

BERESFIELD BOWLING CLUB LIMITED



66th
ANNUAL REPORT
2015-2016

Office Bearers 2015-2016

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 (resigned 31 May 2016)

Mr Mark Conway

Mr Wayne Lewis (appointed 31 May 2016)

Mr Ron Morley

Chairman's Report

Last year I made comment on the discussions with Newcastle City Council on the smartest use of the land surrounding our Club and, a year on, those talks are continuing – albeit at a pretty torturous pace. In these types of discussions, patience is an essential virtue and we will continue to put our case to the Council at every opportunity.

In the meantime your Board and CEO continue to carefully evaluate other opportunities to provide additional revenue sources for our Club.

The Club's trading over the year has remained strong and, despite our profits being lower than budget, we are in a very healthy financial position and can look forward with confidence to the future. During the year we have again invested heavily in improving amenities for our Members. Choices Cafe has added another food and drink offering, our new Member's Rewards programme is up and running and the comprehensive renovation of the Eastern Toilet Facility has been well received.

Just like last year our Men Bowlers have to give best to our Women's Number 2 Pennant Team who won both District and Regional honours and hopefully cap their season off with a State win at Bomaderry in mid August. Just a great achievement! Our Men's Pennant Performances were among the best overall for years. Still and all, no silverware for their efforts in 2016 Competitions as yet. Great job again by Mick Beesley, this year taking out the District Senior Singles and retaining his spot in the State Seniors. Overall the Club is a powerful force in bowls with many gifted Representative players and this Board is committed to maintaining it's support for all of our players and teams into the future.

The Club's support of good Community causes of all kinds is an important part of what we do year after year. There is never enough money available to cover all the requests for help that we receive but we do try to allocate funds fairly and to the benefit of the wider community.

Finally I need to record my thanks to the Board, our excellent volunteers, CEO Ian and his Staff for their efforts and, most of all, to you our Members for the continued support the Club receives throughout the year.

Please continue to enjoy your Club.

Des Skinner
Chairman

Chief Executive Officer's Report

I am again very pleased to present the members with my report on the past year. The last twelve months has seen "Your Club" produce some mixed results. Some better than expected trading results during the disruptions of the ten week renovation period were tempered by a couple of very poor trading months throughout the year.

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 pleasing to again be able to present another positive profit result to the members this year. The final net profit of \$27,613, while below expectations, when looked at alongside another strong cashflow result means members should remain confident that "Your Club" is in a solid position to continue to move forward.

On reflection, the past year will be heralded as a period of innovation, improvement and the trialing of fresh ideas and experiences for you the members. The Board and Management remain committed to our shared vision for 'Beresfield Bowling Club 2020' and we continue to work everyday towards this goal. Just a short list of some of the significant changes implemented in the last year include;

- Construction and, subsequently, the opening of Choices Café +Bar;
- Implementation of the "Your Choice" Rewards programme;
- Happy Hour promotion being extended to Monday – Friday;
- "On the Deck" live entertainment on weekends in the warmer months;
- Introduction of tray service in the Club's gaming area; and
- Extension of Courtesy bus services to include Tuesdays.

Not all of these changes have been as successful as hoped, while others have been found to have exceeded initial expectations. Needless to say, your Board will continue to drive change and look for opportunities to improve the services and facilities available to the members.

A source of pride in recent times for the Board and Management is around the Club's achievements and continued focus on sustainability objectives and the Club's impact on the environment. Below is a short summary of what "Your Club" has been able to achieve –

SUSTAINABILITY

In 2009, the daily cost of electricity for the Club was \$460, which equated to an average daily consumption of 3700KWh. With significant increases in electricity costs imminent, your Board and Management implemented a range of strategies to hopefully reduce the impact of these flagged increases. To this end, the Club completed the following –

- Upgrades to LED lighting for more than 90% of the Club;
- Installation of a 90KW Solar Energy system, that comprises more than 350 solar panels;
- Continual upgrading of the Club's air conditioning infrastructure; and
- Commissioning of a Voltage Optimisation unit.

The impact of these initiatives has seen the Club reduce our average daily consumption of electricity by 28% to 2678KWh, which means our current daily costs have reduced to \$368 despite the expected increases.

Chief Executive Officer's Report (continued)

Further to these fantastic changes, the Club has also had success in reducing the costs associated with natural gas usage. In 2009, the Club was consuming, on average, 4713MJ per day at a cost of \$69.

Since that time we have been able to reduce this consumption by 39%, to an average of 2868MJ per day, and reduce the daily cost of gas usage to \$60.

Look out for further improvements and initiatives moving forward as the Board and Management continue to reduce the environmental impact of "Your Club".

A major focus for the Club remains our commitment to supporting our local communities and, as such I am very pleased to be 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 \$130,000. 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, I will again take this opportunity to publicly thank each of you for your commitment to the Club and your passion for this community. Your ability and willingness to adapt to the ever-changing environment that we now work in is a credit to you all. Your loyalty to each other has created a family environment that you will find hard to match anywhere else. You continue to make Beresfield Bowling Club a fabulous place to work and you are major contributors to all our success.

To Chairman Des Skinner, the Board of Directors, thank you all for your leadership, enthusiasm and ongoing commitment to the Club. It is in no small measure that the stability and experience of the Board and management team continues to allow the Club to perform consistently and we now move forward together with some exciting announcements ahead.

To you the members, thank you for your patience and continued patronage during the past twelve months. Your unwavering support of "Your Club" is the reason for our shared success and we sincerely hope that you continue to utilize and enjoy the facilities that our community should be very proud of.

Looking forward to another busy year.

Ian Frame
Chief Executive Officer

Treasurer's Report

Another challenging year for the Club has ended and we look forward to the next.

Net profit for the year \$27,613 compared with \$260,710 is considerably down on last year. One reason for this was a very disappointing last month (loss of \$63K), other than that we would have nearly reached budget.

Profit before depreciation and amortisation was \$887K.

Cash in bank \$1,480,257 compared with \$1,476,166 last year.

Our cash flow was \$928,572 compared with \$904,230 last year.

In conclusion –

Over all we are in a reasonably healthy position on moving the Club forward, but after looking at the trend of the last few years it is obvious that we have to move away from our dependence on our gaming room and concentrate on a second source of income, i.e. we must diversify to move the Club forward.

Michael Brent
Treasurer

Discussion and Analysis on the Financial Report For Year Ended 31 May 2016

Statement of Profit or Loss and Other Comprehensive Income

The operating result for the year was a net profit of \$27,613 compared to a net profit of \$260,710 last year. Whilst the Club was able to increase its revenue marginally it was not sufficient to keep pace with the increase in expenditure.

Total revenue increased by \$97,633 (1%) to \$7,548,562. Significant movements in revenue included:

- Sale of goods increased by \$52,285 with a small growth in bar sales and the opening of the café towards the end of the financial year;
- Gaming revenue increased by \$107,505 following improvements to the gaming installation during the year; and
- Competitions revenue declined \$35,843 following the restructure in the prior year of the Club and charity bingo sessions.

Overall expenditure increased by \$271,511 (4%) to \$7,549,221. Significant movements in expenditure included:

- Employee related expenses increased by \$149,513 as a result of annual wage increases and the opening of the café ;
- Depreciation expense increased by \$24,573 following the upgrade of the gaming system and renovations to the Club including the café ;
- Entertainment and membership expense increased by \$91,856 as the Club seeks to offer members more benefits and improved facilities;
- Poker machine duty increased by \$26,401 as a result of the increase in gaming revenue; and
- Rates and utilities decreased by \$29,933 with the sale of the Morpeth property last year and the Club benefiting from lower electricity costs following prior year initiatives including the installation of the solar system.

Included in net profit was other income of \$28,272 relating to gains on disposal of plant and equipment.

Statement of Financial Position

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

Indicator	2016	2015
Current Assets	1,631,198	1,619,942
Current Liabilities	1,465,010	1,399,920
Total Assets	14,401,455	13,989,902
Total Liabilities	1,840,692	1,456,752
Net Assets	12,560,763	12,533,150

The financial position of the Club continues to be strong, with net current assets of \$166,188 and total equity of \$12,560,763.

Discussion and Analysis on the Financial Report For Year Ended 31 May 2016 (continued)

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

- Current liabilities increased by \$65,090 and total liabilities increased by \$383,940. This relates predominantly to an increase in borrowings to assist with financing the upgrade of the gaming system and renovations relating to the café and amenities; and
- Total assets increased by \$411,553. This relates mainly to an increase in property, plant and equipment following the capital expenditure incurred during the year on the new gaming system and the renovations to the Club.

Statement of Cash Flows

The Club generated a positive cash flow of \$928,572 from operating activities. Despite the decrease in net profit the Club was still able to generate strong cash flows to service its debt and maintain its cash reserves.

Proceeds from the sale of property, plant and equipment amounted to \$32,000. The Club made payments of \$1,353,750 for the purchase of property, plant and equipment including the upgrade of the gaming system and the renovations.

The Club borrowed \$802,019 to assist with financing the gaming system upgrade and renovations and made repayments of \$404,750.

Overall there was a small net increase in cash and cash equivalents of \$4,091 for the year.

Annual Bowls Report

It is with pleasure that I present the 2016 Lawn Bowls report. The Men's Pennant Sides had a season where we came oh so close but nothing to fly up the flag pole to show for our efforts. In the Saturday Pennant the 1 grade lost 2 games for the season but they proved costly with one of them being a playoff against Kurri for a place at the State finals and the other was in the semi final against Raymond Terrace for the Zone Flag.

The 2 grade won through to the playoffs but were defeated in the Quarter Finals by Raymond Terrace, 3 grade didn't have the best of seasons finishing at the bottom of the section, 5 grade finished equal on points but lost the section on margin, 6 grade finished 2nd in the section, The 7/1's won their section and their Quarter Final match before being defeated by the Flag winners Raymond Terrace in the Semi Finals, while the 7/2's finished an admirable 2nd in the section to the Flag winners.

In Mid Week Pennants the 1 grade finished 3rd, our 5/2's finished 4th while our 5/1's won their section, before losing out in the Quarter Final against Nelson Bay. I thank Bob Brannan, Wayne McVicar, Noel Allardice and Ron Morley for their commitment to the role of selectors for the season. If only we could rid the club of all the closet selectors who think they know better but will not put their hand up to do the job. A big thank you to all of the Pennant players for their commitment to the season, this was the best season we have had in the last 5 years for players being available with only a few deciding mid season that they didn't want to play anymore.

At District level we crowned another champion with Michael Beesley winning the State Senior Singles and he will now head to Ettalong in October to represent Zone 2 in the State Championships. Riley Wells combined with Kelly and Shaun Richards from Raymond Terrace to win the Under 25's District Triples while Daniel Hill put in a good performance in the District Major Singles making the semi final before succumbing to the eventual winner Lennon Scott from Raymond Terrace. 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 Pairs championships and I am pleased to say that 2 Beresfield players in Gloria Lamb and Mal Adams were selected in the NSW Bowling Arm side for the Australian Championships in September at Broadbeach on the Gold Coast. The Magpies BCIB Big Bowl side was crowned Minor Premiers but was eliminated in the semi finals.

The Magpies also had a number of players who were selected to represent Zone 2 in numerous representative sides through 2015/16 and they were Daniel Hill, Michael Beesley, Grant Boyce, Gavin Kelly, Michael Brown, Bill Hopley, Ken Wells, Riley Wells and Warren Shipley. Michael Beesley was also selected in the Senior NSW State side

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. The support from our members is incredible. To our Games Committee of Wayne McVicar, Jim Rae, Charlie Glass, Owen Preston and Don Reid, thanks for all your efforts over the past 12 months.

Thank you also to all of our Umpires who give up their time to help officiate with special mention to Dave Hissey for his Umpire work throughout our Pennant season and tournament events.

I am sure it will be mentioned in the Ladies report but I must say well done to the Ladies 2 grade Pennant side on your achievements in 2016, making it back to back regional flags. By now you would have returned from the State playoffs and 1 grade waits next year which is a great challenge that you all should be looking forward to.

Annual Bowls Report (continued)

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 and our fantastic group of staff that go out of their way to make all our bowling members and visitors feel more than welcome whenever they are in the club. 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 2015 Championship Winners

MAJOR SINGLES	Warren Shipley
MAJOR PAIRS	Shane Giles/Michael Beesley
TRIPLES	Ken Wells/Warren Shipley/Daniel Hill
FOURS	Greg Brown/Grant Morley/Michael Brown/Daniel Hill
MINOR PAIRS	Peter Lowbridge/Brendon Wilkinson
MINOR SINGLES	Harry Korman
SENIOR PAIRS	Grant Boyce/Col Byron
MIXED PAIRS	Nadine Glover/Owen Preston

Warren Shipley
Bowls Co-ordinator

Women's Bowling President's Report

It is with pleasure I present this report. Since my report last year, our winners of the Grade 3 Pennants team went on to defeat Stockton, win the Region and then went on to Berry to play for the State title. Unfortunately no State Flag, but all the women gave of their best and we were very proud of them. Our Unfurling of the Flag was held on 27 October.

This year our ladies went one better and were victorious in winning the District No 2 Grade Pennant Flag, and on 23 August we will have the Flag Unfurling of their No 2 Grade Pennant. They once again defeated Stockton Club for the Winner of the Region. Well done ladies. It was great to see so many of our members travelling to Kurri Kurri supporting our ladies as well as a number of some of our men members. Our Grade 4 Pennant teams did not do as well but they made us proud as they all gave of their best.

I feel our Club is growing in strength as we have been pleased to welcome quite a few new members who seem to be enjoying themselves and as some have brought their husbands who also enjoy a game of bowls; with them we have some very enjoyable Mixed Mufti Thursday games.

Our invitation day in February was once again a success. Not as many visiting teams competing but all who attended enjoyed their day and next year we will look at what we can do to improve the day. The Anderson/Gray Shield and Reynolds Family Shield were both well attended with so many striving to have their names engraved on these shields. We held our 60th Birthday in July with a lovely day of bowls followed by a lovely lunch afterwards.

Club Championships were as follows –

MAJOR SINGLES

WINNER

Gail Stunell

RUNNER UP

Margaret Boan

MINOR SINGLES

WINNER

Diane Ross

RUNNER UP

Mary Stretton

CLUB PAIRS

WINNERS

Margaret Boan
Lorraine Humbles

RUNNERS UP

Gail Reid
Helen Korman

CONSISTENCY PAIRS

WINNERS

Gladys Dunning
Betty Wilmen

RUNNERS UP

Diane Ross
Mary Stretton

CLUB TRIPLES

WINNERS

Gail Reid
Deidre Day
Lorraine Humbles

RUNNERS UP

Gloria Lamb
Merle Gregory
Valda Penglaze

CLUB FOURS

WINNERS

June Evans
Deidre Day
Gail Reid
Helen Korman

RUNNERS UP

Chris Gallagher
Maggie Skinner
Carmel Hersee
Wilma Reynolds

CONSISTENCY SINGLES

WINNER

Lorraine Humbles

RUNNERS UP

Helen Korman

Women's Bowling President's Report (continued)

As a result of former championships we have had Helen Korman represent us at the State Singles, and Margaret Boan and Lorraine Humbles will represent us in the State Pairs. Many of our players have represented us in District Games, Representative games and various invitation and Gala days.

Our ladies again assisted at The Biggest Morning Tea which once again was a big day. To end the year 2015 we had a great Christmas Breakup day followed a few days later with a trip to Forster for a luncheon cruise on the river.

Finally but by no means least I thank the Beresfield Bowling Club. The assistance and support is truly appreciated by all members of the Beresfield Women's Bowling Club.

As President of the Women's club I would like to thank all members for their friendship and company both on and off the green and wish that all will continue in good health and friendship in the future.

Yours in bowls,
Karlene Keim

Community Support – Donations

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

Anglican Parish of Beresfield	Hunter Indoor Sports Centre
Australian Greens	Hunter Medical Research Institute (on behalf of Mark Hughes Foundation)
Australian Red Cross	Hunter Youth Mentor Collaborative
Beresfield Mens Golf Club	Leukaemia Foundation of Australia
Beresfield & District Netball Club	Maitland RSL Sub Branch
Beresfield Barracudas Swimming Club	Maitland Womens Bowls Charity Committee
Beresfield Community Children's Education Centre	New South Wales RSL Bowls Zone 6
Beresfield Day Care	Newcastle & District Four Wheel Drive Club Inc
Beresfield Football Club	Newcastle City Council Beresfield Tarro Parks Committee
Beresfield Men's Shed Cluster Group	Old Boars Motorcycle Club
Beresfield Painting Group	Our Lady of Lourdes Primary School
Beresfield Public School	Singleton Fly Fishing Club
Beresfield Senior Citizens Association	Speedway Sedan Association of NSW
Beresfield Tarro Branch of the ALP	St Vincent De Paul Society
Beresfield Touch Association	TAD Disability Services
Beresfield United Soccer Club	Tarro Fire Brigade
Beresfield/Waratah Slimmers Association	Tarro Public School
Cancer Council of NSW	Thornton Little Athletics Club
City of Maitland Society of Aeromodellers Inc	Thornton Netball Club Inc
Combined Italian Auto Organisation Inc	Thornton Park District Cricket Club
Falcon GT Club Newcastle	Thornton Park Junior Soccer Club
Four Wheel Drive NSW & ACT Hunter Region Sub Committee	Thornton Public School
Francis Greenway High School	Thornton Rural Fire Brigade
Gold Eagle 4x4 Club Inc	Thornton/Beresfield Rugby League Club
H2O Baptist Church Maitland	United Ford Owners Car Club
Halter Breeders Association	Westpac Rescue Helicopter Service
HATS Car Club	Woodberry & District Athletics Centre
Hunter Academy of Sport	Woodberry Public School
Hunter Breast Cancer Foundation	Woodberry Schoolboys Rugby League Club
Hunter British Ford Group	Woodberry Warriors Rugby League Club
Hunter Horse Driving Society Inc	

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