

BERESFIELD BOWLING Club Limited



67th

ANNUAL REPORT
2016-2017

Office Bearers 2016-2017

PATRONS

Mr Eddie Atkinson

Mr David Hissey

Mr Ian Byron

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 Mark Conway

Mr Wayne Lewis

Mr Ron Morley



Chairman's Report

It gives me great pleasure in commenting on our Club's performance over the past year.

Really solid all round trading throughout the year has put us in a position that would be the envy of many other Clubs. We can confidently proceed with at least three significant projects the Board and Management have been working towards for the last couple of years.

In the next year you can expect the Main Bar and the West side of the Club to undergo a major refurbishment and we are confident that the proposed Child Minding Centre on our big car park will be well advanced if not completed. All of these measures are in line with our policy of improving the offering to our Members and we are still hopeful of reaching agreement with Newcastle City Council over better ways of using the land around our Club.

This year, it is the Men's Bowling Club who has the biggest haul of silverware to boast about. The Ladies Club had bragging rights for the last two. Our Men's Pennants Teams were competitive all season, none more so than our 5 Grade who contest the State Finals at Soldiers Point in early August.

As reflected in Warren Shipley's report, we also have a number of District Champions who will represent us in State Finals at Ettalong later in the year. Congratulations to the Men and Ladies who represented the Club, District and State through the year, and the best of luck in the Finals. We continue to be real force to be reckoned with in Bowls.

We have continued to support well over 100 worthy causes through this year – we are good corporate citizens, always ready to help out whenever we can. We really appreciate the generosity shown by members and staff alike when we get behind a worthwhile project.

As always, I need to record my appreciation for the efforts of our Board of Directors, CEO Ian and his Staff and our great crew of Volunteers.

To our Members, please continue to support our efforts in making this a top shelf venue for your continued enjoyment.

Des Skinner
Chairman

Chief Executive Officer's Report

It is again my privilege to present the members with my report on the past year, my eighth such report since taking over as CEO of our great club. This last twelve months has just flown by, as your Board and management continue to work diligently on your behalf to make you proud to call Beresfield Bowling Club "Your Club".

Throughout the last year we continued to trade very well, seeing growth in all areas of the Club's operations. Extremely pleasing for the Board and management was the trading success of Choices Café + Bar, as our members and guests embraced this latest offering.

More 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 be able to again present another positive result to the members this year. The final net profit of \$249,248 represents a fantastic bounce back after a difficult couple of trading years, however it is the cash flow from operations recorded of \$1,046,361 that I believe is a true representation of the financial strength of "Your Club".

I mentioned at the end of my report last year that I was "looking forward" to another busy year, and the last twelve months has not disappointed. Most significantly, several of the Club's key master planning strategies have come to fruition during the past year.

In early May 2017 the members voted in strong fashion to re-classify a portion of the Club's landholdings, known now as "the Lenox Street carpark" land, from core to non-core property. This vote has now paved the way for the Board and management to make the Club's long term goal of developing a Child Care facility on part of this site a reality. This is an exciting project that is just the first step in further securing the long term future of our Club.

Then, in late May 2017, your Club lodged our most recent Development Application with The City of Newcastle to complete a renovation and extension of facilities located on the western perimeter of the Club. This project is estimated to cost around \$1.4million and is the culmination of some six years of planning and re-designing of the Club's internal layout. Some of the major features of this project will be –

- Construction of an "all new" Sports Lounge area, including a dedicated alfresco space;
- Construction of brand new bowls locker and storage rooms;
- Upgrading of the barbecue area off No. 1 Green;
- Some new furniture in these spaces and new carpet throughout the Club;
- Much needed renovations to the toilet facilities at this end of the Club; and
- A new staff space on the lower ground level of the Club

Rest assured though, that your Board and management are hard at work looking at the next phase of upgrades that will be required to ensure that the facilities provided to members and guests are modern and in line with Club requirements.

An important tenet of the Club's strategic approach is focused on continually informing the members with regard to our progress in the area of the Club's environmental impact on our local and wider communities. To this end, I am pleased to provide the following update on how "Your Club" has performed –

ENVIRONMENT IMPACT UPDATE

At the conclusion of this financial year, the daily cost of electricity for the Club was \$389, compared to \$368 last year, which equated to an increase of 1.6% in average daily consumption to 2,721KWh.

In addition, the per day costs associated with natural gas at the end of May were \$73, compared to \$60 last year. This is a result, mainly, of an increase in consumption by 9.8%, to an average of 3,150MJ per day.

Finally, we can report that the Club's solar panel installation has continued to operate as expected and generated some 117.3MWh or 11.8% of the Club's total electricity consumption for the last twelve months.

With significant increases in electricity costs imminent, your Board and Management are continuing to research and implement new strategies to mitigate the impact of these increases moving forward.

A significant source of pride for the Club and myself personally, remains our commitment to supporting our local communities so I am pleased to be able to say that, during the past year your Club has continued to support a wide range of predominantly local and organisations; from our 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 top \$130,000. We look forward to continuing this level of support for many years to come. Please refer to the full list on the last page of this booklet for the names of the groups and organisations.

To the staff, who create the experience for our members and guests that is "Beresfield Bowling Club" on a daily basis, thank you for your dedication to our members and the sense of family that you create that makes our Club a unique place to work each day. During a year of changes and the loss of some experienced and much loved co-workers you have all continued to shine and embrace the always-changing environment that is working in the hospitality industry. You should continue to be proud of the success that the Club enjoys because you are a major shareholder in that success.

To Chairman Des Skinner, the Board of Directors, thank you all for your commitment and experience that continues to guide the Club on the right path. Thank you for your shared vision of what this Club can be and the trust you show in management to make this vision come to life.

To our members, a massive thank you for your continued support and constant feedback that are the hallmarks of a successful Club. We are all going to be a part of some really exciting times ahead in the next couple of years and I sincerely hope that you come along with us for the ride.

Here's to a bright future at "Your Club".

Ian Frame
Chief Executive Officer

Treasurer's Report

Another challenging year has ended and I am actually looking forward to the next year with great anticipation.

The financial results for the last year are as follows:

Net profit for the year 31st May 2017 was \$249,248, compared with \$27,613 last year, while cash profit before depreciation and amortization was \$1,120,362 compared with \$887,115 last year.

Cash flow from operations recorded for the year was \$1,046,361 compared with \$928,572 last year, while cash balances at year end was \$1,356,423 compared with \$1,480,257 last year.

The increase in revenue, particularly in our gaming room has been the major factor, coupled with the introduction of our coffee shop, which I believe has been a great success.

I've mentioned over the last couple of Annual General Meeting's the importance of diversification for the Club to move forward and I am very pleased to say to you, our members, that we are finally proceeding with a project on our main car park land that should hopefully be completed by the end of 2018. This should bring into the Club a substantial amount of additional income, ie. a second source of income, for the next 20 years, but we should not stop there.

Overall, in my opinion, we are in a very healthy financial position for the Club to move forward and I'm sure with more opportunities that will arise in the near future, that this healthy position will continue.

In saying that we still must focus on reducing our expenditure where we can, but I am confident with CEO Ian and his management team and staff, together with Chairman Des and his Board of Directors that this will be achievable.

Remember, our Club is your Club.

Michael Brent
Treasurer

Discussion & Analysis on the Financial Report For Year Ended 31 May 2017

Statement of Profit or Loss and Other Comprehensive Income

The operating result for the year was a net profit of \$249,248 compared to a net profit of \$27,613 last year. The Club was able to achieve revenue growth exceeding the increase in expenditure.

Total revenue increased by \$570,815 (7.5%) to \$8,119,377. Significant movements in revenue included:

- Sale of goods increased by \$319,609 thanks to growth in bar sales and the café trading for the full year;
- Gaming revenue increased by \$223,281 following ongoing improvements to the gaming installation; and
- Commissions increased by \$20,685 with growth in Keno and TAB sales during the year.

Overall expenditure increased by \$355,995 (4.7%) to \$7,905,216. Significant movements in expenditure included:

- Cost of goods sold increased by \$103,942 as a result of the café trading for the full year;
- Employee related expenses increased by \$145,403 as a result of annual wage increases and the café trading for the full year;
- Poker machine duty increased by \$56,324 as a result of the increase in gaming revenue; and
- Other expenses increased by \$43,182 with additional costs incurred on consultancy fees as the Club looks to strengthen its financial future and improve the facilities and services available to members and the community.

Included in net profit was other income of \$35,087 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	2017	2016
Current Assets	1,521,190	1,631,198
Current Liabilities	1,141,865	1,465,010
Total Assets	13,990,384	14,401,455
Total Liabilities	1,180,373	1,840,692
Net Assets	12,810,011	12,560,763

The financial position of the Club continues to be strong, with net current assets of \$379,325 and total equity of \$12,810,011.

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

- Current assets decreased by \$110,008 with the Club utilising cash reserves to reduce borrowings;
- Current liabilities decreased by \$323,145 and total liabilities decreased by \$660,319. This relates predominantly to the reduction in borrowings; and
- Total assets decreased by \$411,071. This relates predominantly to a decrease in property, plant and equipment with total depreciation expense exceeding capital expenditure for the year.

Statement of Cash Flows

The Club generated a positive cash flow of \$1,046,361 from operating activities. This good result allowed the Club to significantly reduce its borrowings and still maintain strong cash reserves.

Proceeds from the sale of property, plant and equipment amounted to \$63,005, while the Club made payments of \$611,200 for the purchase of property, plant and equipment relating predominantly to gaming machines and IT equipment.

The Club made loan repayments of \$622,000 during the year, which reduced total borrowings to \$93,000 at year end.

Overall there was a net decrease in cash and cash equivalents of \$123,834 for the year.

Annual Bowls Report

It is with pleasure that I present the 2017 Lawn Bowls report. The Men's Magpies 5 grade Pennant Side was the shining light with the side claiming the Zone flag and were set to contest for the State Flag at Soldiers Point in early August. Some of the other grades went close but just failed to make the playoffs. Our No.1 and 2 grades finished 4th, 4 grade 3rd, 6 grade 2nd, 7/1's also 2nd and the 7/2's finished 5th. No luck in the mid-week Pennants either but good to see the Magpies had enough players to enter 4 sides.

I thank Bob Brannan, Wayne McVicar, Noel Allardice and Chairman Grant Boyce for their commitment to the role of selectors for the season. Well done to all the players that were available for the whole of the season, we had very few that did not see out their commitments which is very pleasing.

The Magpies have had a big year in the Zone events winning 4 District Titles in 2017 with Michael Brown and Michael Beesley winning the Zone Senior Pairs, Shane Soper, Dave Wayland and Warren Shipley the Zone Triples, Marc Bert was successful in the President Singles and Michael Beesley backed up his Pairs win taking out the Senior Singles. These gentlemen will now represent the club in the State finals at Ettalong in October.

Special mention also to Ray Bennett and Malcolm Adams who were runners up in the District President Pairs and at the time of print there were two District events still to be decided. It was great to see a large number of Beresfield players entering District events during 2017.

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 Magpies BCIB Big Bowl side had a great season but just couldn't get over the line in the final going down narrowly to Kurri.

The Magpies also had a number of players who were selected to represent Zone 2 in numerous representative sides throughout 2016/17; they were Michael Beesley, Michael Brown, Tony Atcheson, Dave Wayland, Shane Soper and Warren Shipley. The two Michaels were members of the Senior Zone 2 side that won the Senior State Inter Zone title, with Michael Beesley going on to be selected in the Senior NSW State squad.

Gloria Lamb along with Malcolm Adams were both selected in the NSW Bowling Arm side to contest the Australian Championships in Victoria in September 2017 while Ron Morley represented NSW in the State RSL side at the Australian Championships.

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, Clinton Mitchison and Allan Earl, 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.

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 Men's 2016 Championship Winners

MAJOR SINGLES

Michael Beesley

MAJOR PAIRS

Warren Shipley/Daniel Hill

TRIPLES

Shane Giles/David Wayland/Michael Beesley

FOURS

Phillip Brockbank/Gavin Kelly/William Hopley/Brad Unsted

MINOR PAIRS

Michael Mayo/Michael Cooper

MINOR SINGLES

Michael Mayo

SENIOR PAIRS

William Hopley/Michael Beesley

MIXED PAIRS

Gloria Lamb/Wayne McVicar

Warren Shipley
Bowls Co-ordinator

Women's Bowling President's Report

As my term of President of the Beresfield Women's Club comes to an end I wish to present my report for the past year. After our last AGM it gave me great pleasure to present Merle Gregory with Life Membership of our club. Merle has been a member for some 30 years and has served as my Vice President for the time I have been President.

I feel this past year has been very encouraging with new members joining us and our ladies doing well in so many events. In August our No.2 Pennant team, after once again defeating Stockton ladies for the Regional title, travelled to Berry with very high hopes. Although the ladies gave their best, the opposition was too strong, but we came home very proud of them all.

It was also pleasing that some of our members travelled to Berry as a cheer squad to support our team, which was very much appreciated by all.

As a result of winning No.2 Grade last year, this year our ladies had to compete in the No.1 Grade this year, along with other teams from our club in the No.3 and No.4 grades. This year was not to be our year for winning a Pennant flag but I am sure we will be in there trying again next year.

We had our flag unfurling for the No.2 flag on 23rd August with the players involved being piped onto the green through a guard of honour of our own club members and visitors from other clubs and members of the District executive, followed by a lovely lunch.

A number of our ladies represented our club at both club and District levels. Gloria Lamb represented both our club and NSW in Queensland and will be doing so again this year, in the Bowlers Arm competition. Seven of our ladies were chosen in either the Lake Macquarie or Upper Hunter Challenge Matches.

Margaret Boan and Lorraine Humbles played in the Champion of Champions on the South Coast and Nadine Glover will be travelling to the Central Coast for the State Singles shortly. One of our teams also won the Marsh Fours run by the District. We are also represented with four members on Hunter River District Executives or committees. Well done ladies for representing Beresfield club so well.

Our Club Championships went well with the following results –

MAJOR SINGLES – 19/5/17

WINNER	NADINE GLOVER	RUNNER UP	LORRAINE HUMBLER
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CLUB TRIPLES – 28/6/16

WINNERS	BETTY WILMEN	RUNNER UP	GLORIA LAMB
	MARGARET BOAN		MERLE GREGORY
	NADINE GLOVER		VALDA PENGLAZE

CLUB FOURS – 26/7/16

WINNERS	KERRIN BIANCHI	RUNNER UP	PAT PASCOE
	LYNDA MORLEY		KAY JEFFRIES
	WILMA REYNOLDS		LESLEY DIXON
	KARLENE KIEM		MARY STRETTON

CLUB FOURS – 14/2/17**WINNERS****JUNE EVANS
DEIDRE DAY
GAIL REID
HELEN KORMAN****RUNNER UP****PAT CARPENTER
GLORIA LAMB
MARGARET BOAN
LORRAINE HUMBLER****CONSISTENCY SINGLES – 4/10/16****WINNER****GAIL STUNNELL****RUNNER UP****LORRAINE HUMBLER****CONSISTENCY PAIRS – 25/10/16****WINNERS****JUDY RAE
LORRAINE HUMBLER****RUNNER UP****LESLEY DIXON
VALDA PENGLAZE**

Presentation Night was a great night and many of our ladies received their awards and Margaret Boan receiving the Women's Player of the Year.

Our ladies once again gave their help to the club to run the Biggest Morning Tea and I am sure the office will let us know soon how much money was raised on the day for a very worthy cause. Our Break up day on 8th December was a lot of fun and the following week we had a great outing on the Postman's Run on the Hawkesbury River.

We had visits from two other clubs being Old Bar and St John's Park, making friends through bowls, and we look forward to seeing them again at our club again in the future.

Looking back over the year I personally feel it has been an enjoyable and successful one for the club and I congratulate all our ladies who were out there participating, which is important, for to even be out there is a win in itself.

I would like to thank everyone for having me as President for the past three years. It has been a position I have been very proud to hold, and I would like to take this opportunity to wish the incoming President and Executive all the best in their respective positions for the coming year. I also wish to thank all Executive members and committees for their efforts over the past year. I have appreciated all your work for our club.

I cannot finish without a very big thank you to Beresfield Bowling Club. All members of the Women's Club appreciate their generosity and the assistance we receive. THANK YOU SO MUCH.

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:

Australian Greens	Hunter Valley Fly Fishing Club
Australian Red Cross	Hunter Youth Mentor Collaborative
Berefield Mens Golf Club	Koori Kids
Beresfield & District Netball Club	Lostock Scout Camp Committee
Beresfield Barracudas Swimming Club	Maitland Relay for Life Committee
Beresfield Community Children's Education Centre	Maitland RSL Sub Branch
Beresfield Day Care	Mindaribba Warriors Rugby League Club
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 Neighbourhood Watch	Newcastle GT Falcon Club
Beresfield Painting Group	Our Lady of Lourdes Primary School
Beresfield Senior Citizens Association	Somerset Netball Club
Beresfield Tarro Branch of the ALP	Speedway Sedan Supporters Club
Beresfield Touch Association	St Vincent De Paul Society
Beresfield United Soccer Club	TAD Disability Services
Beresfield/Waratah Slimmers Association	Tarro Fire Brigade
Buckets Way Neighbourhood Group	Tarro Public School
Calvary Mater Newcastle Hospital Auxiliary	Thornton Little Athletics Club
Cancer Council of NSW	Thornton Netball Club Inc
Christians Against Poverty	Thornton Park District Cricket Club
City of Maitland Society of Aeromodellers Inc	Thornton Park Junior Soccer Club
Combined Italian Auto Organisation Inc	Thornton Public School
Four Wheel Drive NSW & ACT Hunter Region Sub Committee	Thornton/Beresfield Rugby League Club
Francis Greenway High School	Westpac Rescue Helicopter Service
H2O Baptist Church Maitland	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	Woodberry Wolves Baseball Club
Hunter Medical Research Institute (on behalf of Mark Hughes Foundation)	



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