u>45,767</u>
GROSS PROFIT FROM TRADING	<u><u>5,926</u></u>	<u><u>6,265</u></u>
OTHER INCOME		
ATM Rebate	5,963	6,305
Interest Received	1,259	560
Membership Subscriptions	22,340	22,800
Raffles (net)	(13,784)	3,242
Rebates Received	297	716
Rents Received	5,200	5,200
Sundry Income	996	2,383
	<u>22,271</u>	<u>41,206</u>

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PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2019

	2019	2018
	\$	\$
OTHER EXPENSES		
Advertising & Promotion	17,566	15,181
Auditors Remuneration - Fees	6,231	6,568
Bad Debts	313	-
Bank Charges	3,365	5,134
Bingo	5,209	2,498
Borrowing Expenses	523	457
Cleaning	27,809	34,596
Computer Software	6,070	4,956
Depreciation	55,490	55,390
Donations	1,052	250
Electricity & Gas	28,643	28,812
Entertainment	-	972
Gas	9,419	9,043
Insurance	25,846	22,521
Interest	11,814	7,262
Legal Costs	804	1,000
License Fee	1,447	1,472
Member's Promotions	73,320	60,370
Motor Vehicle Expenses	-	13,129
Postage	1,952	2,855
Printing & Stationery	8,726	14,239
Rates	5,714	5,289
Repairs & Maintenance Improvements	2,839	-
Repairs & Maintenance Kitchen	1,256	3,623
Security	1,308	1,308
Sporting Sponsorships	8,911	9,629
Staff Training	-	32
Superannuation	9,594	9,708
Telephone	5,510	7,934
Travelling Expenses	5,796	4,361
Uniforms	890	1,164
Wages	94,048	122,728
Workers Compensation	7,140	9,742
Loss on Sale of Fixed Assets	708	-
	429,313	462,223
Profit before income tax	52,680	47,712

HAY BOWLING & GOLF CLUB
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BALANCE SHEET
AS AT 30 JUNE 2019

	2019	2018
Note	\$	\$
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	146,845	159,684
Trade and other receivables	23,105	31,815
Inventories	50,647	51,107
TOTAL CURRENT ASSETS	220,597	242,606
NON-CURRENT ASSETS		
Property, plant and equipment	1,309,767	1,318,161
Intangible assets	2,090	-
TOTAL NON-CURRENT ASSETS	1,311,857	1,318,161
TOTAL ASSETS	1,532,454	1,560,767
LIABILITIES		
CURRENT LIABILITIES		
Trade and Other Payables	94,304	85,328
Borrowings	107,196	85,356
Provision for Employee Entitlements	36,693	49,693
TOTAL CURRENT LIABILITIES	238,193	220,377
NON-CURRENT LIABILITIES		
Trade and Other Payables	69,392	109,842
Borrowings	40,011	78,294
Provision for Employee Entitlements	36,691	56,767
TOTAL NON-CURRENT LIABILITIES	146,094	244,903
TOTAL LIABILITIES	384,287	465,280
NET ASSETS	1,148,167	1,095,487
EQUITY		
Retained earnings	1,148,167	1,095,487
TOTAL EQUITY	1,148,167	1,095,487