

**BERESFIELD
BOWLING CLUB
LIMITED**



65th
ANNUAL REPORT
2014-2015

Office Bearers 2014-2015

PATRONS

Mr Eddie Atkinson

Mr David Hissey

CHAIRMAN

Mr Des Skinner

SNR VICE CHAIRMAN

Mr Colin Byron

VICE CHAIRMAN

Mr Terry Lockwood

TREASURER

Mr Michael Brent

BOARD OF DIRECTORS

Mr Noel Allardice

Mr Phillip Bird

Mr Grant Boyce

Mr Brian Gardiner

Mr Wayne Lewis

Mr Ron Morley

Chairman's Report

Once again it is a pleasure to report on another successful year for our Club. In spite of difficult trading conditions we have again achieved a healthy surplus which, as is our custom, will be used to provide improved services and facilities to our Members. Your Board, CEO Ian Frame and his Management team have recently completed a Strategic Planning process and that comprehensive plan will guide our decision making over the next few years. Discussions are continuing with Newcastle City Council over the best use of the land surrounding the Club, but it is slow going and we have yet to achieve a positive outcome. In the absence of any decisions from the Council we will continue to pursue additional sources of revenue. Our traditional business model continues to serve us well but we can do better if we grasp other opportunities that we have identified in our Strategic Planning sessions. We have already taken the step of selling the Morpeth Bowling Club property. Sad in some ways but commercially necessary. I can say with complete confidence that we are in for an exciting couple of years as we pursue those other opportunities which will contribute to the long term viability of our Club.

Many congratulations to Beresfield Women's Bowling Club on the success of their 3 Grade Pennant Side and on making it to their 60th Anniversary. It is good to see our Women's Club recruiting new members and enjoying success on the greens. No major successes for our Men's Pennant sides this year but it has been good to see our lower Grades doing really well in the 2015 competition. It's also pleasing to have a number of our players selected in District Representative Sides, with Michael Beesley a regular in the State Senior team. Newcomer Daniel Hill also made the NSW Development Squad. Our Men and Women bowlers continue to be a major force in Newcastle and Hunter bowls.

The Club continues to be a fantastic corporate citizen. We routinely support close to 90 local causes and proudly sponsor and encourage a number of both senior and junior sporting Clubs. Our patrons can always be relied on to dig deep at raffles and other fundraisers throughout the year.

In closing I want to record my sincere thanks to the Board of Directors, the committed volunteers serving on our committees and CEO Ian, his Management and Staff for their support throughout the year. It goes without saying that you, the Members have continued to provide great support to the Club throughout the year and for that I thank you. Please keep coming.

Des Skinner
Chairman

Chief Executive Officer's Report

It is my pleasure to present the members with my report on the past year. It has been a year of consolidation for the Club that has seen us trading through less than favourable local economic conditions, while laying the groundwork for the Club's financial success in the future.

Detail on the financial results for this year, can be found in the Treasurer's Report and the Discussion and Analysis on the next few pages, however it is extremely pleasing to again be able to present another strong result to the members this year. The final net profit of \$260,710, while boosted by the profit from sale of the land at Morpeth, is a reasonable result. The Club has utilized these funds to pay down a significant portion of our debt while maintaining a strong cash position.

As mentioned by Chairman Des, the recently completed Strategic Planning process has put "Your Club" in the position to look towards 'Beresfield Bowling Club 2020' and beyond. This plan focuses on continuing to strengthen our core business elements that allow our members to enjoy their daily experience at the Club, while exploring a range of additional revenue sources that are available that will not only strengthen "Your Club" but provide benefits for the entire community.

It is with a real sense of community pride that I am able to say that, during the past year your Club has continued to support a wide range of local and regional organisations; from schools and sporting clubs, to regional not-for-profit organisations and national charities. Thanks to the generosity and support of our members, this figure will again go past \$150,000. Please refer to the full list on the last page of this booklet for the names of the groups and organisations.

A big thanks to all those members and locals who supported any of these groups or organisations during the year. We look forward to continuing this level of support for many years to come.

To the staff, thank you for your commitment and passion for this community. Many of you are long-serving and your desire to continually provide our members with a truly unique experience is an inspiration. You are a family, at times an extended and dysfunctional family, but you continue to make Beresfield Bowling Club a great place to work and you are a major reason for all our success.

To Chairman Des Skinner, the Board of Directors thank you all for your passion and ongoing commitment to the Club. It is thanks to the stability and experience of the Board and management team that has allowed the Club to perform so well over the last couple of years. We are now able to move forward with some exciting times ahead.

To you the members, thank you for your support and patronage during the past year. It is "Your Club" and we sincerely hope that you continue to enjoy the facilities that you have spent so long building. Looking forward to another successful year.

Ian Frame
Chief Executive Officer

Treasurer's Report

My first year as Treasurer has been an intriguing one to say the least, considering the volatile conditions we find ourselves in.

Net profit for the year is \$260,710 compared with \$214,017 at the end of last year. The major difference being the sale of Morpeth.

Our profit before depreciation and amortization was \$1,095,639 compared with \$1,034,490 last year.

Cash in the bank was \$1,476,166 compared with \$1,528,832 last financial year. This is a pleasing result considering we have paid a big chunk off our debt making us debt free as early as March next year or earlier if we wish.

In conclusion –

In the coming year we must continue with our endeavours to reduce our expenditure and put measures in place to improve revenue, so we can maintain our strong financial position.

I'm sure with the support of the Board and Management this will be achievable.

Michael Brent
Treasurer

Discussion and Analysis on the Financial Report For Year Ended 31 May 2015

Statement of Profit or Loss and Other Comprehensive Income

The operating result for the year was a net profit of \$260,710 compared to a net profit of \$214,017 last year. When considered against current economic and industry conditions the Directors and management are pleased with this result.

Total revenue declined by \$593,355 (7%) to \$7,450,929. Significant movements in revenue included:

- Gaming revenue declined by \$396,184. The tough economic conditions felt locally during the year impacted the Club's gaming operations ; and
- Competitions revenue declined by \$172,501. The decline relates predominantly to bingo operations which were restructured during the year. Following the restructure the Club no longer recognises the bingo revenue and related expenditure for the charity bingo sessions held at the Club.

Overall expenditure decreased by \$552,557 (7%) to \$7,277,710. Significant movements in expenditure included:

- Employee related expenses increased by \$56,218 as a result of annual wage increases;
- Advertising and promotions expenses decreased by \$192,749. This relates predominantly to the restructuring of the bingo operations referred to above. Bingo prizes for the charity bingo sessions are no longer recognised as expenditure incurred by the Club;
- Poker machine duty decreased by \$98,364 as a result of the decline in gaming revenue;
- Rates and utilities decreased by \$57,828. Lower electricity costs following the installation of the solar system and the sale of the Morpeth property contributed to the decrease ;
- Repairs and maintenance decreased by \$53,703;
- Finance costs decreased by \$31,947 following a reduction in the Club's borrowings ; and
- A superannuation guarantee charge of \$100,000 was expensed in the prior year. This related to a one off charge.

Included in net profit was other income of \$87,491 relating to gains on sale of property, plant and equipment (\$60,729) and change in fair value of investment property (\$26,762).

Statement of Financial Position

The Club's Statement of Financial Position is summarised as follows:

Indicator	2015	2014
Current Assets	1,619,942	2,097,803
Current Liabilities	1,399,920	1,580,409
Total Assets	13,989,902	14,696,725
Total Liabilities	1,456,752	2,424,285
Net Assets	12,533,150	12,272,440

The financial position of the Club continues to be strong, with net current assets of \$220,022 and total equity of \$12,533,150.

Discussion and Analysis on the Financial Report For Year Ended 31 May 2015 (continued)

A summary of key movements in the Statement of Financial Position include:

- Current assets decreased by \$477,861 due predominantly to the disposal of the Morpeth property which had been reclassified as a current asset held for sale in the prior year;
- Total assets decreased by \$706,823 as a result of the disposal of the Morpeth property and the annual depreciation charge exceeding the capital expenditure for the year; and
- Total liabilities decreased by \$967,533 as the Club utilised the proceeds from the disposal of the Morpeth property to further reduce the Club's borrowings.

Statement of Cash Flows

The Club generated a positive cash flow of \$904,230 from operating activities. This result included the payment of the superannuation guarantee charge (\$103,850) that was recognised in the accounts in the prior year and finalised in the current year. While cash generated from operating activities was less than the prior year it was still a strong result allowing the Club to service its debt and maintain its cash reserves.

Proceeds from the sale of property, plant and equipment amounted to \$467,160 during the year and was generated largely from the sale of the Morpeth property. The Club made payments of \$532,121 for the purchase of property, plant and equipment.

The Club also made repayments of \$891,935 in respect to its bank loans and finance lease obligations. Overall there was a net decrease in cash and cash equivalents of \$52,666 for the year.

Annual Bowls Report

It is with pleasure that I present the 2015 Lawn Bowls report. The Men's Magpies Pennant Sides had an improved yet disappointing season with no Flags added to the honours list in 2015. Saturday 1 grade was the only side to advance to the playoffs before being eliminated in the semi final qualifier by Edgeworth after defeating Lambton in the Quarter Final. 2 Grade finished 2nd in the section winning 5 drawing 2 and losing 1 of their 8 games played. 3 Grade won half of their 10 games to finish 4th in their section. 5 grade only play 6 games due to a bye and some washouts and won 4 of the 6 finishing 2nd in the section to the eventual flag winners Karuah RSL. 6 Grade also finished 2nd in their section winning 7 of their 10 games while 7 Grade won 6 off their 8 games for runner up in their section as well which meant 5 of the 6 Saturday Pennant sides finished 2nd in their respective sections. It was a similar story in the Mid Week Pennants with 2 of the 3 sides entered also finishing runner up in their section.

I thank Bob Brannan, Wayne McVicar and Anno Vanzanden for their commitment to the roll of selector for the season. We all know this is the toughest task in any bowling club with the number of unofficial selectors overwhelming. However these guys stuck to the task and as stated earlier, achieved a much improved season. I also must thank all of the Pennant players for their efforts this season. The unavailable rate was well down on previous years which is very good to see and makes life much easier for players as well as selectors..

At District level the Magpies had another very strong season but just couldn't crack a District honour. Daniel Hill was the Magpie's best performed as he was runner up in the District Major Singles and Under 25 District Singles. He teamed with Riley Wells to be Runner Up in the Under 25 District Pairs and both Riley and Daniel teamed with Kelly Richards from Raymond Terrace to be Runner Up in the Under 25 District Triples. Best performed in the President's Singles was Peter Lamb reaching the quarter final and in the Senior Singles the defending champ Michael Beesley also made it to the quarter finals. In the District Senior Pairs Grant Boyce and Col Byron won their way to the final but unfortunately were defeated in their quest for District honours. In the Open District Pairs I teamed with Daniel Hill to make it to round 4 with none of our District President's Pairs sides making it past the 2nd round. In the District Triples last year's runners up Alby Ainscow, Glenn Solomons and Mick Brown made it to round 3 while I again teamed with Daniel Hill and Shane Giles to reach round 4 while the 3 of us plus Ken Wells were the best performed in the District Fours reaching the quarter finals. It is very pleasing to see a large number of our Members taking part in all the District disciplines and I would hope this trend continues in the future.

The club hosted the regular events throughout the year which included the Spring Carnival, Border Pairs and Xmas Gift which were well supported by both Beresfield Members and visitors from other clubs. The club also hosted the NSW Bowling Arm Singles championships and I am pleased to say that 3 Beresfield players in Gail Reid, Gloria Lamb and Mick Cleary were selected in the NSW Bowling Arm side for the Australian Championships in September.

The Magpies BCIB Big Bowl side failed to make the playoffs for the 1st time in a number of years and the club is looking forward to September to put this result behind us. The Magpies also had a number of players who were selected to represent Zone 2 through 2014/15 and they were Daniel Hill, Michael Beesley, Grant Boyce, Ron Wilson, Michael Brown and Warren Shipley. Beesley Brown and Boyce were selected in the Senior Side to contest the State Inter Zone Championships in which Zone 2 and were successful in taking out the series. Mick Beesley was also selected in the Senior State Squad to contest the Australian Championships.

Annual Bowls Report (continued)

I would like to take this opportunity to thank the many wonderful members who have lent their assistance to the club to help with all the events that we stage. It amazes me every year the support that I get from the members of this club and I thank you all for your support. To our Games Committee of Wayne McVicar, Allan Earl, Charlie Glass, Noel Allardice and Mick Cleary, thanks for all your efforts over the past 12 months. Whenever problems or criticisms have been raised these are the guys that have concentrated on solutions. I also wish to personally thank Noel Allardice and Allan Earl for their magnificent efforts in our BBQ area. Their exploits are the envy of many bowling clubs throughout Newcastle and the Hunter for the spread they whip up in "Yogi's Kitchen". Charlie Glass is supreme in his roll of controlling body for any and all of the events that Beresfield hosts.

Special mention must go to Dave Hissey for his Umpire work throughout our Pennant season and tournament events. June Evans has worked hard to keep our website going but I am a bit slow with information! Sorry about that June, while Kim Werner, in her own time, has been of great help sending and forwarding important information for me when I am away from the club. It is the group of people above that make Beresfield one of the most professional clubs in NSW and I thank you all for your support.

I am sure it will be mentioned in the Ladies report but I must say well done to the Ladies 3 grade Pennant side on your achievements in 2015. You have put the men to shame with your brilliant effort in winning the Regional Flag to qualify for the State Playoffs in August where I am sure you will do our club proud.

In closing I would also like to thank Chairman Des, CEO Ian and the Board of Directors for their continued support of Lawn Bowls and making our club the envy of others. Contributing to that envy is the service we get from our wonderful staff here at Beresfield and I thank every one of you for your help and guidance over the past 12 months.

For the new members joining the Magpies Nest we welcome you to the family and for those leaving the flock we wish you all the best with your continued bowling.

Congratulations to our 2014 Championship Winners

MAJOR SINGLES	Dave Wayland
MAJOR PAIRS	Grant Boyce / Col Byron
TRIPLES	Ray Bennett / Mark Fisher / Dave Stuart
FOURS	Greg Dobson / Mark Fisher / Ron Wilson / Frank Leslie
MINOR PAIRS	Allan Earl / Brad Earl
MINOR SINGLES	Brad Earl
MIXED PAIRS	Lorraine Humbles/Frank Leslie

Bowls Co-ordinator
Warren Shipley

Women's Bowling President's Report

It has been an interesting and exciting year for our Club. We have been pleased to welcome a number of new members to our Club and of course the pinnacle being the winning of the Grade 3 Pennant, for the second time in the past three years. Then our girls went even further to win the Zone 3 Pennant, playing against Stockton from the Newcastle District. We are very proud of all who played and brought prestige to our Club. Many of us were there to support them in the Regional playoffs held at Kurri Kurri. And now the girls are off to Berry to contest the State Pennant title in August. Our hopes and wishes go with them, but whatever the result we are proud of them as this has not been achieved by the Women's Club for some 25 years or so.

Some of our ladies have also represented us in various District events - the District Singles and the latest being the District Pairs with Lorraine Humbles and Gloria Lamb reaching the Final. Unfortunately they were defeated but they did let the Kurri Kurri girls know they were around, playing some lovely bowls. Further to our Club prestige is both Gloria Lamb and Gail Reid have been named in the State team for the Bowlers Arm National Championships to be held in Adelaide in September.

Our BBQ days have been well attended, particularly Anderson/Gray Shield with Michael and Gail Stunnell being part of the winning team and also the Reynolds Family Shield where it was good to see Wilma Reynolds' grandson playing in the winning team. We also enjoyed our Mother's Day and Father's Day games. We thank Yogi and his merry men for feeding us so well. We held a very successful Invitation Fours Day in February with 24 teams from 14 different Clubs attending, and hope to have an even better number of entries next year.

The Club Championships were played and the results are as follows –

LADIES TRIPLES 2014

WINNER	RUNNER UP
J Evans	G Lamb
M Morris	M Gregory
W Reynolds	V Penglaze

LADIES FOURS 2014

WINNER	RUNNER UP
L Murdoch	G Dunning
M Lawrence	B Wilmen
M Morris	M Gregory
G Stunnell	N Glover

CONSISTENCY PAIRS 2014

WINNER	RUNNER UP
B Wilmen	J Evans
L Humbles	G Stunnell

CONSISTENCY SINGLES 2014

WINNER	RUNNER UP
L Humbles	H Korman

LADIES PAIRS

WINNER	RUNNER UP
G Lamb	B Wilmen
L Humbles	N Glover

LADIES MAJOR SINGLES

WINNER	RUNNER UP
H Korman	G Reid

MINOR SINGLES

WINNER	RUNNER UP
D Day	P Carpenter

Women's Bowling President's Report (continued)

Gloria Lamb and Lorraine Humbles will represent our Club in July at the State Champion of Champion Pairs this year and Helen Korman will represent at the Singles. We all wish them good bowling and safe journeys. I am sure they will make us proud.

We would like to take this opportunity to thank Des and his Board of the Beresfield Bowling Club Limited for their support during the past year. We are very lucky to have such a wonderful and generous Club. Not many, if any Women's Bowling Clubs get the support we receive and we do very much appreciate it.

Karlene Kiem
President

Community Support – Donations

The following organisations and local community groups were the recipients of either grants or donations during the past financial year:

2322 Men's Shed	Hunter Valley Turkey Growers Group
Australian Red Cross	Hunter Youth Mentor Collaborative
Australian Sewing Guild Inc - Hunter Valley Region	Immune Deficiencies Foundation Australia
Beresfield Mens Golf Club	Joomla User Group
Beresfield & District Netball Club	Lioness Club of East Maitland-Beresfield
Beresfield Barracudas Swimming Club	Maitland District Junior Rugby League Club
Beresfield Community Children's Education Centre	Maitland Womens Bowls Charity Committee
Beresfield Football Club	New South Wales RSL Bowls Zone 6
Beresfield Memorial Cricket Club	Newcastle & District Four Wheel Drive Club Inc
Beresfield Men's Shed Cluster Group	Newcastle City Council Beresfield Tarro Parks Committee
Beresfield Painting Group	Newcastle Super Sedans
Beresfield Public School	Northern Settlement Services
Beresfield RSL Sub Branch	Old Boars Motorcycle Club
Beresfield Senior Citizens Association	Our Lady of Lourdes Primary School
Beresfield Tarro Branch of the ALP	Riding for the Disabled Association
Beresfield Touch Association	Rotary Club of Newcastle
Beresfield United Soccer Club	Singleton Fly Fishing Club
Beresfield/Waratah Slimmers Association	Special Childrens' Xmas Parties
Cancer Council of NSW	Speedway Sedan Association of NSW
Chicken Growers Association	St Vincent De Paul Society
City of Maitland Society of Aeromodellers Inc	Starlight Children's Foundation
Combined Italian Auto Organisation Inc	Tarro Public School
Beresfield Day Care	Thornton Little Athletics Club
Four Wheel Drive NSW & ACT Hunter Region Sub Committee	Thornton Netball Club Inc
Francis Greenway High School	Thornton Park District Cricket Club
Gold Eagle 4x4 Club Inc	Thornton Park Junior Soccer Club
Harry Meyn Foundation	Thornton Public School
Hunter Academy of Sport	Thornton/Beresfield Rugby League Club
Hunter Antique Touring Society	Westpac Rescue Helicopter Service
Hunter Breast Cancer Foundation	Woodberry & District Athletics Centre
Hunter British Ford Group	Woodberry Public School
Hunter District Women's Bowling Assoc	Woodberry Schoolboys Rugby League Club
Hunter Horse Driving Society Inc	Woodberry Warriors Rugby League Club
Hunter Indoor Sports Centre	Woodberry Wolves Baseball Club

