

The background features abstract, overlapping green geometric shapes, primarily triangles and polygons, in various shades of green, creating a modern and dynamic look.

SHOALHAVEN HEADS GOLF CLUB

ANNUAL GENERAL MEETING

2022

2022 AGM

1. WELCOME

2. APOLOGIES

**3. CONFIRMATION OF THE MINUTES
OF THE
2021 AGM**

4. PRESIDENT'S REPORT 2022

WHAT HAPPENED IN 2022 – EVENTS

- 1. NSW COUNTRY CHAMPIONSHIPS**
- 2. CANCER CARE CENTRE GOLF DAY**
- 3. MACEY INSURANCE MEN'S OPEN**

WHAT HAPPENED IN 2022 - BUILDING

- ▶ **DECK COMPLETED**
- ▶ **PATHS COMPLETED**

WHAT HAPPENED IN 2022 - CLUBHOUSE

- KITCHEN SERVING BENCH REPLACED
- ROOF REPLACED DUE TO MAJOR LEAKS
- NEW DIESEL TANKS INSTALLED
- UPGRADING OF THE CLUB'S IT PLATFORM

WHAT HAPPENED IN 2022 - ON THE COURSE

- WILL OCKENDEN COMMENCED AS SUPERINTENDENT
- COMMENCED REBUILDING 8TH HOLE
- REBUILT BUNKERS ON 2ND AND 9TH HOLES
- CONTINUED THE PROGRAMME OF INCREASING THE QUALITY AND LEVEL OF SAND IN BUNKERS
- STARTED UPGRADING TEE BOXES
- CONTINUED THE MACHINERY UPGRADING PROGRAM

WHAT HAPPENED IN 2022 - COMMUNITY AND CHARITY SUPPORT

- THE LONGEST DAY - CANCER COUNCIL RESEARCH -
\$25,000
- CANCER CARE CENTRE CHARITY GOLF DAY - \$17,000
- BIG CYCLE CHALLENGE - RIDING TO FIGHT KIDS' CANCER
- \$4,500
- ANNUAL HEADS vs BOWLO DAY - OVER \$1000
- SUPPORTED
 - SHOALHAVEN HEADS FISHING CLUB ANNUAL CHARITY DAY - \$400

WHAT HAPPENED IN 2022 - MEMBER & STAFF WELFARE

- INTRODUCTION OF
 - LEAVE OF ABENCE (LOA) POLICY
 - WHS POLICY
 - EMERGENCY PROCEDURES
 - PRIVACY POLICY
 - CHILD PROTECTION POLICY
- FIRST AID TRAINING FOR STAFF AND SOME VOLUNTEERS

WHAT HAPPENED IN 2022 - SPONSORS

WELCOME TO:

- **St. PETERS ANGLICAN CHURCH**
- **BOMADERRY VET CLINIC**
- **FIRST NATIONAL SHOALHAVEN HEADS**
(Sponsoring Our Monthly Medal Day)

WHAT HAPPENED IN 2022 - VOLUNTEERS

- A TOTAL OF 66 CLUB MEMBERS UNDERTOOK
RECORDED VOLUNTEER WORK THROUGHOUT THE
YEAR**
- WORKING 4,766 RECORDED HOURS FOR THE YEAR**
 - SAVING THE CLUB A MINIMUM OF \$120,000**
 - AND INCLUDING 414 HOURS OF BUSH CARE UNDER THE
MANAGEMENT OF NOEL SCHNEIDER**
- A LOT MORE HOURS GO UNRECORDED BY OUR
VOLUNTEERS.**
- ALL THESE HARD WORKING VOLUNTEERS ARE
ESSENTIAL TO ENSURING THE ON-GOING SUCCESS OF
THE CLUB.**

SIGNIFICANT CHANGES WITH VOLUNTEERS IN 2022

- THE NUMBER OF RECORDED VOLUNTEERS HAS DROPPED TO HALF THOSE IN 2021, FROM 125 TO 66**
- SIMILARLY, THEIR TOTAL RECORDED HOURS HAVE DROPPED FROM 6,218 TO 4,766 HOURS**
- AVERAGE HOURS PER VOLUNTEER HAS INCREASED FROM 50 HOURS IN 2021 TO 72 HOURS IN 2022**

WHAT HAPPENED IN 2022 - COMMITTEES

- ONE AREA OF UNRECORDED VOLUNTARY HOURS IS THAT OF OUR COMMITTEES
- THE MEMBERS OF THESE COMMITTEES WORK TIRELESSLY ON ENSURING THE CLUB RUNS AS SMOOTHLY AS POSSIBLE.

A BIG THANK YOU TO YOU ALL ON THE

- GREENS & MATCH
- BUILDING
- HOUSE
- IT & COMMUNICATIONS
- WHS
- LADIES
- VETERANS

WHAT HAPPENED IN 2022 - STAFF and the PRO-SHOP

**ANOTHER BIG THANK YOU ALSO MUST GO TO OUR SUPPORT
TEAMS,**

- THE KITCHEN STAFF**
- THE GREENS STAFF**
- THE BAR MANAGER**
- THE FINANCE TEAM**

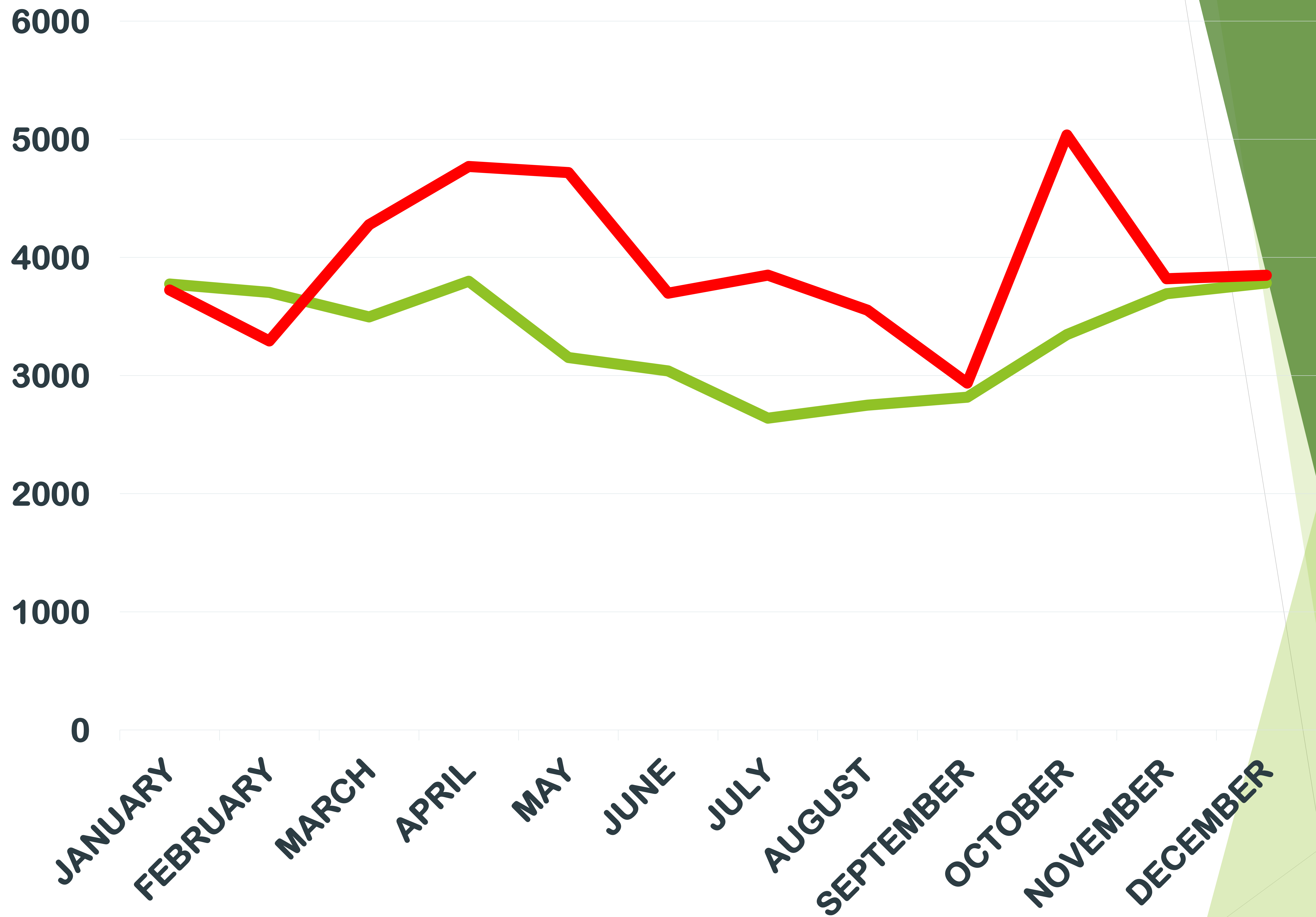
AND

- THE PRO-SHOP TEAM**

WHAT HAPPENED IN 2022 - PLAYING NUMBERS

- **PLAYING NUMBERS HAVE CHANGED DRAMATICALLY FROM 2021 TO 2022 and FROM MONTH TO MONTH**
- **IN PARTICULAR**
 - **2021 - COVID LGA LOCKDOWN FOR OVER 6 MONTHS**
 - **2022 - HEAVY RAINS IN JAN/FEB CLOSED MANY COURSES FOR MONTHS**
 - **2022 - HEAVY RAINS IN JUNE DELAYED MANY COURSE COMPLETELY OPENING**
 - **2022 - HEAVY RAINS IN SEPTEMBER STOPPED PLAY**

TOTAL NUMBER OF PLAYERS

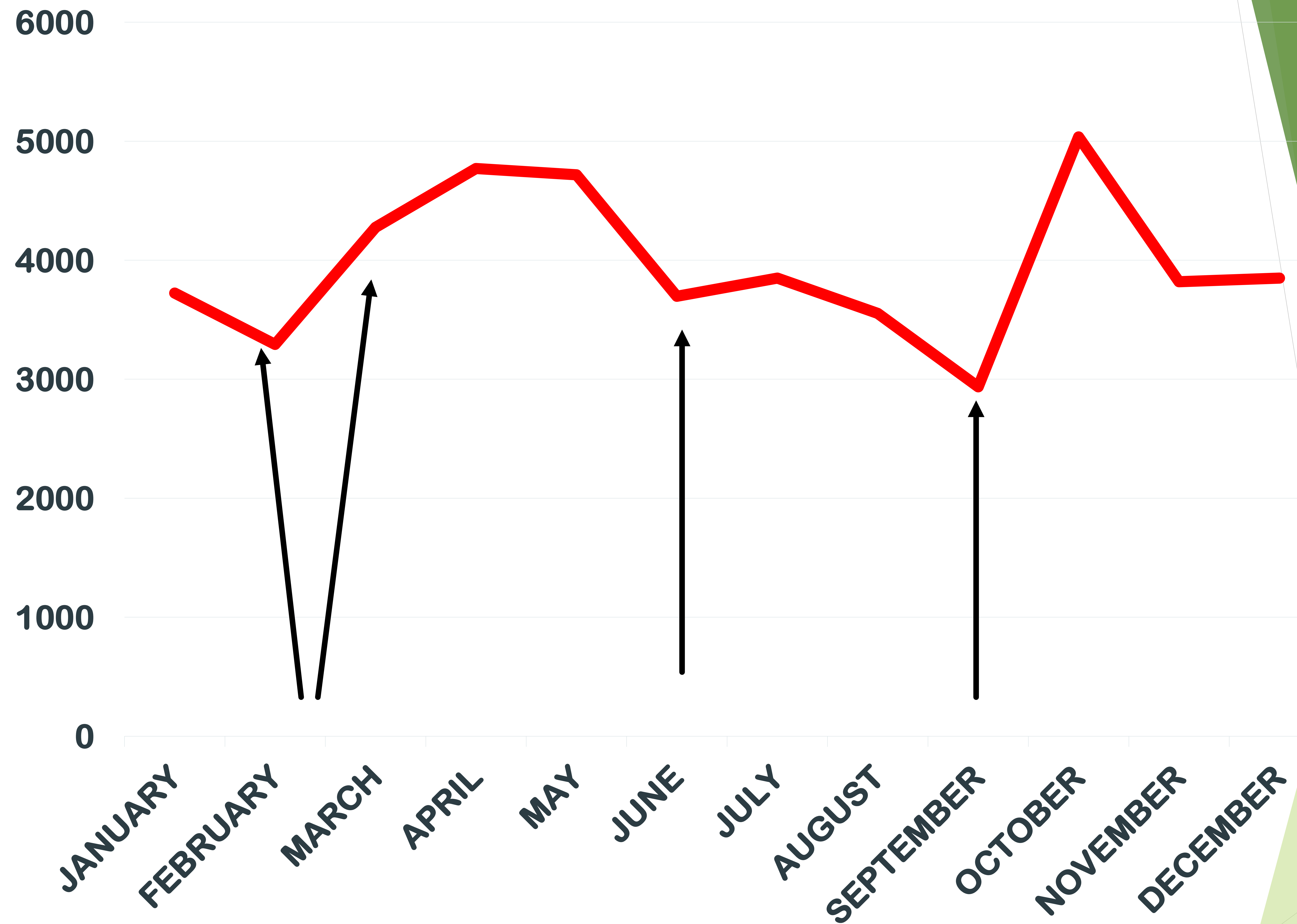


2021 39,991

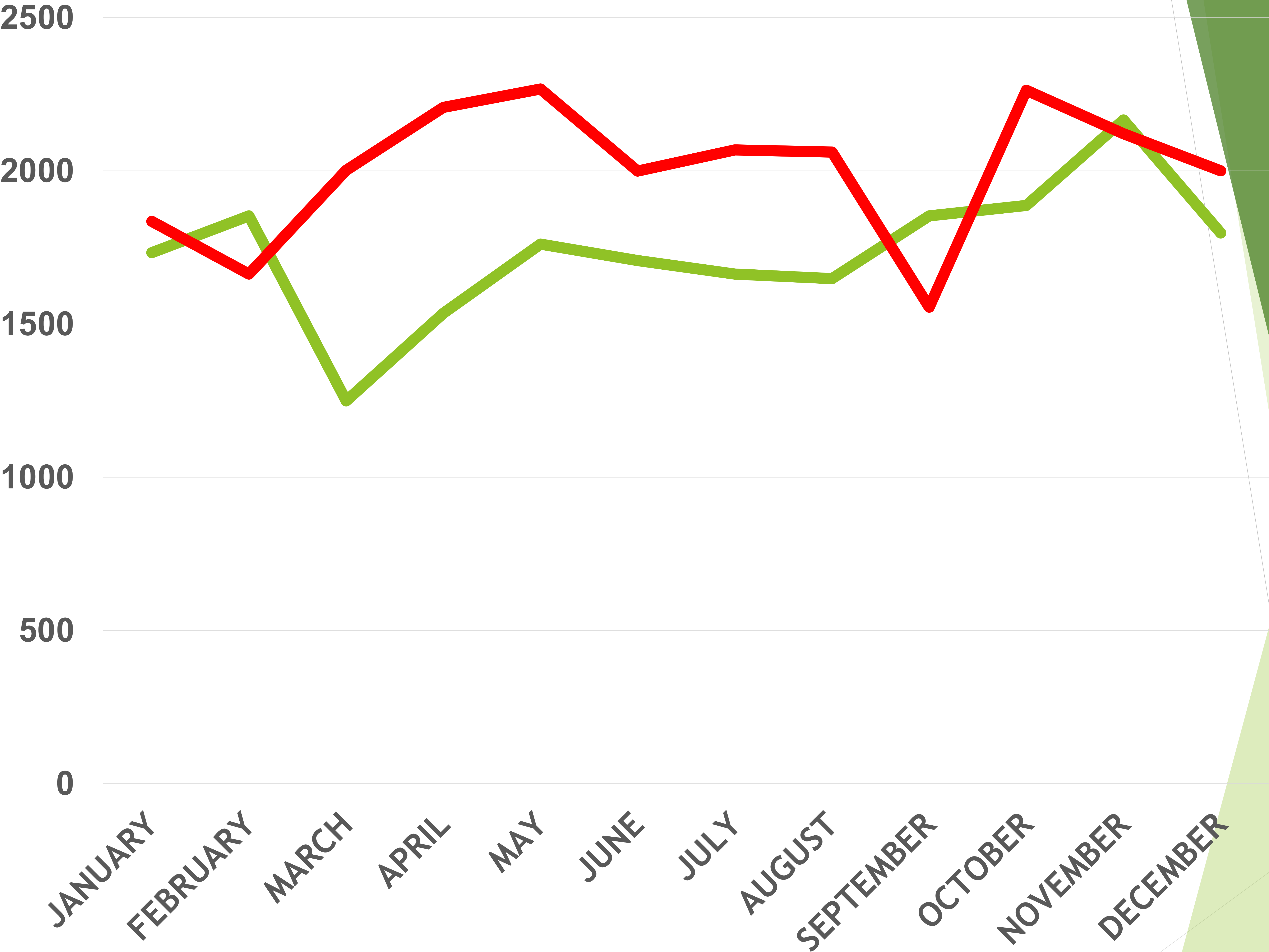
2022 47,521

TOTAL NUMBER OF PLAYERS 2022

AFFECT OF RAIN



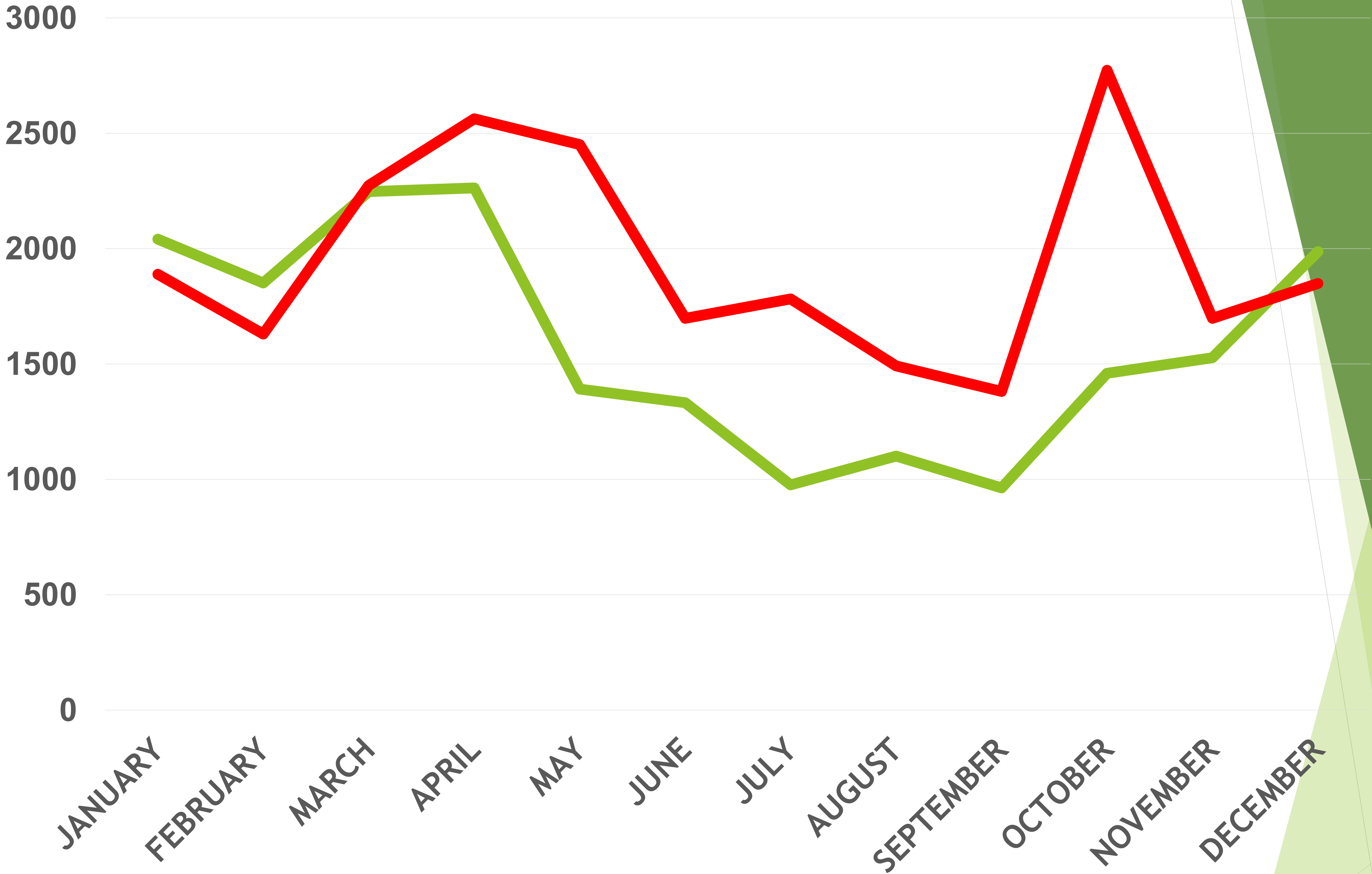
COMPETITION PLAYERS



2021 20,852

2022 24,041

SOCIAL PLAYER



2021 19,139

2022 23,480

SOCIAL PLAYER



**WHAT HAPPENED IN 2022 -
PLAYING NUMBERS**

UNPREDICTABLE!

WE NEVER KNOW WHAT IS AROUND THE CORNER!

WHAT HAPPENED IN 2022 - MEMBERSHIP*

• <u>31/12/2021</u>		
• GOLD	236	
• PLAYING	<u>255</u>	
	<u>491</u>	
• <u>31/12/2022</u>		
• GOLD	256	
• PLAYING	<u>279</u>	
	<u>535</u>	
• <u>24/3/2023</u>		
• GOLD	223	
• PLAYING	<u>281</u>	
	<u>504</u>	**

* These figures only refer to paid Gold and Playing, and do not include Life, Sponsors, Student/Trainees and Cadets

** Historically year end renewals drop and are made up or exceeded during the next year

WHAT HAPPENED IN 2022 - IN THE WINNER'S CIRCLE

OUR CLUB CHAMPIONS:

- Club Champion Mark Johnston
- A Reserve Champion John Tetley
- B Champion Ming Leung
- C Champion Rod Shinn

WHAT IS PLANNED FOR 2023 AND BEYOND

- 1. ENSURE WE REMAIN FINANCIALLY SOLVENT AT ALL TIMES**
- 2. HOST THE NSWVGA MATCHPLAY CHAMPIONSHIP**
- 3. HOST THE INAUGURAL COLIN WALLER CHARITY GOLF DAY IN AID OF NOAHS**
- 4. REBUILD THE GREENS SHED STAFF AREA**
- 5. BUILD ROOF OVER DIESEL TANK LOAD AREA**
- 6. INCREASE GREENS STAFF**

WHAT IS PLANNED FOR 2023 AND BEYOND

7. RECOMMENCE CART PATH CONSTRUCTION AND REPAIRS

8. REBUILD THE 2ND GREEN

9. SAFETY AND WIND SCREEN FOR DECK

10.FLOOR COVERING FOR GARDEN ROOM

11.UPGRADE EQUIPMENT IN KITCHEN

12.UPGRADE BEER TAPS

WHAT IS PLANNED FOR 2023 AND BEYOND

13.IMPROVE THE NOTICEBOARDS AND THE DATA ENTRY AREA

14.INTRODUCE MEMBERSHIP CARDS

15.INTRODUCE MEMBERS PROTECTION POLICY

16.INTRODUCE CODE OF CONDUCT POLICY

17.REVIEW ALL RECIPROCAL CLUBS ARRANGEMENTS

18.INTRODUCTION OF A FINANCE COMMITTEE

WHAT IS PLANNED FOR 2023 AND BEYOND

- **UPGRADE AND ENLARGE**
 - **THE TOILET BLOCK**
 - **THE KITCHEN FACILITY**
- **INCREASE CLUBHOUSE STORAGE**
- **SEEK ANOTHER MAJOR EVENT**

SPECIAL THANKS

- **MEMBERSHIP SECRETARY - ALAN DAVIES**
- **RETIRING BOARD MEMBERS**
 - **DIRECTORS - JOANNE WEBBER**
- IAN ASBURY
 - **CLUB CAPTAIN - PHIL BEHAN**
 - **TREASURER - MARILYN SCHOTT**
- **CURRENT BOARD MEMBERS**
 - **VICE PRESIDENT - ROB RUSSELL**
 - **SECRETARY - KEVIN WATSON**
 - **DIRECTORS - ROB EDGERLEY**
- JOHN DITTON

5. TREASURER'S REPORT 2022



WHAT HAPPENED IN 2022 - THE FINANCIAL RESULTS

	<u>\$ 000'S</u>
Golf Club Operations Profit	158.7
<u>Govt Cash Assistance</u>	
Grants	7.3
Apprentice Subsidy	<u>13.8</u>
Add back Non-Cash Items Dep'n etc	<u>135.2</u>
<u>Total Cash Generated</u>	<u>315.2</u>

WHAT HAPPENED IN 2022 - FINANCES

- The world opened up after COVID
 - Prices on most commodities skyrocketed and
 - Delivery lead times on new equipment have tripled.
 - Planning has become vital.
- Income stream grew approximately 22%; driven by green fees - this was due to wet weather closing a lot of local courses.
- Total revenue (before cost of sales) grew to \$1.869m. We are not a small operation and with this increased growth comes greater opportunities and risks that must be addressed

WHAT HAPPENED IN 2022 -

FINANCES

FIVE YEAR PERFORMANCE

	2018	2019	2020	2021	2022
REVENUE	\$921,348	\$999,172	\$1,117,678	\$1,370,240	\$1,868,997
PROFIT	\$1,991	\$38,803	\$202,339	\$102,222	\$179,993
	0.22%	3.88%	18.10%	7.46%	9.63%
TOTAL CASH	\$157,012	\$265,472	\$434,534	\$605,446	\$484,748

WHAT HAPPENED IN 2022 - FINANCES

The Club continues to

- operate without a Bank Loan.
- add to our Future Fund - now \$220k.

The Future Fund covers the basic club operations for approx. 4 months if something unforeseen occurs.

- Upgrading Machinery where and when necessary.
- Look at affordable ways to enhance our course and clubhouse with suggestions from the various committees.

WHAT HAPPENED IN 2022 - CAPITAL EXPENDITURE

❖ Major Courses Renovations

- Fuel Storage Tanks - \$12.6k total cost \$21k
- Concrete Paths - \$88.5k
- 8th Green Renovation - \$50k

❖ Course Machinery leased:

- Roughts Mower - \$99k
- JD Tractor - \$59.3k
- JD Greens Mower - \$57.3k

❖ Clubhouse Upgrades:

- Completed Deck - \$74.2k total cost \$134.8k:
- Deck furniture - \$11k.

WHAT HAPPENED IN 2022 – THE 2023 BUDGET

CASHFLOW

Forecasting a Cash Profit (excluding depn)	\$ 100k
Add back non-cash items, (depn)	<u>\$120k</u>
Total Cash Available	<u>\$220k</u>

CAPITAL ENHANCEMENTS FOR 2023

Course Machinery/Upgrades	\$ 60k
Clubhouse Projects	\$ 60k
Catering	\$ 20k
Course Renovations	<u>\$ 80k</u>
	<u>\$220k</u>

WHAT IS PLANNED FOR 2023?

- Continue to look for smart improvements to the way we operate our business - especially with the growth we have experienced over the past 12 months.
- Control expenditure by renegotiating contracts and look at cost saving options.
- Need to keep creating value for our sponsors.

AND FINALLY....

- Thanks to all the Board members, past and present, to Booth Partners and to all the volunteers for their help and guidance over the past 4 years.

It is time for a change for the club and me personally.

Thank You

I have thoroughly enjoyed my involvement in this unique, friendly and successful club

The club is a success because of the vision of the founding members, its volunteer based, and its affordability to all, with no gambling.

- **No amount of money can buy what this club is.**

6. MOTION PUT FORWARD BY THE TREASURER

**To receive and consider
The Annual Financial Report
of the Club**

**For the year ended 31st December
2022,**

**The accompanying Director's report
and The Auditor's report**

7. ELECTION OF MEMBERS TO THE BOARD PURSUANT TO THE TRIENNIAL RULE AS PROVIDED FOR BY SCHEDULE 4 OF THE REGISTERED CLUBS ACT 1976

Positions to be vacated are:

TREASURER - MARILYN SCHOTT

CLUB CAPTAIN - PHIL BEHAN

DIRECTOR - JOANNE WEBBER

DIRECTOR - IAN ASBURY

(for one year only, completing term)

7. ELECTION OF MEMBERS TO THE BOARD PURSUANT TO THE TRIENNIAL RULE AS PROVIDED FOR BY SCHEDULE 4 OF THE REGISTERED CLUBS ACT 1976

NOMINATIONS:

The following nominations have been received

TREASURER - SAM STALGIS

CLUB CAPTAIN - PHIL LYONS

DIRECTORS - CONNIE PARRISH

- JACKIE BOADEN

- NIC HALL

A ballot will now be held to fill the two vacant directorship

8.NOMINATION FOR HONORARY LIFE MEMBERSHIP

9.ANY OTHER BUSINESS

**CALL FOR ANY OTHER BUSINESS THAT
MAY BE BROUGHT FORWARD IN
ACCORDANCE WITH THE CORPORATIONS
ACT 2001**

MEETING CLOSED

**THANK YOU FOR YOUR ATTENDANCE
AND FOR YOUR SUPPORT FOR THIS
FANTASTIC GOLF CLUB.**