

Hay Bowling & Golf Club.



Annual Report 2020

HAY BOWLING & GOLF CLUB LIMITED

ACN: 000 090 755

The 70th ANNUAL GENERAL MEETING

Of the members will be held in the Bowling Club House at

408 Murray Street

On Sunday 8th Of November 2020, 10.00am.

AGENDA

1. To confirm the minutes of the 69th 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 2020 from the Club's Auditor
5. To deal with any business that due notice has been given

No Motions

6. Election of new Chairperson/Deputy Chairperson and 5 Directors (2 Year Term)
7. Recommendations for the Board

By order of the Board

David Townsend

Secretary Manager

15th of October 2020

NOTE:

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

INDEX

President's Report	Page 4
Secretary Manager's Report	Page 5
Membership Numbers	Page 7
Men's Golf President's Report	Page 8
Profit & Loss Statement	Page 10
Statement of Financial Position	Page 12

Presidents Report

I am pleased, and proud, to be able to prepare this report to members at the end of a very successful, yet difficult year for the club due to COVID-19 restrictions and the forced closure of the facility due to this outbreak.

The secretary Manager, with full support of the board, has instigated a number of improvements and modifications to the club facilities, most notably the carpet, western toilet facility and his thinking outside the box to attract new clients to the club through the online raffles which have proven to be very successful.

I take this opportunity to formally congratulate Dave and the staff on their efforts and look forward to the ongoing success of the club.

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 acknowledge all members for their patience during this difficult time. COVID-19 has forced many changes. The Club has been very proactive regarding the safety of members and staff. We will continue to adapt to make your experience at the club enjoyable and safe.

This is my second year as chairman of the board. I have enjoyed the challenges and would like to thank my fellow board members for their ongoing support.

Greg Stewart.

Secretary Manager's Report

Welcome Members to my 2020 report.

This year has been a bit different and of course challenging to say the least. It is very pleasing to show a profit of \$76,855.00.

COVID19 didn't just close us down for 10 weeks, there were restrictions weeks prior to that and also people were reluctant to leave their houses. We felt the loss of the migrations of the grey nomads from the South to the North and again from the north to the south, 2 major Bowls tournaments cancelled. Then when we could re-open on the 1st of June they were under tighter restrictions than pre closure. We are only now starting in-house promotions again (October).

As it happened, the day we shut down we were going live with a new in-house table ordering platform. Diners could scan a QR code and then order and pay for drinks and meals from your phone and we would bring your drinks or food to your table. A system readily used throughout many restaurants in Sydney CBD. So, after a couple long days we reformed it to an online delivery service so you could order from home and we would bring food or drink to your house! This service is still offered now, though using the local taxi or you can pick up. Annette and I understood that our current roles had to adapt to the current environment of COVID 19 and ensure the viability and survival of our great Club. This, was by no means paying the bills but it provided a service to the town, which at the start very few food businesses were able to do. It brought in some income to the Club but most importantly David and Annie in the bistro were still able to operate and do it very safely.

Once that was up and going, we tried online raffles, this started small and has grown into a major part of the club in the current climate. We normally make a big loss in our raffles as it's a way to get people to the club and hopefully spend money within. At the end of April raffles we were at \$11k loss, 2 months later with online raffles we got that back to break even. There was potential to gain a significant amount from the raffles, though I was committed to ensuring the longevity of the online raffle platform. Hence, as profit margins were met for an individual raffle, bonus prizes are added to the draws.

I'd say I've always been a Manager with some innovative ideas, though without the support from Annette Garner they would never happen. The hours and heart that Annette always puts into the club is remarkable and that was amplified over

the past 6 months. She could've sat at home and collected job keeper like a lot of other Clubs' staff did as they closed. Not Annette, she wanted the club to work and make sure the Club got through the crisis it faced. Thank you, Annette, only you know how much I really appreciate your support.

We did get some very good Government dollars with a \$10k State government grant, Cash Boost and Job keeper. Please note in the P & L an increase of \$10k in wages. This was due the requirements for Job Keeper where two employees had their wage increased substantially. This increased the wage bill for the Greens and Bar by \$10k

While we were closed, I built a new ambulant toilet and refurbished the Men's toilet at the bistro end of the Club. I am very happy the result, plus we have re-carpeted the Club throughout during the year.

I would like to say a big thanks to the Golf Club committee for the way they took complete responsibility for maintaining the Golf course while we were shut down. Such responsibilities as buying their own fuel to run tractors and mowers, contributing to power cost which they do every year plus general maintenance. The Board and Management appreciate your dedication and continued efforts to The Golf Club facility.

Thanks again to Dave and Annie in the Bistro you guys produce amazing food. I know it was a massive decision to remain open in these uncertain times, but we worked together to ensure our Hay Bowling and Golf Club set a high standard for COVID safety.

Dave Townsend

DIRECTORS

	Greg Stewart	
Vice Chairperson	Peter Bisset	
	Philip Ruddick	
	Kirsten Hutchins	
	Georgie Louttit	
	Peter Marks	
	Bill Moore	(resigned 2019)
	Jason Aylett	(joined 2019)

MEMBERS

Social Members	451
Social Vet	228
Men's Bowls	30
Men's Vet Bowls	
Golf	49
Vet Golf	18
Social Golf	4
Bowling & Golf	3
Vet Bowls & Golf	1
Junior Golf	1
Life Social	1
Life Bowls	3
Life Golf	1
Life Bowls & Golf	3
Social Bowls	5
Golf & Social Bowls	2
Women's Bowls	7

Hay Golf Club President's Report

It is with great pleasure I present this report as the Golf President of the Hay Bowling & Golf Club.

The Covid-19 virus has made 2020 challenging for all of us, and I would like to congratulate Dave and Annette on their hard work to keep the HBGC moving forward.

Fortunately for the golfers, we have been able to continue to play with social distancing rules. A big plus for the club, the virus has seen an increase in the playing numbers on Saturdays.

I would like to thank the Golf Committee members for their hard work to ensure the club continues to run smoothly for all golfers.

To our Club Captains Peter and Beth, thank you for all your work in organising the smooth running of the weekly competitions.

Again, the golfers have made a significant number of financial contributions during the year for electricity, fuel, and other items for the maintenance of the club and course totalling over \$3,000.00.

The club is currently seeking several grants to replace our tractor, mowers, power tools and to put power to our buggy sheds. The golfing members (men, Ladies & Vets) have put forward \$14,500 to help with the replacement of our old machinery, this is a great effort.

Congratulations to all our Club Champions, Peter Bisset (Club Champion), Mark Mclean (B Grade) and John Perry (C Grade). Due to Covid-19 restrictions our Open Championship was limited to Hay Members and I would like to congratulate Greg Crocker on his win.

Again, thank you to all those members who have travelled to represent our Club at the Opens and other events that have been played during the year.

The Vets competition on Thursdays continues to be popular thanks to Dick van Buuren's hard work.

I am not sure if thanks are enough, but to Reggie, thank you on behalf of all golfers for your hard work in keeping the course playable in what can only be described as difficult conditions. Also, congratulations on being Hay's Citizen of the Year, well deserved.

Special thanks to some of our volunteers, Digger, Paul, and Tracy Newnham (preparing the greens), Paul Pless (soup & BBQ on Saturdays) and Martin Jackson (mowing). To the other golfers who volunteered during the year, thank you.

To our Sponsors, The Bowlo, New Crown Hotel, South Hay Hotel, Hay Tyre & Battery Service, Brian Jennings Accounting, Shell South Hay and Fayle's Framing for your support of our many weekly novelties.

Finally, I would like to thank all golfers for coming out each week, as it is only with your support can we continue.

Robert Young

Golf President

HAY BOWLING & GOLF CLUB LTD
ABN: 71 000 090 755

PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2020

	2020	2019
	\$	\$
SALES		
Sales	397,817	497,094
Commission	23,487	25,481
Gaming Revenue	506,409	565,729
Gaming Rebate	17,184	17,184
Competition Fees	19,720	26,162
Sporting Income	3,550	6,468
Tournament Income	5,360	8,910
	<u>973,527</u>	<u>1,147,028</u>
LESS: COST OF GOODS SOLD		
Opening Stock	3,825	3,825
Purchases	194,376	238,652
Freight	4,383	4,255
Repairs & Maintenance	363	129
Shortages	555	1,301
Superannuation	12,818	16,596
Wages	173,009	189,197
Bank Fees	240	120
Uniforms	547	450
Closing Stock	-	(3,825)
LESS: MANUFACTURING COSTS		
Affiliation	6,417	6,858
CMS Fee	12,000	14,615
Depreciation	61,233	51,084
Electricity & Gas	5,042	8,168
Fuel	13,025	13,517
Motor Vehicle Expenses	5,627	7,479
Pennant Expense	34	-
Repairs & Maintenance Building	18,232	20,689
Repairs & Maintenance Greens & Course	9,098	6,081
Repairs & Maintenance Equipment	24,115	28,245
Rent	-	899
Sky Channel	6,921	8,645
TAB Agent's Fee	3,694	5,292
Trophies	5,986	6,428
Superannuation	4,205	6,136
Tournament Expenses	6,337	9,072
Travelling	2,209	2,558
Uniforms	272	-
Wages	52,005	35,908
Water	3,424	4,932
	<u>239,876</u>	<u>236,606</u>
GROSS PROFIT FROM TRADING	<u>343,535</u>	<u>459,722</u>

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	2020	2019
	\$	\$
OTHER INCOME		
ATO Cash Boost	33,288	-
ATM Rebate	4,144	5,963
Grants Recieved - Covid 19	10,000	-
Interest Received	921	1,259
Jobkeeper Subsidy	36,000	-
Membership Subsriptions	19,992	22,340
Raffles (net)	(610)	(13,784)
Rebates Received	1,297	297
Sundry Income	1,742	996
Gross profit on rental operations	5,200	5,200
	111,974	22,271
TOTAL NET INCOME	455,509	481,993
	2020	2019
	\$	\$
EXPENSES		
Advertising & Promotion	13,699	17,566
Auditors Remuneration - Fees	6,710	6,231
Bad Debts	310	313
Bank Charges	3,530	3,365
Bingo	3,741	5,209
Borrowing Expenses	553	523
Cleaning	23,291	27,809
Computer Software	4,794	6,070
Depreciation	57,016	55,490
Donations	4,519	1,052
Electricity & Gas	23,469	28,643
Gas	7,651	9,419
Insurance	18,616	25,846
Interest	5,001	11,814
Legal Costs	160	804
License Fee	-	1,447
Licences, Registrations, Permits	205	-
Member's Promotions	45,190	73,320
Postage	665	1,952
Printing & Stationery	8,914	8,726
Rates	5,860	5,714
Repairs & Maintenance Improvements	-	2,839
Repairs & Maintenance Kitchen	1,608	1,256
Security	-	1,308
Sporting Sponsorships	8,337	8,911
Superannuation	8,818	9,594
Telephone	4,488	5,510
Travelling Expenses	7,369	5,796
Uniforms	131	890
Wages	107,002	94,048
Workers Compensation	7,007	7,140
Loss on Sale of Fixed Assets	-	708
	378,654	429,313
Profit before income tax	76,855	52,680

HAY BOWLING & GOLF CLUB LTD
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BALANCE SHEET
AS AT 30 JUNE 2020

	2020	2019
	\$	\$
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	135,770	146,845
Trade and other receivables	29,573	4,356
Inventories	49,434	50,647
TOTAL CURRENT ASSETS	<u>214,777</u>	<u>201,848</u>
NON-CURRENT ASSETS		
Property, plant and equipment	1,402,676	1,309,767
Intangible assets	1,567	2,090
TOTAL NON-CURRENT ASSETS	<u>1,404,243</u>	<u>1,311,857</u>
TOTAL ASSETS	<u><u>1,619,020</u></u>	<u><u>1,513,705</u></u>
LIABILITIES		
CURRENT LIABILITIES		
Trade and Other Payables	118,373	75,555
Borrowings	77,243	107,196
Provision for Employee Entitlements	47,000	36,693
TOTAL CURRENT LIABILITIES	<u>242,616</u>	<u>219,444</u>
NON-CURRENT LIABILITIES		
Trade and Other Payables	101,856	69,392
Borrowings	16,526	40,011
Provision for Employee Entitlements	33,000	36,691
TOTAL NON-CURRENT LIABILITIES	<u>151,382</u>	<u>146,094</u>
TOTAL LIABILITIES	<u>393,998</u>	<u>365,538</u>
NET ASSETS	<u><u>1,225,022</u></u>	<u><u>1,148,167</u></u>
EQUITY		
Retained earnings	1,225,022	1,148,167
TOTAL EQUITY	<u><u>1,225,022</u></u>	<u><u>1,148,167</u></u>

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CASH FLOW STATEMENT
FOR THE YEAR ENDED 30 JUNE 2020

	2020	2019
	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers	1,026,742	1,160,974
Payments to suppliers and employees	(841,570)	(1,043,439)
Interest received	921	1,259
Rental Income	5,200	5,200
Net cash provided by operating activities	<u>191,293</u>	<u>123,994</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale of property, plant and equipment	0	46,916
Payments for property, plant and equipment	(143,923)	(124,762)
Net cash provided by (used in) investing activities	<u>(143,923)</u>	<u>(77,846)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings	36,754	76,716
Repayment of borrowings	(54,964)	(139,085)
Net cash used in financing activities	<u>(55,678)</u>	<u>(62,369)</u>
Net increase in cash held	(8,308)	(16,221)
Cash at beginning of financial year	143,463	159,684
Cash at end of financial year	<u><u>135,155</u></u>	<u><u>143,463</u></u>

