

## PRO SHOP REPORT 2020

This past year has been a year of insecurity, a year of the unknown and in my case the most difficult year of my working life. That being said golf in NSW has been a huge winner on the back of COVID and our club has experienced this as well. To our Board of Directors and to my staff I cannot thank you enough for the way we operated throughout COVID.

Firstly, we had to close albeit for only a couple of days, then when we were allowed to reopen, we put our members first and closed the course to all visitors. Gradually we reopened additional days of the week as restrictions eased. When many other courses were closed, we even closed our membership ranks to allow our members as much access to the course as we could. These were very stressful times and the decisions made allowed us to operate efficiently and remain financially secure.

Once restrictions were eased playing numbers increased rapidly. In the October quarter we averaged well over 120 players every day which was an increase of over 30% on past years. With this increase we also saw a greater demand for competition golf with Tuesday's field doubling in size with the inclusion of the men being able to play. Wednesday and Saturday competition numbers also increased with fields regularly over 130 each day whilst Thursdays remained very steady averaging around 100 each week.

With the increase in playing numbers the golf course held up fantastically well which is a testament to our ground staff. **Keenan, Damian, Chad** and **Garry** did a fantastic job throughout the year in providing us with a quality course and I applaud them for their efforts.

Many of our major events were rescheduled during year due to Covid. We were able to run many of them including the Club championships for men, women and Vets. Congratulations to all the winners. The **Macey Insurance Heads Open** was held in late November and **Troy Monie**, who is a former club member, was victorious. 2021 will see most of our events return to their normal times of the year and let's hope we can a year with less disruptions.

One event that was not disrupted was the annual Heads Hotel Summer Teams competition. A record 28 teams entered and over 3200 rounds were played in the 18 weeks of the event. This event has been incredibly successful and has become a stepping stone for so many social golfers to become active club members. A consequence of so many rounds of golf is a massive workload and our team's co-ordinator **Peta Griffin** you did a great job, even if she was nasty as the handicapper. Thanks, Peta, for your efforts! Such an event does not operate without sponsors and once again I applaud **Leslee, Lee, Col** and **Robbie** along with all the team at the Heads Hotel for their continued support.

With golf in high demand, we had to again increase the cart fleet which now stands at 31 carts. This allows us to host larger groups and it is now quite common to have groups of 40 or more players book in for golf, food and beverage which is helping the club's overall turnover. In order to house these new carts a new shed was erected, on the norther side of the existing sheds. I personally want to thank **Geoff Collins, Gary Salway, Paul Hawker** and their merry group of helpers for undertaking this job.

To the outgoing Board of Directors, all I can say is a job very well done. In a year of high stress and uncertainty you did a great job in keeping us operational and financial. Whilst we didn't always agree on certain things as a group, decisions were always made in the best interests of our members and that is of prime importance. I personally would like to thank the Board and in particular the conscientious efforts throughout the year of **Marilyn Schott, Connie Parrish** and **Alan Davies**.

To all of our committees a job well done in a trying year. Once again, we have a large number of volunteers on the Vets, Ladies, greens and match and other committees. Everyone is working in the club's best interests and I thank you all.

With the large increase in playing numbers the shop is getting busier and busier. Something I am quite proud of is the number of kids that I now employ. I have 7 juniors working for me cleaning carts and they do a great job. To **Jamie, Harry, Todd, Brad, Chris, Fynn** and **Jack** thanks for your efforts. In the Pro shop I applaud **Peta** for her meticulous planning and problem-solving ability, and also our casual employees **Phil** and **Brett** who do a great job. I also appreciate the help a number of members who assist in getting carts out of a morning notably **Barney Curran, Brad Sharpe, Wazza Cassidy** and **Nette Lawson**. Last but not least a great deal of credit must go to my wife **Jo** who is my bookkeeper and accounts person and also my phycologist.

Let's hope 2021 is even more successful but less disrupted than 2020.

**Greg Collins**  
**Club Professional**