

TREASURER'S REPORT 2021

The final result for the year ended 31st December 2021 was a profit of \$102,222.00 compared to the 2020 result of \$202,339.00.

The 2021 result includes:

Jobkeeper/Jobsaver	\$22,636	(2020 - \$78,000)
ATO Cashflow Boost	\$ 0	(2020 - \$46,894)
Apprenticeship Wage Subsidy	\$27,902	(2020 - \$ 7,000)

which are the government subsidies put in place to help businesses through the COVID pandemic.

The trading profit for 2021 excluding government subsidies was \$51,684 (2020 - \$70,445) This result was achieved although lockdown excluded many members living outside the Shoalhaven LGA for 4 months and the bar/kitchen had limited trading for 5 months.

Listed below are comments associated with the years trading:

Income:	2021	2020	2021/2020
Bar Trading/Catering	\$132,340*	\$129,000	+ 2.5%
Green and Competition Fees	\$544,377	\$475,961	+ 12.6%
Membership	\$270,307	\$225,955	+ 16.4%
Sponsorship/Donations etc	\$ 43,474	\$ 54,641	- 25.7%

The overall growth in 2021 is exceptionally strong when 5 months of lockdown and limited trade are taken into consideration.

*Bar/Catering income for 2021 was \$449,494 less cost of goods sold \$195,054 less wages/superannuation paid to catering staff \$122,100

Expenditure (2021 to 2020):

Wages (inclusive of all costs less catering wages and apprentice subsidies) \$261.7K down 2.7%.

Commission Paid – \$99.2K up 12.3% due to the growth in green fees.

Bank Fees - \$18K up 22% - the merchant fees have been renegotiated for 2022.

Insurance - \$47.7K up 4% which is only slightly higher than CPI

Prizes – Balls and Vouchers - \$54.6K up 42% due to ladies and veteran's competition days being run by the club – the competition fees collected through Pro Shop equals this expense.

Course Maintenance - \$163K up 51% this figure includes the 6th tee renovations, filling in the bunker on 13th fairway, purchase of bunker sand etc.

The total expenditure (excluding depreciation) was \$962k up 30%. The increase is partially due to chemical prices increasing and extra projects being undertaken in 2021.

Balance Sheet:

The balance sheet is strong with the clubs 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 \$1.61m. A cash amount of \$180K 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 \$41,000 per month.

Capital Expenditure 2021:

The Pro Shop was extended, and the construction of the new deck for members and guests to have access to an outdoor area commenced. The deck is still in progress and should be completed by Easter 2022.

A self-bunded fuel storage unit, which will be installed on the western side of greens shed, was ordered and 40% deposit has been paid. The storage will hold 1,000L Diesel and 1,000L ULP giving us more space in the greens shed. We also outsourced a company to do irrigation mapping of the course to locate exact situ of irrigation components when problems occur, or course renovations are in progress.

Course Equipment – Toro Spray unit (\$63,955), John Deere ProGator Utility Vehicle (\$41,273), John Deere Fairway Mower (\$68,788) and John Deere Roughts Mower (\$20,890) were purchased on lease agreements over a four-year period, hence the increase in borrowings on the balance sheet.

Budget 2022:

The 2022 budget forecasts a trading profit of \$130K. The money generated from 2021 including \$110,000 depreciation provision will provide the funds to continue improving the course and club house.

General:

Once again we were placed in a lockdown situation from July to November 2021. The lockdown rules virtually changed daily, and **Greg Collins, Rob Russell** and Board members were making decisions on the run (whether right or wrong) which allowed the club to be in this financial 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, Damian Spelta, Peta Griffin** and **Leanne Jeff** (accounts) and the Board members for their time and effort in 2021.

Marilyn Schott
Treasurer