

TREASURER'S REPORT 2020

The final result for the year ended 31st December 2020 was a profit of \$202,339.00 compared to the prior year result of \$38,803.00. The 2020 result includes Jobkeeper (\$78,000) ATO cashflow boost (\$46,894) and Apprenticeship Wage Subsidy (\$7,000) which are the government subsidies put in place to help businesses through the COVID pandemic. The actual trading profit for 2020 (without the \$131,894 government support) is \$70,445.00 This result was realised by members supporting the club when the decision was made that the course would be opened albeit for 4 days of competition golf only, from March to July. This allowed the green and competition fees to cover the green's staff wages and a majority of the course expenses as the bar and clubhouse were closed. Rob Russell and volunteers split fallen trees and sold as firewood bringing in \$4,000 revenue.

Listed below are comments associated with the years trading:

Income: (comparison 2020 to 2019)

Bar Trading - profit of \$129k down by 12% - this is a great result as the bar was closed for 6 months.

Green and Competition Fees - \$476k up by 15%

Membership subscriptions - \$226k down by 3%

Sponsorship and Donations - \$54.5k down by 30% partly due to no major fundraising golf days.

Government Grants - there were no government grants received in 2020.

The total income generated including government support was \$1,049,492.00 up 17% on 2019. The total income generated excluding government support was \$917,598.00 up 3.5% on 2019. This increase of income is partially due to the increase in social groups and visitors once we opened the course to visitors and extra rounds of golf played by the members.

Expenditure:

Wages (inclusive of all costs associated) - \$269K up 3% on 2019 is a combination of wage increases, drought, floods and termination pay for Keenan Hobbs.

Commission paid - \$88.3K up 12% on 2019 due to increased numbers of members and guests playing.

Bank fees - \$14.7K up 42% on 2019 due to most people paying by credit and debit cards.

Insurance - \$46K up by 26% although we had the same cover as 2019 there was a dramatic increase in insurance rates.

Prizes – Balls and Vouchers - \$38.5K up 8% on 2019 due to competitions virtually every day we were open during the period April to October.

Holiday pay provision – \$3.3K down 119% on 2019 due to an over accrual of holiday pay.

The total expenditure (excluding depreciation) was \$754k down 1% on 2019. The majority of expense accounts, excluding the above mentioned, have either stayed about the same or have been reduced with Rob Russell renegotiating all contracts that were up for renewal.

Balance Sheet:

The balance sheet is strong with the club's only bank debt relating to borrowings for the leasing of course equipment which is funded out of the normal operating budget. Financial Assets exceed Financial Liabilities leaving a Total Equity (value) of \$1.51m. A cash amount of \$145K is now held in a futures fund which underwrites the Club's financial security. It should be noted that to keep the course

in a playable condition should we be forced to close for a period of time is approximately \$35,000.00 per month therefore the futures fund only covers us for 4 months.

Capital Works Completed in 2020

The cart shed was completed in October 2020 and came in under budget due to the efforts of Geoff Collins, Garry Salway and a large group of volunteers. A new Toro Spray unit was ordered in November 2020 and is being leased through Toro. Late November it was decided to enclose the outdoor balcony with louvres and fit bifold doors as members and guest were using the outdoor spaces over the internal clubhouse areas. A hot/cold water dispenser was purchased and fitted in the bar for hygiene reasons.

Budget 2021:

The 2021 budget forecasts a cash profit of \$43K. Funds have been allocated to course upgrades of bunkers and greens, cart paths, course machinery and clubhouse equipment purchases to name a few. Presently we are seeking a DA from Council and Crown Lands to extend the balcony on the eastern side of clubhouse overlooking the 18th green.

General:

The Shoalhaven region has seen drought, fire, flood and COVID over 2020 which has and will continue to impact the club to some degree. These things are unknown quantities but will be monitored closely to minimise, as much as we can, the impact to the club and members. I hope all members realise that without Rob Russell and the Board members making hard decisions on the run (whether right or wrong) the club would not be in this position.

I wish to thank the band of volunteers who process the daily takings, work behind the bar, participate in bush care and the members, ladies and veterans for their donations of time and money. Without these volunteers and donors, the bottom line of the P&L would be significantly reduced.

Finally, I would like to acknowledge everyone associated with the club, especially **Rob Russell, Greg Collins, Keenan Hobbs, Damian Spelta, Peta Griffin** (Accounting), **Mark Henning** (Ex Treasurer) and all the Board members for the time, guidance and experience they have given, it has been invaluable during this year of total uncertainty.

Marilyn Schott
Treasurer