



2012

89th ANNUAL REPORT

ALSTONVILLE PLATEAU BOWLS & SPORTS CLUB LIMITED T: 02 66280497

ALSTONVILLE PLATEAU BOWLS & SPORTS CLUB LIMITED

NOTICE OF MEETING

Notice is hereby given that the Annual General Meeting of members of Alstonville Plateau Bowls & Sports Club Ltd will be held in the Club Auditorium on Sunday 30th September, 2012 at 10am.

Business

1. Apologies
2. Confirmation of minutes: Annual General Meeting held Sunday 25th September 2011.
3. Confirmation of minutes: General Meeting held Sunday 3rd June 2012.
4. Consideration of:
 - a. Chairman's Annual Report
 - b. Treasurer's Annual Report
 - c. Chief Executive Officer's Report
5. Consideration of Treasurer's Financial Statements and Auditors Report.
6. Election of;
 - a. Board
 - b. Patron
 - c. Honorary Solicitor
 - d. Returning Officer
 - e. Honorary Life Membership: *On the 16th February 2012 the Board approved that; In accordance with Clause 24 of the Constitution, Les Daley be accepted as an Honorary Life Member and was nominated by Alan Meres and seconded by Alan Stone, for his outstanding service and loyalty to the club having served on the Club Ltd Board as a Director, represented the Men's Bowling Club at District and Zone level and held many Club Championships.*
7. Directors Expenses and Honorariums
8. General Business
9. Drawing of lots for Directors Triennial Term
10. Close Meeting

Chairman's Report

I have pleasure on behalf of myself and my fellow Directors in presenting my Report of the Alstonville Plateau Bowls & Sports Club.

In a year when a large number of Clubs reportedly struggled to achieve profitable trading results your Board is pleased to announce a profitable trading year for this Club.

Treasurer Byron Wilson in his Report will refer to the relevant profit and loss details for Members consideration.

During a very busy year for the Board and Management we have managed to; review and modernize our Constitution to a more satisfactory, up to date document with the changes ratified by the members in June, 2012; Increase loan repayments and restructure the use of invested cash reducing the level of borrowings applicable to the loan arrangements associated with the now completed Club Renovations and Refurbishments; and pursue a vigorous and successful events calendar.

During 2011/12 the Club actively supported local sporting clubs, Charities, Schools and has enhanced its reputation in the community by direct involvement of Management and Directors in several community activities.

Your Management and the Executive Committee have completed and presented to the Board, and had approved, the annual budget for 2012/13 which we consider on current trends will produce a profitable outcome for the current year. Careful consideration during the budget process has been given to the ongoing "work in progress" Strategic Plan.

Congratulations to our Sub Clubs' Executive in running and organizing a great year of events both at Club level and in the wider arena. By the efforts of all involved the status of this Club in its sporting activities and venue preparation has been lifted beyond expectations. Representing the Club several of our members have had outstanding competitive performances and we thank them for their endeavors.

On behalf of the Board and our members I would like to offer the sincere thanks to all our staff that played no small role in the achievements and standing of our Club. I would extend our thanks to "DejaVu Restaurant" and Lyn Tran for providing excellent catering services.

During the year in review we welcomed Bar-and Operations Supervisor Josh Kenway and Green Keeper apprentice Josh Mac Donald to our staff and both have shown dedication to their employment.

CEO Melissa Brooke continues to excel in her roll and has the respect of Members and a very dedicated Board of Directors. My thanks to my fellow Directors for the manner in which, along with the CEO, worked together as a very cohesive unit.

Sincere condolences to all the members and their families who have lost love ones during the year and best wishes for a swift recovery to those who are incapacitated by illness or injury.

Finally and most importantly to all our MEMBERS on behalf of the Board of Directors thank you for your support and patronage without which the Club would not exist.

Alan Meres

Alstonville Plateau Bowls and Sports Club Ltd.

Treasurers Report

I have much pleasure on behalf of your Board in presenting the Financial Report for the period ending 30th June 2012.

The Club has once again been able to achieve a reasonable Profit of \$ 27,607-00

I would like to congratulate our CEO Melissa and her Staff for their continuing efforts in the successful operation of our great Club.

During the year your Board decided to commission Mr Bob Bullen from the Royal Bowling Association Inc. Club Advisory Committee, to carry out a thorough and independent review of the Operation and Financial Status of the Club. It was felt that such a review would highlight how our Club was operating compared with industry benchmarks.

Mr Bullen concluded that the Board was making the right decisions and that the current strategic planning process be maintained, together with regular reports to the Board on the progress of each of the plans actionable items.

The details of the Profit and Loss Statement are listed in the Annual Report, however below are a number of items that had an influence on the outcome achieved.

Profit from Operating Activities	<u>2012</u>	<u>2011</u>
	\$	\$
Bar Operations	128,962	74,864
Bar Gross Profit	57.56 %	54.39 %
Poker Machines	462,837	404,775
TAB	(9,565)	(14,716)
KENO	9,058	11,153
Greens	(75,180)	(79,268)
Catering	6,023	(9,240)
Sub-Clubs		
Ladies Bowling Club	266	862
Mens Bowling Club	(3178)	3,399

Mixed Bowling Club	1,897	(842)
Golf Club	72	(137)

I would report that we have been able to significantly reduce the balance on the Building Loan by increasing our Monthly repayments and injections of capital as the income allows.

This reduction in the outstanding balance on the Loan should allow us to completely repay the Loan within our projected 5 year repayment period.

We have also been able to purchase replacement Tables for both the Restaurant and the Tibouchina Room completing our Furniture replacement programme.

In conclusion, I would like to congratulate and thank all the Members, my fellow Board members, our CEO Melissa Brooke and our great Staff who have all contributed to the success of this Financial year.

Byron Wilson

Alstonville Plateau Bowls and Sports Club Ltd

Chief Executive Officer's Report 2012

It has been an exciting 12 months following the completion of our major Club Alterations and Additions and it has been rewarding to hear the favourable comments from members and visitors about the modern furnishings and facilities your Club now has to offer. Although we have incurred additional expenses directly related to the building works, bank interest and an increased depreciation schedule, it is pleasing to report that your Club has achieved a profit for the year of \$28,550.

Your Board and Management developed four main objectives tabled in the Business Plan for 2011/12. These were based around; growth in the membership data base with the aim to increase patronage and ensure financial sustainability; providing quality customer service and facilities for members; creating a venue of first choice for the community to hold functions and events; and lastly provide facilities for companies and community groups to network and build relationships.

Various strategies were put in place throughout the year to achieve these objectives and a summary of the results are as follows;

- I. Membership as a whole has increased by 21% on last year and 31.5% over the last four years which in turn resulted in all trading areas increasing in turnover except Keno which decreased by -3.16%. Bar turnover increased by 15.7%, Poker Machines by 13.6%, Catering by 725% and TAB showing 62.2% increase.
- II. The introduction of the Poker Machine Credit Clearance Unit decreased member complaints on waiting periods and increased quality customer service to the bar and gaming area.
- III. Due to updated facilities, particularly to the function rooms, together with friendly quality customer service, we have seen an increase number of functions in the private, community, sporting and business sectors representing an approximate 200% increase as a whole.
- IV. Of the 200% increase in functions, community & sporting groups have made a significant return to the club for meetings and events, which include; Probus, Quota, Inner wheel, Rotary, Lions, Shirley Group, NRDWBA Umpires, Country Labour Association, Alstonville Scouts Group, Wollongbar Alstonville Junior Rugby Union, Alstonville &

District Football Club, far North Coast Swimming, Alstonville Netball and Far North Coast Rugby Union Referees Association.

In addition to these results, the Board implemented a program to reduce our business loan liability from a 15year repayment plan to a 5year repayment plan. To make this possible, we have increased our monthly repayments and structured our cash investments to offset the interest expense.

Finally, this result would not have been possible without our wonderful and dedicated staff; their commitment and continuous quality service provided to members and guests have ensured sustained growth in *your local club*.

Thank you to the Directors for their ongoing support and guidance provided over the last financial year. Their cohesive team approach to leadership supported by a diverse employment background has greatly assisted in operational, financial and strategic planning.

Thank you to all the members who volunteered their time at the club throughout the year; your help has greatly assisted the success of our club community.

On behalf of the team at the Alstonville Plateau Bowls & Sports Club, we wish to thank the members for their continued patronage and Club spirit and look forward to sharing a successful year ahead.

Melissa Brooke

Alstonville Plateau Bowls and Sports Club Ltd



Your local club

Community



ALSTONVILLE PLATEAU
BOWLS AND SPORTS CLUB

BETWEEN 6PM & 8PM EVERY WEDNESDAY NIGHT

Be in the club to win!

min \$10,000

The prize starts at \$10,000. If unclaimed, the prize jackpots by \$1,000 each week

To claim the prize you must be within the Club Building at the commencement of the draw. The winner is announced over the Club p/a system. You have four minutes in which to come to the promotional host conducting the draw at the Club and show your current Club membership card. Full conditions for the promotion are available from Club Reception on request.

All you have to do is be a financial member of one of the Super 10 Community Clubs

