

## **PRESIDENT'S ANNUAL REPORT 2019**

It is with great pleasure and pride that I present for your information and consideration the 43<sup>rd</sup> Annual Report and Balance Sheet of the Country Club St Georges Basin.

The revenue from operating activities of \$17,832,528 increased by \$983,366 compared to last year. The result for the year prior to depreciation and interest was a profit of \$1,904,225 compared to \$2,419,803 over the two sites. The net profit from the Basin site of \$93,569 and a loss of \$51,086 from the Vincentia clubhouse. Even though the profit is down on last year it still conveys a continuation of the clubs strong financial performance and is attributed to you the members and your continued patronage and support.

Capital expenditure for the year was just over \$8,500,000, with the majority of this expenditure going towards completion of renovations at the Basin Clubhouse. We are pleased to report that the modernisation of the clubhouse has been well received and has allowed us to expand our food offering through the opening of the On-Point Kitchen. Our new family-friendly layout also includes a large indoor playground, new parenting facilities, and improvements to disabled access, along with a much wider food offering.

In other areas, over \$400,000 has been spent upgrading poker machine facilities across the two sites, new beer lines have been installed at a cost of \$59,000, and the 17<sup>th</sup> green on the Basin course has been rebuilt along with some new cart paths and clearing at the Vincentia course. The club is committed to the ongoing improvement of member facilities and will continue to explore cost-effective means of doing so.

Consistent with our focus on member benefits, the club continues to provide members with significant subsidies through the golf course, bowling greens, courtesy bus and taxi rebates, promotions, bonus points, and members' discounts. Significantly, the members discount program has returned food and beverage discounts of over \$550,000 this year, while sporting subsidies have exceeded \$440,000. We have also introduced the Members Rewards program for the benefit of our loyal members.

The Country Club has experienced another successful year and continues to maintain a strong financial position. The Board and Management remain focussed on the long term financial viability and sustainability of both St Georges Basin and Vincentia clubs. In that regard we will continue to invest in terms of human and financial support to both clubs to realise our vision of being the 'Premier Club on the South Coast'. The Board is pleased with the impressive financial results of our Vincentia Club particularly in relation to bar sales and gaming, two critical aspects of revenue. On Point Kitchen is not yet 12 months old but in that short time of operation has proven itself to be the ideal destination for members and guests to experience first class dining and hospitality. The Hub café, being in the same precinct complements On Point Kitchen by providing members and guests with a light snack alternative.

Funding this year through the ClubGRANTS Category 1 scheme has seen local community and charitable organisations benefit by over \$72,000-. These community organisations are listed as follows:-

- University of Wollongong – Scholarships program
- Sanctuary Point Men’s Shed
- Magic Moments Foundation
- Basin View Volunteer Rural Fire Service
- Callala Bay Community Association
- Australian Kookaburra Kids – Shoalhaven
- St Vincent de Paul Society
- Clifton Community Garden
- Bay & Basin Community Resources Men’s Shed
- Lifeline South Coast Inc
- Huskisson Volunteer Rural Fire Brigade
- Tomerong Rural Fire Brigade
- St Georges Basin Rural Fire Brigade
- Bay & Basin Community Resources Memory Lane Project
- Bay & Basin Community Resources Out of School Care
- Bay & Basin Community Resources Outreach Services
- Bay & Basin Community Resources Community Radio
- Bay & Basin Community Resources Sustainable Communities
- Bay & Basin Amateur Swim Club
- Sanctuary Point Public School P & C Assoc
- Shoalhaven Suicide Prevention & Awareness Network
- Bay & Basin Cancer Support Group – CODE C Fundraiser
- Autism Spectrum Australia

Along with these major contributions further cash and kind has been distributed to our local schools, sporting clubs and the community in general bringing the total in excess of \$170,000.

I take this opportunity to pay tribute to all of the Club’s dedicated and hardworking staff at both St Georges Basin and Vincentia locations for their professionalism, dedication, commitment and work ethic. Their skills in hospitality and customer service have contributed enormously to the fine reputation we have within the community.

Thank you to our Chief Executive Officer Peter Thorncroft and his Management team of Ben Clegg, Wayne Turner, Jamien Valance, Chris Lane, Luke Hodges and Brian Holland for the outstanding work they have done throughout the year, particularly during the latter part of last year when the final phase of renovation work was being completed and the club was operating at 50% capacity. Their level of commitment and professionalism during this critical time was outstanding and will never be forgotten. Thank you to all of the Supervisors who provide that much needed support and guidance to their staff. Thank you to our bar, lounge TAB and Keno staff who provide excellent customer service to the many patrons they serve on a daily basis. A big thank you to our catering staff from On Point Kitchen and The Hub café under the excellent supervision and management of our Executive Chef, Bob Waters. Thank you to the office staff, Kellie, Kara, Pam and Tabitha who manage the important functions of administration. A very special thank you to the staff, including our

security personnel who manage the front counter in the main foyer. Some might say that first impressions are the best impressions. In that regard our people do a magnificent job. Their ability to remain courteous and professional, sometimes under very trying circumstances goes without saying. A big thank you to our promotions and marketing team of Luke Hodges, Julie and Sharon who do a marvellous job in promoting and showcasing our clubs to a much wider audience.

Thank you to John Berthon and all of the ground staff who provide members and visitors with two excellent golf courses and bowling greens. As most of the Bowlers know Steve Green our bowls Superintendent has moved on to greener pastures on the North Coast and I would like to commend him on the excellent work he did with his team of Logan and Bo on our bowling greens. In saying that, I would like to welcome David Hukins to our team. David joined us in July, just prior to the State No2 Pennant finals, which showcased our Club and surrounding areas to players and spectators from all over the state. To the Golf Shop staff of Andrew Pemberton (PGA Professional), Andy Lacey and Murray Beehag for their professionalism in tending to the needs of our golfers, thank you very much. I take this opportunity to thank Justin Clark (PGA Professional, Vincentia) for his service over a long period of time. Justin has recently resigned his position from the Country Club.

Special thanks to Faye Turner and her staff from the Fisho's Hut. Faye and her team worked tirelessly during the latter part of last year when the renovations to the new dining area were nearing completion. Under very difficult conditions Faye and her team did a magnificent job in providing members and guests with a top quality dining experience. Since the closure of the Fisho's Hut Faye has successfully taken on a supervisory role in On Point Kitchen and the rest of her staff also employed in the dining area.

It would be remiss of me if I didn't highlight the marvellous work done by our Ladies Auxiliary. Year in and year out these wonderful ladies continually donate their time and energy to raise much needed funds for charitable organisations throughout our community.

I take this opportunity to recognise the efforts of our sub club committees and members. Sub Clubs are an integral part of our organisation by providing members with a wide range of activities to enjoy and importantly, provide opportunities for members to form friendships and relationships that can last forever.

I wish to thank my fellow board members for their loyalty and friendship. I'm extremely impressed with their professionalism, business acumen, decision making skills and absolute commitment and dedication to the long term future of both clubs. It's been a pleasure to work with these wonderful people.

In closing, to those members who have lost loved ones during the year, we offer our sincere condolences.

Garry Buckley  
President