



Lake Conjola Bowling and Recreation Club Limited

ABN 73 001 364 905

Forty Fourth Annual Report & Balance Sheet

FOR THE YEAR ENDED 30TH JUNE 2019

180 Lake Conjola Entrance Road, Lake Conjola NSW 2539

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**LAKE CONJOLA BOWLING AND RECREATION CLUB
LIMITED NOTICE OF ANNUAL GENERAL MEETING**

NOTICE is hereby given that the **44th ANNUAL GENERAL MEETING** of the Lake Conjola Bowling and Recreation Club Limited will be held in the Clubhouse at 180 Lake Conjola Entrance Road, LAKE CONJOLA NSW 2539, on Sunday 27th October 2019 at 9.30am.

Please note there will be no admittance after the AGM has commenced.

AGENDA

1. Welcome – Chairperson.
2. Reception of Apologies.
3. Vale to Deceased Members.
4. Correspondence received pertaining to this Meeting.
5. To confirm the Minutes of the 43rd Annual General Meeting held on Sunday 14th October 2018.
6. To receive and consider the Chairperson's Report.
7. To receive and consider the Junior Chairperson's/Finance Report.
8. To receive and consider the Secretary Manager's Report.
9. To receive and consider the Trading Account, Profit and Loss Statement, Balance Sheet and Auditor's Report for the year ended 30 June 2019.
10. To receive and consider the Directors expenses for the previous year.
11. Current Board of Directors requested to stand down.
12. Returning Officer to Report on Election of Directors.
13. New Board of Directors invited to coordinate the Meeting.
14. To receive and consider the following Ordinary Resolutions:
 - (i) "That pursuant to the provisions of the Registered Clubs (NSW) Act, the members of Lake Conjola Bowling & Recreation Club Ltd, hereby approve that during the twelve month period preceding the 2018 Annual General Meeting and for the ensuing year, the following benefits to be paid to Directors and that members acknowledge that these benefits are not available for members generally."
 - a) The provision of reasonable meals at Board Meetings.
 - b) The right of Directors to incur reasonable expenses in travelling on behalf of the Club as approved by the Board from time to time, on the production of invoices, receipts or other documentary evidence of such expenses.
 - c) The reasonable costs of Directors attending seminars, lectures, trade displays, training course and other similar events as may be determined by the Board from time to time.
 - d) An Honorarium of \$250 per annum to be paid to all Directors.
 - e) For the ensuing year the Chairperson Honorarium to increase from \$250 to \$1,000 per year, the Jnr Deputy Chairperson/Finance Honorarium to increase from \$250 to \$750 per year, and the remaining 5 Directors Honorarium to increase from \$250 to \$500 per year.
 - (ii) "That the Clubs Auditors be appointed for the ensuing year with a remuneration of \$7,000."
15. Directors A Rolls and S Emslie address members.
16. General Business.
17. Set the date for the first meeting of the new Board of Directors
18. Close the Meeting.

Please note: In the interest of expediency and accuracy, members are required to put any questions for the AGM in writing to the Secretary Manager by the 15th October 2019.

The 2019 Financial Report can be downloaded from the Club's Website www.lakeconjolabowling.com.au
OR you may obtain a copy at the Club – Call: 02 44561 272.

Chairperson's Report

I am pleased to present my 15th Report as Chairperson of the Lake Conjola Bowling and Recreation Club.

In my last report for 2018, I spoke about the fact that the Board had had a very big year making many decisions concerning the building alterations and extensions. Another year has passed, and I am very pleased and proud to say that everything we planned and worked on has finally been completed. We all thought about this for three years as we could not afford to make mistakes. We had to be right the first time. This was to be a milestone for the Club; to take us into a future where the population of Lake Conjola would be growing, and the services provided by the Club would be even more important. On the 25th May 2019, we had the official opening of our very successful renovation. The new Club looked great, modern, fresh, and welcoming to visitors as well as members. Also, on the day Chef Kurt catered for us and beverages flowed as we celebrated our success.

We have many people to thank for this achievement. Firstly, the Builders, Meridian Constructions who did an excellent job in the design and building work.

Then, I cannot speak highly enough of our Secretary-Manager Shelley Payten, and the work she has done in seeing this through. We are lucky to have such a dedicated person working for us. She has worked far beyond the call of duty, and we owe her a lot. We also owe a great deal to our Office Manager, Sue Kleczar who is always a dedicated worker. The Board has also worked hard to see this project through, and I would like to thank them all for a job well done.

This year we welcomed a new member, Cadi Hubbard, who was asked by the Board to replace Gary Kelly. Gary and Jackie decided to move to Bonalbo in northern NSW, where they are now enjoying life on a small farm.

Another important change was the arrival of our new greenkeeper, Jason McDermott, who replaced Scott Mathieson last October. He has settled in well, and we hope he enjoys developing his career with us.

It is usual to thank all our workers, however I want to say a very special thank you to all those who have made our food and drink services so good. The new kitchen works very well, and our caterer, Kurt O'Sullivan has provided fantastic food. We have had wonderful reports from satisfied customers. Many thanks, too, to our Supervisors Jo, Kristy, Graham and Scott, and to our cellar man, Glen. The bar staff also have done a great job, so a "thank you" to them all: John, Mel, Linda, Helen and Chris.

In addition to the food and drink services, we must thank sincerely all those who contribute to the recreation services, and fund raising for the Club. All those volunteers who sell tickets and run the Mens and Ladies Bowling Clubs, the Fishing Club, the Darts Club and Bingo make a great contribution to the Club, and to the recreational life of Lake Conjola. Members and many casual visitors have enjoyed the activities, food and drinks over the past year so many thanks to all our patrons for their contribution to the Club as well.

Other events we have had this year have also been very important for social life at Lake Conjola. Our Anzac Day celebration had record attendance. Our Mother's Day, Christmas in July, Melbourne Cup Day special events and our themed dinner dances were all well attended and greatly enjoyed. Most of all, our Annual Bowling Carnival in June 2018 was particularly successful.

Every year we know that the families of our members and friends bear the losses of their loved ones. Some we know about, but some pass quietly. I would like to extend the sincere sympathy from the Club to all those families, and our best wishes for the future.

Last but not least, money matters. Despite the disruption of the renovation works, and the unexpected cost in the purchase of a new bus, we made a profit of \$108,106. I think this is a very good achievement in a time when there is a little bit of uncertainty about spending money.

Finally, I would like to thank personally the members of the Board for the commitment and hard work they have shown in the general running of the Club at the same time as undertaking all the extra work of the renovations. It has been a job well done. We have planned, and achieved, in a financially responsible way an important step in the development of our Club and the services it provides for our community.

Thank you everyone, and very best wishes to the incoming Board of 2020.

Robert O'Brien

Junior Deputy Chairperson/Finance Report

Looking back at the 2018/19 year it was certainly a period of many challenges for the Board and in particular our Secretary Manager Shelley due to the building renovation and refurbishment taking place. It is therefore, a pleasure to report a net operating profit of \$108,106. This is the fourth consecutive year of reporting a net profit in excess of \$100,000 and whilst the Club has a significant debt for the first time in many years we are now well placed to build on this investment for the future benefit of members.

Overall revenue increased \$91,163 (6%) with strong results from the key areas, with the Bar Trading Profits up \$18,434 (7.7%) to \$256,529, and Poker Machine Trading profits up \$43,056 (9.7%) to \$487,820.

Expenses increased by \$100,789 with a number of items rising in cost and also additional expenditure on promotions and entertainment to encourage the patronage of members and visitors. However, the biggest impact was an increase in depreciation provisions for new property, plant, equipment and the bus (up \$44,287), and there were losses of \$7,060 on the disposal of old assets that still had a book value. This higher level of depreciation provision will continue for a few years.

Additions to property, plant and equipment totalled \$1,245,849 including building renovation costs of \$1,013,130 which apart from the builder's construction costs included many amounts that were non construction costs for drawings, fees, permits etc. The refurbishment of the Club's interior furnishings, kitchen, bar plant and equipment was \$109,053 and additional capital expenditure was incurred to replace poker machines of \$66,283. Also a new courtesy bus was purchased for a cost of \$57,383. All capital expenditure was reviewed and approved either by the Board or by the Building Committee members for expenditure relating to the renovation.

As at the 30th June 2019 the Club's debt to Bendigo Bank for the construction loan was \$500,000 repayable over a period of seven years. Other finance loans for poker machines and the bus were \$81,777. A total of \$111,906 is repayable on current borrowings during the 2019/20 financial year. With cash reserves at yearend of \$309,721 the Club is well placed to manage our commitments and despite dipping into our cash reserves to fund the renovation, working capital is still solid with current assets exceeding current liabilities by \$138,803 - a ratio of 1.6:1.

The Club now has very few quieter periods with most weekends very busy and whilst our bowling members continue to provide the core of our Club it is gratifying to note the overall Conjola community is more and more supporting us as a community asset. The large numbers at our Anzac Day Service who then enjoyed breakfast is an excellent example of this support.

Despite the day to day challenges of running the Club profitably and also managing the demands of the renovation, Shelley again excelled. Her tremendous efforts ensured the renovation project was well planned, went to budget and was completed on schedule. Shelley's assistant Sue is also a great asset and her efficient work in the office ensured our payroll, accounting and administration functions always ran smoothly.

As always a big thank you to Shelley and her staff, Contract Caterer Kurt and his staff, members and fellow Board members for your courtesy, support and assistance throughout the year.

Peter Hudson

Secretary Managers Report

On behalf of the Board of Directors and myself, it is certainly a pleasure once again to present to you, our members, the 44th Annual Financial Report for the year ended 30 June 2019, whereby, the Club has achieved a net profit of \$108,106. Although this is a slight decrease on 2018 of 25.77%, the Club has maintained its viability and accomplished an increased revenue throughout our trading departments, whilst maintaining our expenditure and ongoing operational requirements, placing us in a very positive position. To achieve this result is a team effort, so thank you to all concerned!

Finance Director Peter has already outlined in his report the financial position of the Club for the past year, so members should be very pleased that the Club has had the ability to complete our recent renovations within the budget that the Board of Directors had set back in 2016 when we commenced planning for this refurbishment. Obviously, once you commence renovating within an older building there are requirements within the Building Code of Australia which the Club needed to comply with. One item which caused additional costs to the project was the upgrade to an EWIS Fire System being \$37,780, however, this is a critical evacuation control.

The Board of Directors and myself were extremely pleased with our chosen builder Meridian Constructions whom we formed an excellent working partnership with throughout the project. Also our Architect Andrew Scarvelis from Robertson and Marks, has designed for the Club a style that blends well within our country area of Lake Conjola.

Personally I sincerely thank the current Board of Directors for having the foresight and realisation that the Club facilities were outdated, and also, could no longer sustain the number of visitors to the Club throughout the peak seasons, of which, we have seen grow considerably over the past four years in Lake Conjola. Directors have gone beyond the call of duty throughout the past year, so thank you for the extra effort, it has been my pleasure to have worked with you on this project!

To our Members, your Directors have spent countless hours in the planning of these renovations since April 2016. Many meetings and negotiations have taken place to ensure the best outcome for the Club, the local community and surrounding districts. From all reports to date, Members are very pleased with the final refurbishment of the Club.

The Board of Directors envisage Stage 2 which incorporates a new deck to be built off the new lounge area, to be completed within the next two years, this of course, will be dependent on the financial performance of the Club over this time.

The Club has commenced repaying the Principal and Interest to Bendigo Bank for our loan facility of \$500,000, and we will endeavour to pay down this loan well before the term of seven years, if all goes to plan!

Total Income from our Trading Departments, interest received, member's subscriptions and sundry Income has increased this year by 9.69%. As we strive to maintain our gross profit margins within our bar at 59.13%, and continue to monitor and provide updated poker machines for the enjoyment of our members and guests, these trading departments will continue to thrive within our business. Within our sundry income courtesy bus donations contributed \$12,989, NBN and Optus rent \$12,702 and the insurance recovery was for a compressor breakdown \$9,085.

Total expenditure increased 15.64% for the year with the following being the main contributing factors; depreciation, courtesy bus and the disposal of which Peter has explained, audit fees, electricity, entertainment/promotions within this is the Friday night Cash Card giveaway \$7,950, insurance, interest paid, repairs and maintenance. We do endeavour to keep our expenditure to a minimum however, many costs are associated with the rise in inflation.

Once again this year our members received significant discounts totalling \$62,193 on beverage purchases, \$6,084 for happy hour discounts and foyer terminal giveaways of \$5,789. Within our

entertainment we offered members promotional giveaways of \$5,800, the Club sponsored a race at Moruya Registered Clubs Race Day for \$700 so members could attend a day out together which included beverages and meals.

We hope members are enjoying the new Club Courtesy Bus that the Club has purchased and we thank Ingenia Lifestyle over 55's of Lake Conjola who wrapped our bus in advertising to promote both their and our business.

Thank you to those members who supported our quarterly dress up dinner dance functions throughout the year, all were a complete success with excellent entertainment provided and delicious meals served by Kurt and his team. Also, our Melbourne Cup was once again a fantastic day with black and white themed outfits. For those who participated in presenting with me our Anzac Day Service this year, thank you it just gets better each year. We had a record attendance, fantastic to see many parents bringing their children along to this most important national occasion. For this event the Club subsidized free breakfasts for children under 12 and part thereof for the adult prices, and will continue to do so in future years.

To our members of the Ladies and Mens Bowling Clubs who attend the Club weekly to participate in bowling, whether it be for a social game or for competition, we appreciate your ongoing support of the Club. Congratulations to all players who have participated in Club Championships and Pennants you have all excelled and you are to be complimented for your great bowling and sportsmanship, and we are proud that you have represented our Club. Thank you to those who have done many voluntary hours over the year, both within the Ladies and Mens Club, also your Committees for their organization of bowling here at the Club. It is paramount that we all support the 'Game of Bowls' here at Conjola, as it is the foundation of our business. Also a thank you to our Fishing Sub Club members and our Darts players who are active members and supporters of our Club, we appreciate you holding your functions and meetings at the Club.

No Club can succeed without a successful Catering Department. I sincerely thank Kurt O'Sullivan for his commitment and dedication in steering his Catering team in such a positive direction. Many members and guests have experienced 'fine dining' under Kurt's expertise this past year. Over the Club's busiest period, the catering team were inundated with large numbers of diners, to which they have catered to expeditiously and with a minimum of fuss. Special thanks to Kurt for his input within the kitchen late stage planning, this was invaluable. We hope you are all enjoying your new work surrounds!

A big thank you to Jason McDermott our dedicated Greenkeeper who has taken on his role with the highest degree of professionalism and is truly committed to maintaining our two greens as perfect, for playing conditions, and the more recent work on the surrounds look fantastic. I would envisage that all Bowlers appreciate Jason's dedication to our greens. A special thank you to those bowlers who volunteered throughout the year to help Jason renovate and top dress the greens, much appreciated.

Well, another year on and although we have had a small turnover in staff, the majority of our current staff are long term, and seemingly still enjoying working here at 'Conjola Bowlo'. Our team consists of Office Manager Sue who is my backup and I am very appreciative of her loyal support, to Supervisors Jo, Kristy, Graham and Scott who are to be commended for their professionalism and commitment as Supervisors of the Club, Cellarman Glenn thank you for all those chores you get done for me, to Mel, John, Linda, Helen and Chris for a fantastic ongoing effort. To our Cleaners Raelene, Gaye and Jenny thank you for your attention to detail, to our Bingo Lady Raelene fantastic effort. Thank you all for being very supportive of myself throughout this year and giving 100% to your positions here at the Club and for going beyond the call of duty to assist your work colleagues. It is a pleasure to be working alongside you all.

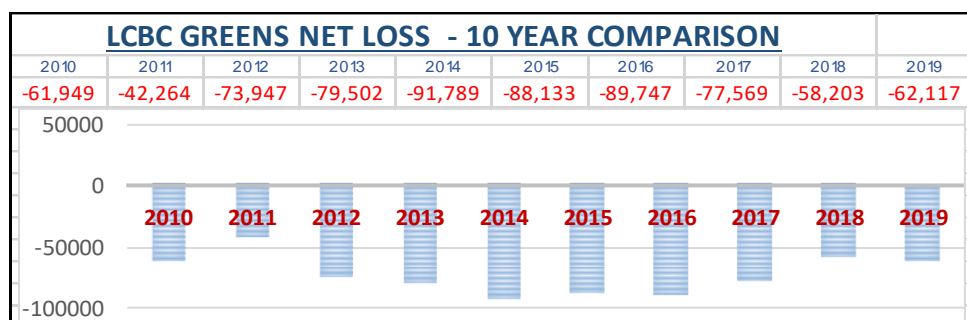
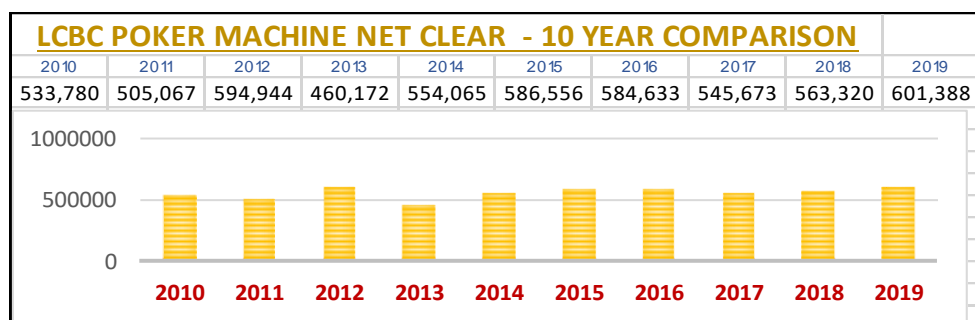
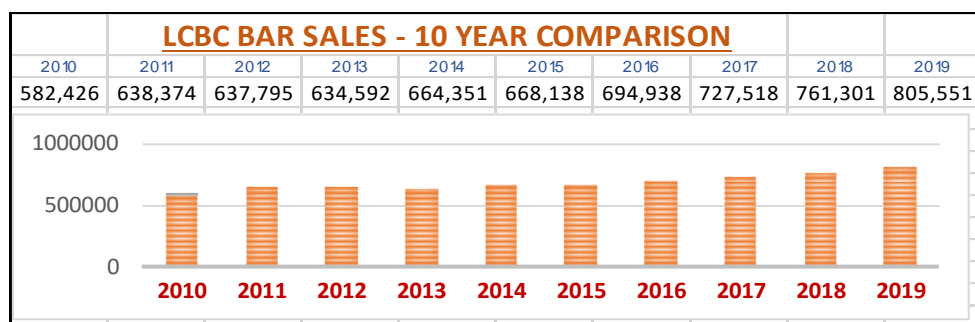
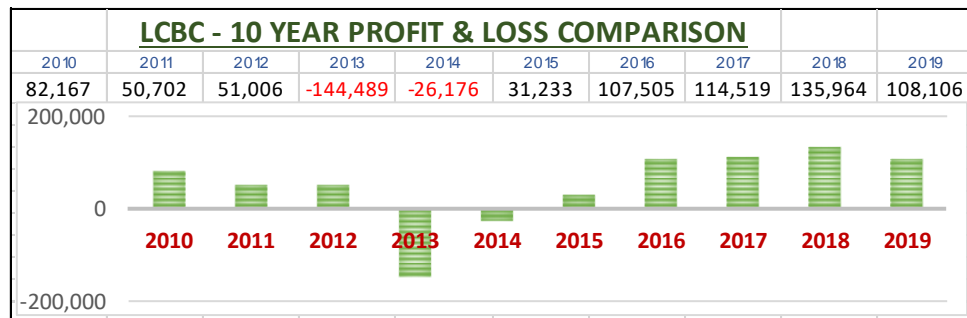
Once again a special thank you to Roxanne May our Club Accountant, for her ongoing financial advice and support she has given to the Board of Directors, myself and Sue in administration.

The Club acknowledges all members, their families, regular and new visitors for your ongoing support of the Club, which has contributed to the Club being in the financial position to have brought Stage 1 Renovations to the Lake Conjola Bowling and Recreation Club in 2019. We will continue to move forward with a positive outlook to further improve and promote your Club!

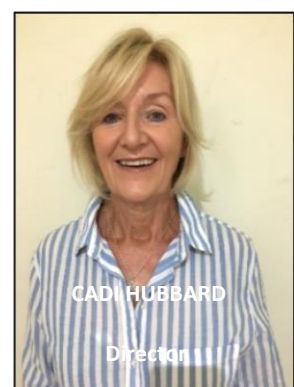
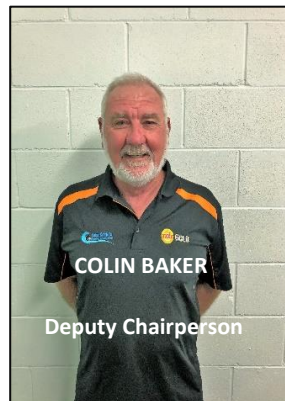
We look forward to seeing you in the Club!

Shelley Payten

CLUB 10 YEAR COMPARISON



Board of Directors 2018-2019



Lake Conjola Bowlo – the Hub of the local Community - 2019



Anzac Day 2019 – Record Crowd!

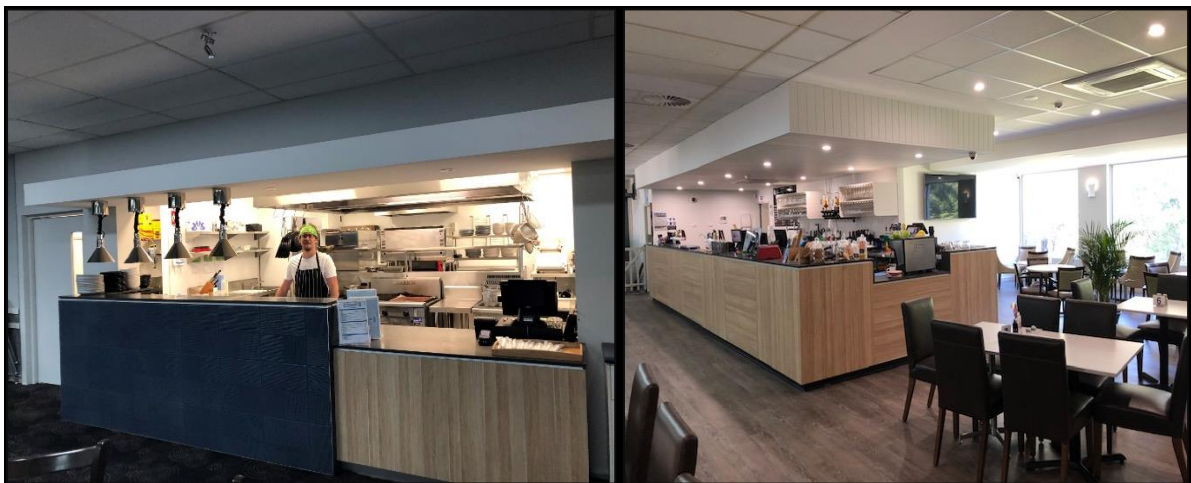
Lake Conjola Bowlo Refurbishes our Club!

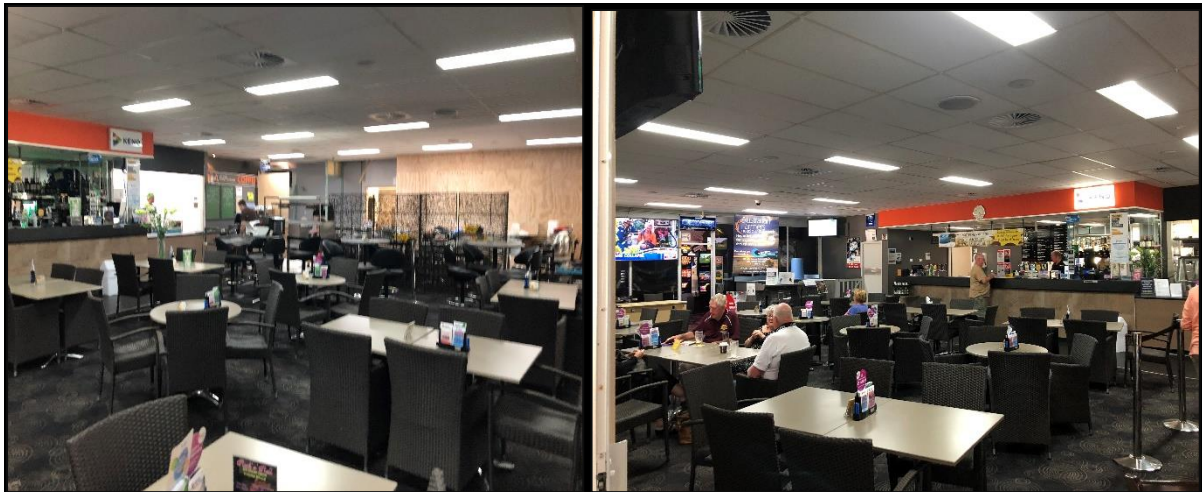


Official Opening May 2019 – Life Members Robert O'Brien, Maureen Stephens



Old Bar and Bistro – New Bar and Bistro



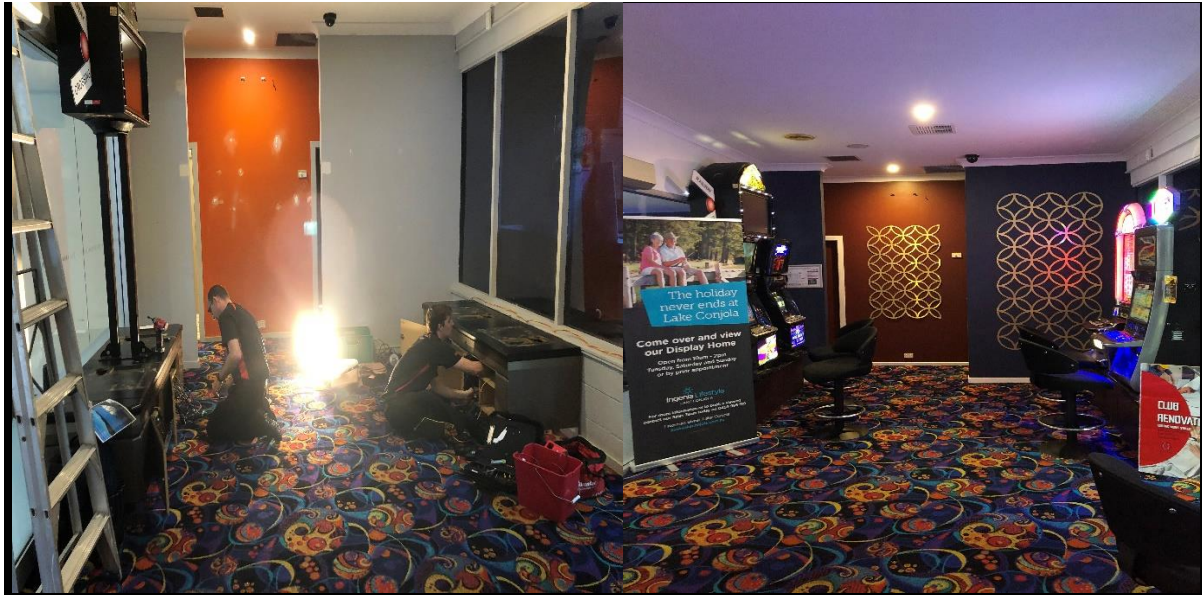


Old Lounge - New Furnishings and New Lounge

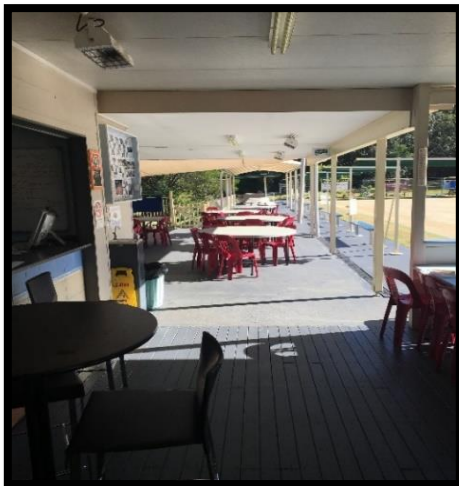


Old and New Furnishings Back Function Room





Volunteers updated our gaming rooms. Thank you!



Refreshed Outdoor Seating Facilities



New Courtesy Bus for our Members and Guests