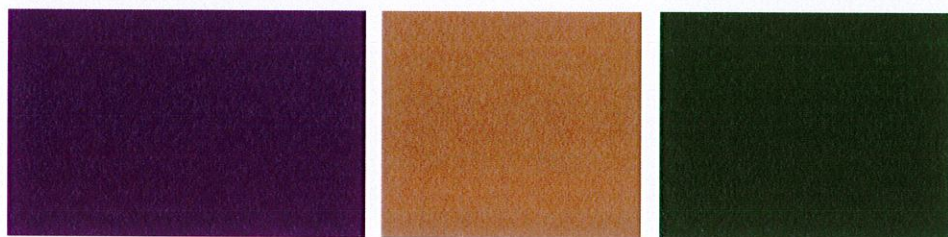


Hay Bowling & Golf Club.



Annual Report 2022

HAY BOWLING & GOLF CLUB LIMITED
ACN: 000 090 755
The 72nd ANNUAL GENERAL MEETING
Of the members will be held in the Bowling Club House at
408 Murray Street
On Sunday 13th Of November 2022, 10.00am.

AGENDA

1. To confirm the minutes of the 71st 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 2022 from the Club's Auditor
5. To deal with any business that due notice has been given:
6. Election on 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
14th of October 2022

BOARD CHAIRMAN'S REPORT 2022

As my second year as Chairman draws to a close it is very pleasing to see that the club continues to head in the right direction, posting yet another substantial profit and making big improvements for the benefit of all patrons, which couldn't have been achieved without the dedication and commitment of the staff and volunteers.

To our Secretary/Manager, Dave and Bar Manager, Annette your vision, drive and passion for the club has seen our club prosper when many clubs around Australia have struggled or closed during the Covid years. Your effort's and those of all your staff and volunteers are greatly appreciated and the friendly and professional service provided by our staff has ensured that members and visitors enjoy the facilities within the club.

I cannot speak more highly of the work put in by our ground staff and some very dedicated volunteers that have presented the club's sporting venues in tip top condition week after week, something you should be very proud of.

I thank all the members of our sporting sub-committees that give up their time in setting up and running events for the benefit of our sporting members and visitors and to all those who have travelled and represented the club during the year. It is your willingness to participate in outer-town events that showcases our small club and encourages those that you meet to support our events and I am pleased to announce that GolfNSW have allocated Hay the hosting rights for the NSW Sand Green Championships next year.

A special thank you to the golf committee, who with the assistance of Kylie Brettschneider were successful in obtaining a \$60k grant to purchase a new tractor for the use at the golf course which would have had to come from the club's funds without the grant.

To my fellow directors I thank you for your support and professionalism you have shown in carrying out your role in guiding the future direction of club and in an election year I wish the new board members all the very best for the upcoming year.

Lastly as we move out of the highly restrictive years of Covid I would like to take this opportunity to thank all members for your continued support of the club and if you haven't been out to see the improvements at the club, I encourage you make the effort and enjoy the improved facilities.



Peter Bisset

Manager report 2022

Another strong profit for the Club this year \$180k. First six months of the year we were still under Covid restrictions, including being closed for a month (mid August-Mid September). All Covid restrictions were removed in December which we all were looking forward too. Though just 5 days prior to that, in came a freak storm that did severe damage to the front awning and all fixtures on the roof, so we were closed again for another week to make the Club safe to operate again.

After discussions with insurance company and executives from the bowls committee to shorten the green, we now have the wonderful verandah all the way along the club. Insurance covered the cost of the structure and Club covered the cost to the extension of the plumbing and concrete work. Again, this was a disruption to trade during construction as it was a building site until the end of March.

Thanks to the support of our loyal members our bar trading is \$431k up by \$60k on the previous year, our gaming is \$757k on par with last year. A massive result when we take into consideration that we were closed for 5 weeks, the first quarter of 2022-23 is showing the positive trend is continuing.

To provide the best gaming facility as possible for our members and guests, we continue to upgrade our machines regularly. This year we purchased 9 machines and 7 of these are on 3-year payment plan and other is on a 1 year plan. We are proactive in this space and when we do trade out machines, some still had a book value on them, and this is why our depreciation is up so high this year. Currently, we have been giving them a life value of 10 years, moving forward including this year we are depreciating them at 5yrs.

Getting back to Covid normal we have been able to increase our member promotions by nearly 100%, with badge draws, monthly bonus draws and inhouse raffles. Our members and guests are enjoying these, and we have bought back the Bowlo EFTPOS cards which has been very popular.

The Bowlo online platform continues to grow, raffles made the club \$70k this year with only 1 raffle a week. I big thank you to all our online crew from Hay and all-around Australia, I hope to find more time to run a few extra ones this year.

I would like to give a shout out to Robert Young; the Golf Course is looking amazing, well done to you and to all your volunteer helpers. Also well done to the Golf Committee being successful on grant funding to purchase a new tractor. The Golf committee have contributed another \$20k towards equipment including 50% of the cost towards a front deck mower and another 50% grant funded.

Also, a big thanks to all our staff throughout the year, another great year and this will not happen without you.

The Club has been very lucky to have a dedicated, supportive and progressive Board for many years now. Back in 2011 (when I started) the Clubs Equity was \$1M and now in 2022 Club's Equity is \$1.8M. a lot of that increase has been in past 3 years.

In closing I like to say thank you to all our members far and wide and I hope you continue to enjoy what the Club has to offer.

Cheers

Dave Townsend

DIRECTORS		Meeting attendance (10 meetings)
Chairperson	Peter Bisset	9
Vice Chairperson	Greg Stewart	7
Directors	Philip Ruddick	7
	Kirsten Hutchings	8
	Georgie Louttit	8
	Robert Young	10
	Jason Aylett	4 (22 nd August 2022 resigned)

MEMBERS (346)

Social Members 164

Social Vet 90

Bowls 14

Social Bowls 1

Vet Golf 15

Social Golf 8

Golf 43

Vet Bowls & Golf 1

Life Bowls 3

Life Golf 1

Life Bowls & Golf 3

Bowls and Golf 2

Golf & Social Bowls 1

Hay Golf Club President's Report

I would like to thank all golfers for coming out each week to play and making this a successful year.

Congratulations to all the golfers (new and old) who fronted the winner's table. The new summer competition proved to be popular and was a great success offering golfers the choice of 10 or 18 holes. Also, the Vets competition continues to go from strength to strength and thanks to Dick and Frank for their work over the past 10 years. Our Club continues to be well represented by a small group of golfers at the Open Tournaments around the district.

We were successful in securing funding of \$56,515 under the 2021 Community Building Partnership Program for the purchase of a new tractor with front-end loader. We also received a grant for \$1,000 under the Grassroots Sports Fund. We continue to make grant submissions on behalf of the HBGC in a hope of improving our course and facilities.

We (men, Ladies & Vets) have again made several financial contributions totalling approximately \$17,000 towards the maintenance and improvements to the course. This included electricity, half the cost of a new replacement front deck mower, soaker hoses and an upgrade to the 8th tee.

To Reggie, thank you for your continued hard work in keeping the course in the best condition it has been in years. To our volunteers, Digger, Martin Jackson, Brad Tredrea, Paul, and Tracy Newnham, Dave Marshall, and Paul Pless, thank you, without your efforts our course and competitions would not be what they are. To the other golfers who volunteered during the year, also thank you.

Once again, GolfNSW has awarded us the Men's NSW Sandgreens Championship, this will be held in October 2023. This is a great opportunity for us to show case our club and course.

To our Sponsors, Betta Home Living, The Bowlo, New Crown Hotel, Hay Tyre & Battery Service, Brian Jennings Accounting, Shell South Hay, Fayle's Framing, and others, thank you for your continued support.

Finally, thank you for coming out each week, it is only with your support can the Golf Club continue.

Robert Young

President

HAY BOWLING & GOLF CLUB LTD
DETAILED PROFIT & LOSS STATEMENT 12 MONTHS ENDED

	2022	2021
BAR		
Bar Sales	431,532	371,903
Cost of Sales	(222,856)	(190,817)
Gross Profit	208,676	181,086
BAR EXPENSES		
Bar - Freight	6,108	4,055
Misc Bar Expenses	1,218	1,529
Total Bar Expenses	7,326	5,584
Net Bar Profit/(loss)	201,350	175,502
GAMING		
Poker Machine Revenue	690,883	744,059
Keno Commission	16,234	20,076
TAB Commission	1,684	5,821
TOTAL GAMING INCOME	708,801	769,956
POKER MACHINE EXPENSES		
Poker machine Repairs & Maint	20,255	16,966
Poker machine Deprec	144,242	57,387
Poker machines - CMS Charge	14,148	14,218
KENO EXPENSES		
Keno Stationary	185	496
Keno Repairs & Maint	3,422	4,670
Keno Bank Charges	240	240
TAB EXPENSES		
TAB Agent's Fee	6,944	3,876
TAB Promotions	2,427	2,522
TOTAL GAMING EXPENSE	191,863	100,375
NET GAMING PROFIT	516,938	669,581
RAFFLE TRADING		
Raffles	314,047	502,273
Raffle Purchases	(243,853)	(378,499)
Merchant Fee		(15,068)
NET RAFFLE PROFIT	70,194	108,706

	2022	2021
BOWLS AND GOLF INCOME		
August Tournament - Income	-	1,930
June Tournament Income	1,780	-
Bowls Competition Fees	3,800	3,483
Donations	727	500
Golf Club Club Room Hire	2,706	2,695
Golf competition fees	12,571	12,681
Visitors Green Fees	2,006	1,481
NET GOLF & BOWLS INCOME	23,590	22,770
Expenses		
BOWLS AND GOLF EXPENSES		
Affiliation Fees	3,212	6,593
August Tournament Expenses	-	1,630
Depreciation	3,697	-
Electricity Golf Course	4,959	9,107
Fuel	15,858	12,610
Fuel Greens	6,708	1,005
Greens Staff Uniforms	-	243
June Bowls Carnival - Expenses	1,580	94
Misc Sport Expenses	557	47
Rates Golf Club	471	-
Rent Golf Course	486	461
Repairs & Main Buildings	15,104	12,453
Repairs & Maint Equip	5,740	2,285
Repairs & Maint Greens & Cours	11,067	8,745
Tournament Expenses		917
Travel	1,779	1,028
Trophies - Bowls		-
Trophies - Golf	2,494	2,363
Uniforms Purchase (on sell)	622	422
Vehicle Expenses	7,440	12,451
Water Golf & Bowls	3,028	3,901
TOTAL GOLF & BOWLS EXPENSE	84,802	76,355
NET GOLF & BOWLING	(61,212)	(53,585)
SUNDRY INCOME		
Can Assist	-	1,100
Interest Received	42	35
Membership Income	17,735	17,962
Machinery Grant	56,515	-
Golf Committee Contribution	19,757	-
NSW Gov COVID Grant	1,000	2,984
Rebate ATM	5,922	4,781
Safe Unders/Overs	-	218
Sundry Income	-	3,280
Vending Commission	706	585
TOTAL SUNDRY INCOME	101,677	30,945

	2022	2021
Expenses		
ADMIN EXPENSES		
Advertising	11,466	11,919
Affiliation Fees R.C.A	-	48
Audit Fees	7,968	6,989
Bad Debts	-	-
Bank Charges	3,726	3,119
Bingo	847	1,790
Borrowing Expense	456	415
Car Depreciation	5,684	5,398
Catering	15,882	3,766
Cleaning Materials	4,504	3,069
Computer Software	4,638	6,688
Depreciation - General Plant	69,509	76,342
Donations	1,180	2,783
Electricity	27,222	26,177
Entertainment -Tab Sky	401	6,693
Gas	1,242	757
Insurance	26,428	27,450
Interest Charges	2,719	1,142
Legal Expenses	-	-
Loss on Sale Plant	4,942	
Licences	-	2,005
Meal Subsidy & Chargebacks	-	668
Members Promotions	27,445	16,837
Misc Admin Expenses	105	2,271
Postage	1090	832
Printing - Stationery.	7,122	8,310
Rates	6,582	5,860
Repairs & Maint	8,388	-
Sporting Sponsorship	2,769	10,216
Telephone	6,524	6,441
Training	0	159
Travel	10,331	8,397
TOTAL EXPENSE	257,975	246,541
EMPLOYMENT		
SUBSIDIES		
ATO Cash boost	-	32,795
Job Keeper Subsidy	-	42,000
TOTAL	-	74,795
EXPENSE		
Salaries	347,012	378,534
Superannuation	35,080	31,589
Worker Comp	6,715	6,655
Other Employment	3,739	2,131
TOTAL	392,546	418,909
TOTAL NET EMPLOYMENT EXPENSE	392,546	344,114
PROFIT	178,426	340,494

HAY BOWLING & GOLF CLUB LTD
STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE

	2022 \$	2021 \$
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	321,424	188,505
Trade and other receivables	39,256	6,128
Inventories	87,808	74,001
TOTAL CURRENT ASSETS	448,488	268,634
NON-CURRENT ASSETS		
Property, plant and equipment	1,893,887	1,551,148
Intangible assets	-	-
TOTAL NON-CURRENT ASSETS	1,893,887	1,551,148
TOTAL ASSETS	2,342,375	1,819,782
LIABILITIES		
CURRENT LIABILITIES		
Trade and Other Payables	170,643	66,916
Borrowings	148,221	31,032
Provision for Employee Entitlements	59,027	77,246
TOTAL CURRENT LIABILITIES	377,891	175,194
NON-CURRENT LIABILITIES		
Trade and Other Payables	-	-
Borrowings	199,747	47,218
Provision for Employee Entitlements	32,273	35,608
TOTAL NON-CURRENT LIABILITIES	232,020	82,826
TOTAL LIABILITIES	609,911	258,020
NET ASSETS	1,732,464	1,561,762
EQUITY		
Retained earnings	1,732,464	1,561,762
TOTAL EQUITY	1,732,464	1,561,762

HAY BOWLING & GOLF CLUB LTD
STATEMENT OF CASHFLOWS FOR THE THE 12 MONTHS ENDED

	2022 \$	2021 \$
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers and Grants	1,579,605	1,784,153
Payments to suppliers and employees	(1,142,672)	(1,355,945)
Interest received	42	35
Net cash provided by operating activities	436,975	428,243
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale of property, plant and equipment	50,000	33,636
Payments for property, plant and equipment	(622,858)	(292,656)
Net cash provided by (used in) investing activities	(572,858)	(259,020)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings	405,494	49,216
Repayment of borrowings	(135,807)	(165,974)
Net cash used in financing activities	269,687	(116,758)
Net increase in cash held	133,804	52,465
Cash at beginning of financial year	187,620	135,155
Cash at end of financial year	321,424	187,620