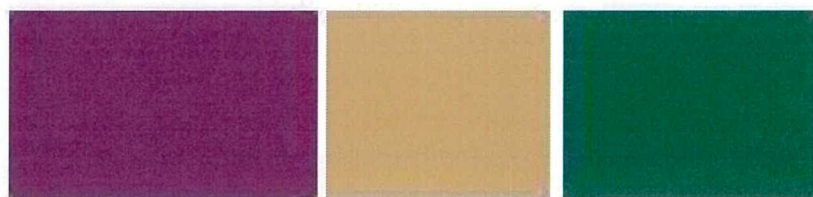


Hay Bowling
& Golf Club.



Annual Report 2023

HAY BOWLING & GOLF CLUB LIMITED
ACN: 000 090 755
THE 73RD ANNUAL GENERAL MEETING
Of the members will be held at the Bowling Club House at
408 Murray Street
On Sunday the 26th Of November 2023, 10.00am.

AGENDA

1. To confirm the minutes of the 72nd 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 2023 from the Club's Auditor
5. To deal with any business that due notice has been given
6. Nomination for life membership
7. Recommendations for the Board

By order of the Board
David Townsend
Secretary Manager
26th of October 2023

NOTE:

A copy of the financial report will be available at the Club or on our website haybowlingandgolfclub.com as soon as possible.

Bowling & Golf Club

Kind Regards

David Townsend

DAVID TOWNSEND

SECRETARY/MANAGER

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BOARD CHAIRMAN'S REPORT 2023

As Chair of the Board, it is pleasing to see our Club continue to grow to where our facilities are one of the best. Firstly, I would like to thank you, the members for your continued support, which has made this growth possible. Secondly, to our staff and volunteers your dedication and commitment has also contributed to this growth.

To Dave, our Secretary/Manager and our Bar Manager, Annette your dedication and drive continues to ensure our Club continues prosper and grow. This is reflected in the Club posting another substantial profit. The passion and vision you both show and that of your staff and volunteers is appreciated by members and visitors alike.

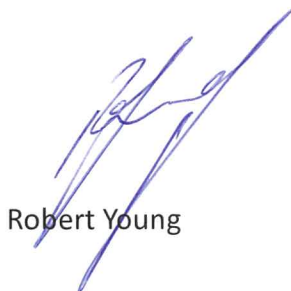
Our sporting facilities have been presented in tip top condition each week which is only possible for the work of the ground staff and our dedicated volunteers. This year one of our dedicated ground staff retired, and I would like to take the opportunity to thank Reggie Fell for his work on the golf course over ten years.

I want to take this opportunity to thank our sporting sub-committees for the work organising and running events for the benefit of our members and visitors. Also, it is important to acknowledge the contribution of those members who travel to take part in out-of-town events representing our Club in bowls and golf. I would like to congratulate the bowlers on their pennant success this year. Hopefully, they can progress further this coming season. The golfers have the opportunity to showcase our excellent facilities when again our Club hosts the NSW Men's Sandgreen Championship.

A special thank you to the golf members for their contribution of \$9,300 towards the new fairway mower, electricity, and other items, it is appreciated. Also, thank you to the volunteers who worked tirelessly to return the golf course to a playable condition following the floods.

To my fellow directors, thank you for your support, dedication, and professionalism in performing your duties to ensure the future direction of our Club and I look forward to the coming year.

Finally, I would again like to thank all members for supporting our Club as your patronage is important to its continued growth.



Robert Young

Managers report 2023

Members, I am extremely proud to report that the Hay Bowling and Golf Club recorded a profit of \$276k for the 2022-23 financial year.

While we have been able post this large profit, the Board and management have focused on reducing liability on the balance sheet. This has been achieved by reducing my annual leave by \$35k without taking leave and reducing loan and poker machine repayments by \$120k. There has also been an increase of Total assets by over \$100k. Total members equity is \$2 Million, another big increase on the previous year by \$270k.

The capital improvements undertaken during the financial year are detailed below, all of which have enhanced the Club facilities for all our Members and Guests.

At the Bowlo \$130k allowed the installation of automatic doors at the main entrance, upgrade to the multiscreen system, Till system, commercial misting system that is temperature operated, Poker tables and chips, the balance of chairs for the poker machine room (16), installed our first Link system with 4 machines attached to "Dragon Link", one new poker machine, 12 game conversions, a new note counter and new deep fryer for the bistro.

At the Golf Club, spending of \$10k allowed inside club house to be freshly painted and purchased 120 new chairs to replace the old green chairs. Another \$26k towards a new slasher for the golf course. The golf committees contributed \$7k towards this item along with the normal \$2k power contribution. The support from the proactive golf committees and the continued contributions are appreciated by myself and the Board.

Now let's have a little look at the \$276k. Our bar trade is stronger \$500k up on last year by 80k, Gaming income \$964k up by \$250k on last year and the Raffles still strong with a \$55k profit, this is only down because I haven't been able to run them every week.

The reason for the increase in wages on last year is due to the reduction of the annual leave Liability on the balance sheet, this goes straight to wages on the P&L. The total of \$50k, to which \$35k is mine & \$15k was another employee who requested weekly payments of annual leave until it was exhausted. At the same time another employee was paid to cover the annual leave role. In 2021-22, \$25k of my wages were moved into capital expense for the hours allocated to the work I completed for renovations. The \$75k of the \$100k is there and the other \$25k is pretty standard with wage increase, Super increases and not to mention with increased bar trade comes increased staffing cost. A couple of other expenses have increased, insurance up by \$10k, electricity up by \$5k which is expected to increase this year. The biggest increase is the spend on our members promotion which has doubled to \$54k, SuperDraw is a big factor in this increase, unfortunately yet to attract the crowds of pre covid. The club is committed to offer this to the loyal members who come along every Wednesday, live entertainment and poker have both been well patronised.

The club hosted a few bowls tournaments for the year being in August and June. A special mention to like Phil Ruddick and Bill Moore for their time and the work they both put in to these events. June was a full house and extremely successful. The August tournament was tough getting the numbers to run that event and it cost \$5k, the entries fees only covered \$3k.

I would like to mention that this year (2023-24) we still ran the August tournament the numbers about the same. Phil and Peter Busch shaking every tree in the Riverina to get bowlers to come and support our annual tournament, though no luck, as there were tournaments and presidents on the same day in our own district, which was very disappointing. We found a way to run it still and at a profit. Instead of \$2k spent on meals in the bistro, I utilised the Golf club kitchen to supply roast meat for meat n gravy rolls. Bowlers loved them and the cost was less than \$500 to produce. One month later I also put on a new tournament aimed at Victoria and SA bowlers for practice for their pennant season. Filled both greens on the Friday for a pair's competition and a full green over the weekend, it was a huge success for a new tournament and proudly sponsored by Radeski Earthmoving and Bendigo Bank. Again, meat and gravy rolls were a hit.

I am looking forward to working with the new Bowls committee to generate a following of more locals to be involved in bowls and increase social memberships. We approached Bendigo bank for sponsorship, which was approved and funded 10 sets of coloured bowls for anyone to use for social events, parties or school sports. Many thanks to the Bendigo bank for their support.

Hats off 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 in hosting the NSW sand greens championships.

Annette Garner, the backbone of the Club and a great support for myself. Her professional approach to always help members and guests, all enquiries and coordination of the function bookings, and managing the bar and staff. Many sectors are finding it challenging to find and retain staff, hospitality is also struggling. The added pressures of managing staff shortages does take its toll, thank you to Annette for her dedication and commitment to her role.

Thank you also to all of the employees, volunteers and Board members that help to make the Bowling and Golf Club a great place for our members and guests.

In closing I would 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 7 meetings

Chairperson	Robert Young	7	
Vice Chairperson	Peter Bisset	7	
Directors	Philip Ruddick	7	
	Kirsten Hutchings	6	
	Georgie Loutit	7	
	Greg Stewart	6	
	Peter Lugsdin	3	Elected 12 th November 2022

Members (342)

Social Members 184

Social Vet 95

Bowls 13

Social Bowls 1

Vet Golf 11

Social Golf 5

Golf 22

Vet Bowls & Golf 1

Life Bowls 3

Life Golf 1

Life Bowls & Golf 3

Social Bowls & Golf 2

Bowls & Golf 2

Golf Report

Women's Golf

The number of active women golfers has declined to the extent that we can no longer schedule competition rounds on a regular basis. This may change if we get sufficient numbers of players interested.

We do still however play social golf on Wednesday and Sunday mornings when the weather is suitable. We would welcome any interested players to come along and have a hit.

I noticed with interest several new players showing lots of enthusiasm at a recent coaching clinic, I urge all of you to continue in whatever format of golf you wish and at any time you wish it would be wonderful to see a new group of players taking advantage of the excellent course that we are lucky to have.

Please feel free to contact Kay Gibbs on 0418 931 519 for any further information.

Men's Report

This year's golf kicked off with a very successful summer Jennex Cup with Dave Marshall winning the major prize of a night accommodation and game of golf for 2 at the Barham Golf Course and a huge thank you to Paul Pless for the sponsorship.

With the major flood event several of our holes went under water, but thanks to the efforts of Robbie, Reg, Martin, Digger, Paul & Tracy Newnham & all the other Volunteers the course rebounded and hasn't looked this good for years. A huge thank you to Reg Fell for all his dedicated service over the years, Reg finally called it quits after ten years and he will be missed, with Reg's departure we welcomed Alex Mott to the club.

I am really pleased to mention that the golfers have contributed back to the club over \$9,000.00 with donation towards electricity, hoses, sprinklers, loam, new fairway mower and other small items.

Thank you to everyone that made the effort to travel to Open Tournaments around our region, although wins were few and far between, we still got out and represented our town. The annual Western Riverina Vs Riverina sand greens challenge was hosted at The Rock and unfortunately Riverina retained the trophy winning 11 games to 1, with Boppa Woods being our only winning on the day. Next year's challenge will be held at Coleambally and hopefully we can regain so pride and reverse the result.

This year we had the honour of hosting the NSW Sand Green Championship with around 100 players taking part over the 2 days of competition and the club received huge praise from GolfNSW and the players for how well the course was presented and the hospitality of the town.

A massive thank you to all our sponsors, Betta Home Living, the Crown Hotel, South Hay Hotel, the Bowlo, Hay Tyre & Battery Service, Fayle's Custom Framing, BJAS Accounting.

Finally, I would like to thank David, Annette and all the staff for all the work they put in to maintain and run the club for the benefit of all members.

Peter Bisset

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

	2023	2022
BAR		
Bar Sales	509,026	431,532
Cost of Sales	(259,527)	(222,856)
Gross Profit	249,499	208,676
BAR EXPENSES		
Bar - Freight	8,273	6,108
Misc Bar Expenses	2,107	1,218
Total Bar Expenses	10,380	7,326
Net Bar Profit/(loss)	239,119	201,350
GAMING		
Poker Machine Revenue	937,098	690,883
Keno Commission	20,545	16,234
TAB Commission	6,742	1,684
TOTAL GAMING INCOME	964,385	708,801
POKER MACHINE EXPENSES		
Poker machine Repairs & Maint	20,564	20,255
Poker machine Deprec	78,031	144,242
Poker machines - CMS Charge	17,009	14,148
KENO EXPENSES		
Keno Stationary	181	185
Keno Repairs & Maint	3,823	3,422
Keno Bank Charges	200	240
TAB EXPENSES		
TAB Agent's Fee	4,940	6,944
TAB Expense	3,659	2,427
TOTAL GAMING EXPENSE	128,407	191,863
NET GAMING PROFIT	835,978	516,938
RAFFLE TRADING		
Raffles	189,570	314,047
Raffle Purchases	(134,255)	(243,853)
Merchant Fee		
NET RAFFLE PROFIT	55,315	70,194

	2023	2022
BOWLS AND GOLF INCOME		
August Tournament - Income	3,240	-
June Tournament Income	7,160	1,780
Bowls Competition Fees	2,801	3,800
Donations	-	727
Golf Club Club Room Hire	4,927	2,706
Golf competition fees	9,592	12,571
Golf Income Other	660	-
Visitors Green Fees	1,436	2,006
NET GOLF & BOWLS INCOME	29,816	23,590
Expenses		
BOWLS AND GOLF EXPENSES		
Affiliation Fees	2,907	3,212
August Tournament Expenses	5,085	-
Depreciation	3,042	3,697
Electricity Golf Course	6,507	4,959
Fuel	21,266	15,858
Fuel Greens	6,707	6,708
June Bowls Carnival - Expenses	7,225	1,580
Misc Sport Expenses	268	557
Rates Golf Club	1,698	471
Rent Golf Course	1,109	486
Repairs & Main Buildings	15,965	15,104
Repairs & Maint Equip	4,243	5,740
Repairs & Maint Greens & Cours	8,396	11,067
Travel	180	1,779
Trophies - Bowls	215	-
Trophies - Golf	1,872	2,494
Uniforms Purchase (on sell)	3,097	622
Vehicle Expenses	9,320	7,440
Water Golf & Bowls (net)	2,247	3,028
TOTAL GOLF & BOWLS EXPENSE	101,349	84,802
NET GOLF & BOWLING	(71,533)	(61,212)
SUNDRY INCOME		
Fuel Rebate	1,309	-
Interest Received	692	42
Insurance Recovery	4,652	-
Membership Income	19,003	17,735
Machinery Grant	-	56,515
Golf Committee Contribution	8,303	19,757
NSW Gov COVID Grant	-	1,000
Rebate ATM	8,602	5,922
Sundry Income	227	-
Vending Commission	1,920	706
TOTAL SUNDRY INCOME	43,399	101,677

	2023	2022
Expenses		
ADMIN EXPENSES		
Advertising	8,544	11,466
Audit Fees	12,567	7,968
Bank Charges	4,610	3,726
Bingo	1,801	847
Borrowing Expense	456	456
Car Depreciation	10,271	5,684
Catering	3,003	15,882
Cleaning Materials	2,681	4,504
Computer Software	4,972	4,638
Depreciation - General Plant	81,979	69,509
Donations	1,491	1,180
Electricity	32,570	27,222
Entertainment -Tab Sky	3,464	401
Gas	3,363	1,242
Insurance	36,243	26,428
Interest Charges	7,957	2,719
Loss on Sale Plant	15,181	4,942
Licences	2,806	-
Members Promotions	54,846	27,445
Misc Admin Expenses	103	105
Postage	1,180	1090
Printing - Stationery.	9,060	7,122
Rates	5,174	6,582
Repairs & Maint	3,971	8,388
Sporting Sponsorship	3,133	2,769
Telephone	6,476	6,524
Training	1,247	0
Travel	10,102	10,331
TOTAL EXPENSE	329,251	257,975
EMPLOYMENT		
EXPENSE		
Salaries	450,054	347,012
Superannuation	42,073	35,080
Worker Comp	3,424	6,715
Other Employment	1,219	3,739
TOTAL	496,770	392,546
TOTAL NET EMPLOYMENT EXPENSE	496,770	392,546
PROFIT	276,257	178,426

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

	2023 \$	2022 \$
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	419,948	321,424
Trade and other receivables	22,537	39,256
Inventories	90,451	87,808
TOTAL CURRENT ASSETS	532,936	448,488
NON-CURRENT ASSETS		
Property, plant and equipment	1,916,612	1,893,887
Intangible assets		
TOTAL NON-CURRENT ASSETS	1,916,612	1,893,887
TOTAL ASSETS	2,449,548	2,342,375
LIABILITIES		
CURRENT LIABILITIES		
Trade and Other Payables	91,615	170,643
Borrowings	125,571	148,221
Provision for Employee Entitlements	39,082	59,027
TOTAL CURRENT LIABILITIES	256,268	377,891
NON-CURRENT LIABILITIES		
Trade and Other Payables		-
Borrowings	145,478	199,747
Provision for Employee Entitlements	39,081	32,273
TOTAL NON-CURRENT LIABILITIES	184,559	232,020
TOTAL LIABILITIES	440,827	609,911
NET ASSETS	2,008,721	1,732,464
MEMBER'S EQUITY		
Retained earnings	2,008,721	1,732,464
TOTAL MEMBER'S EQUITY	2,008,721	1,732,464

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

	2023 \$	2022 \$
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers and Grants	1,753,532	1,579,605
Payments to suppliers and employees	(1,388,414)	(1,142,672)
Interest received	692	42
Net cash provided by operating activities	365,810	436,975
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale of property, plant and equipment	46,091	50,000
Payments for property, plant and equipment	(251,304)	(622,858)
Net cash provided by (used in) investing activities	(205,213)	(572,858)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings	134,301	405,494
Repayment of borrowings	(210,184)	(135,807)
Net cash used in financing activities	(75,883)	269,687
Net increase in cash held	84,714	133,804
Cash at beginning of financial year	321,424	187,620
Cash at end of financial year	406,138	321,424