

BERESFIELD BOWLING Club Limited

68th ANNUAL REPORT 2017-2018



Office Bearers 2017-2018

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 Mark Conway
Mr Don Lawrence
Mr Wayne Lewis
Mr Ron Morley



Chairman's Report

I have great pleasure in commenting on the performance of your Club over the last year.

Trading has been strong across all activities resulting in a healthy end of year financial result. As is our tradition, we will continue to invest surpluses in providing you, our members, with upgraded, modernised facilities and services.

By the time of the AGM we will have completed the major renovation of the West Side of the Club and I hope you will enjoy the enhanced facilities in that area. We have recently christened our own Courtesy Bus service and don't the buses look great! Please make frequent use of them.

We are also determined to maintain and build on our record as a strong, competitive Bowling Club at the same time as being recognised by the community as a successful, progressive and supportive corporate citizen.

We are not as advanced as we hoped to be with the proposed Child Minding Facility but we do hope Newcastle Council will soon green light the development application and we can move on with it. We will shortly be looking at all future development options as we get into another Strategic Planning round.

As always, I thank my fellow Board Members for their continued commitment throughout the year and, needless to say, CEO Ian Frame, his staff and all of our volunteers.

Most of all, though, I thank all Club Members for their patience in putting up with the disruption of yet another renovation and for continuing to turn up and support everything we try to achieve.

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 busy year for the Club, culminating in the latest renovation project that kicked off in February. At the time of writing this report the vast majority of the work has now been completed and all the new spaces are operational and available for members and guests to enjoy.

Throughout the last year we continued to trade very well, seeing growth in all areas of the Club's operations. It has also been pleasing to see our membership base grow to more than 7,700 members at year end, as the Club continues to provide facilities that are attractive to our locals and visitors alike.

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 present another positive result to the members this year. The final net profit of \$733,154 represents a sensational result that is a reflection of the confidence shown by our community in what we have achieved and are planning to achieve in the future. However, as I always say, it is the cash flow profit recorded of \$1,554,536, the largest such profit that can be found on record, which is a true representation of the financial strength of "Your Club".

As I mentioned in my report last year, the Club was excited to be embarking on the development of a Child care facility on a portion of the "Lenox Street carpark" land and a new layout for the car parking on this site. I am pleased to report that this project was a significant focus for the Board and senior management this year, with a Development Application being lodged with the Council in February 2018.

At the time of this report we are still awaiting the final determination of this application, however we are sure that it is not far away. This is an exceptional project for the Club that is just the first stage in the Board's long term goals to diversify the Club's income streams and secure its future as a first class community asset.

As mentioned by Chairman Des, the Board and management will now shift our focus to completing a review of the Club's Masterplan and strategic plan in the coming months as part of the commitment to ensuring that your Club is ready for whatever challenges lay ahead. While the Club is currently in a strong position it is imperative that we don't dwell on past success or achievements and continue to strive to improve our facilities and service. This approach will allow your Club to grow into the future as our community grows and changes over the next 10-20 years.

I am extremely pleased and proud to inform our members that the Club has again been in the fortunate position to provide continued financial and in-kind support to more than 50 organisations over the past year to the tune of more than \$130,000. This is another fantastic commitment from your Club to supporting those organisations that make our local communities what they are; from our schools and sporting clubs, to regional not-for-profit organisations and national charities.

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 Chairman Des Skinner and the Board of Directors, thank you all for the passion you show for your Club and the desire to see us moving forward into new and exciting challenges. Thank you for your patience during the last few months and I sincerely hope that you take great pride in the Club that you have delivered for the members.

To my staff, I would like to take this opportunity to publicly thank you for your commitment and your desire to continually improve the service we provide for our members. As a group you make Beresfield Bowling Club the friendly and welcoming place for our members and guests to come to every day, and you all should be very proud of the Club you have in some way helped build. Your continued professionalism will enable us to ensure the future remains bright.

Last but not least to our members, a huge thank you for your interest in what has been going on in your Club over the past six months and continuing to support the Club during a time of disruption and change. Without this support your Board and management would not be in the position to provide the facilities and service that you so richly deserve.

Enjoy your Club and those that you share it with.

Ian Frame
Chief Executive Officer

Treasurer's Report

A financial record for the Club in 2017-2018 has been achieved. The Club and I will accept this result anytime when it arises because it doesn't happen often. My experience tells me that the volatility of the industry makes each year intriguing.

The financial results for the year ending 31st May 2018 are as follows:

Net profit for the year was \$733,154 compared with \$249,248 last year, while profit before depreciation and amortization was \$1,658,074 compared with \$1,120,362 last year.

Cash profit from operations recorded for the year was \$1,554,536 compared with \$1,046,361 last year, while cash in the bank at year end was \$1,776,843 compared with \$1,356,423 last year. The bank loan at year end was \$466,150 compared to \$93,000 last year with the Club borrowing additional funds to assist with the renovations.

The increase in profit was due mainly to an increase in our gaming room revenue of \$580,624 and the increase in the valuation of the investment properties of \$145,000.

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, especially in the form of "diversification", that this healthy position will continue.

On the negative side, expenditure continues to rise with increasing wages, cost of sales, insurances and electricity. It is imperative that we continue to keep these costs in check and I am confident that with CEO Ian and his management team and staff, together with Chairman Des and his Board of Directors that this will be achievable.

Any chance we see to improve your facility within our cost structure, such as the new TAB and Sports Lounge, bowls lockers and BBQ area, we will do with confidence to move the Club forward.

Remember, our Club is your Club.

Michael Brent
Treasurer

Discussion & Analysis on the Financial Report For Year Ended 31 May 2018

Statement of Profit or Loss and Other Comprehensive Income

The operating result for the year was a net profit of \$733,154 compared to a net profit of \$249,248 last year. The Club's revenue growth exceeded the increase in expenditure.

Total revenue increased by \$666,289 (8.2%) to \$8,785,666. Significant movements in revenue included:

- Sale of goods increased by \$59,534 with the growth predominantly in tap beer sales with the Club expanding the range available; and
- Gaming revenue increased by \$580,624 following ongoing upgrades to the gaming installation and an overall improvement in the economic conditions during the year.

Total expenditure increased by \$336,289 (4.3%) to \$8,241,505. Significant movements in expenditure included:

- Employee related expenses increased by \$51,079 as a result of annual wage increases;
- Depreciation expense increased by \$53,806 following an increase in capital expenditure as the Club looks to improve the facilities and services available to members;
- Insurance expense increased by \$24,240 following an increase in the workers compensation insurance premium during the year;
- Rates and utilities expenses increased by \$29,752 with a rise in the cost of electricity; and
- Poker machine duty increased by \$143,042 as a result of the increase in gaming revenue.

Included in net profit was other income of \$188,993 relating to:

- Gains on disposal of plant and equipment of \$43,993; and
- An increase in the fair value of the Club's investment properties of \$145,000.

Statement of Financial Position

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

Indicator	2018	2017
Current Assets	1,934,593	1,521,190
Current Liabilities	1,854,782	1,141,865
Total Assets	15,593,905	13,990,384
Total Liabilities	2,050,740	1,180,373
Net Assets	13,543,165	12,810,011

The financial position of the Club continues to be strong with net assets of \$13,543,165 and cash assets of \$1,776,843.

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

- Current assets increased by \$413,403 with an increase in the Club's cash assets following the strong operating result for the year;
- Current liabilities increased by \$712,917 and total liabilities increased by \$870,367. This relates predominantly to the timing of the renovations which were in progress at year end. Liabilities relating to the renovations are included in payables at year end and the Club has borrowed during the year to assist with financing the renovations; and
- Total assets increased by \$1,603,521. This relates to the increase in cash assets referred to earlier, an increase in property, plant and equipment following significant capital expenditure during the year as well as an increase in the fair value of the investment properties recognised in the accounts at year end.

Statement of Cash Flows

The Club generated a positive cash flow of \$1,554,536 from operating activities. This good result allowed the Club to increase its strong cash reserves at year end and assisted with financing the capital expenditure.

Proceeds from the sale of property, plant and equipment amounted to \$47,990, while the Club made payments of \$1,555,256 for the purchase of property, plant and equipment relating predominantly to the renovations and gaming machines.

The Club made loan repayments of \$93,000 during the year and borrowed \$466,150 to assist with the renovations.

Overall there was a net increase in cash and cash equivalents of \$420,420 for the year.

Annual Bowls Report

It is with pleasure that I present the 2018 Lawn Bowls report. At the time that this report was due the Magpies had 6 pennant sides contesting playoffs for Flags. In the Mid-week we had our 1 and 5/1 grades about to play semifinals while in the Saturday Comp we had 1, 2, 4 and 5 grade doing battle for their respective Flags.

I thank Terry Lockwood, Wayne McVicar and Anno Van Zanden 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 as well as the players who filled in on short notice throughout the year, in total we used 99 players for the Saturday competition.

The Magpies also had success in Zone events with Frank Leslie winning the senior singles at his first attempt, while Bill Hopley made it to the Semi and Mick Brown and Mick Beesley to the Quarter Finals of the same event. Mick Beesley was also runner up in the Champion of Champion singles.

In other district events we had Shane Soper make it to the Quarter finals of the Major singles, Shane also made it to the Quarter finals of the Triples with Dave Wayland and Warren Shipley. Grant Boyce, Brad Unsted and Mick Brown were also in the triples quarter finals. Bernie Greenbank made the Quarter finals of the President Singles, Alby Ainscow and Glen Soper made the Quarter finals of the Open Pairs, Tony Atcheson, Max Dettelbacher, Matt Johnstone and Mick Brown Quarter Final of Fours, Ron Wilson and Frank Leslie quarter final and Mick Brown and Mick Beesley Semifinal of Senior Pairs.

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 STONES Big Bowl side fished in 5th position.

Congratulations to all the members who were selected to represent the Club in all the various Representative sides for Zone 2 the RSL the NSW Bowling Arm and the NSW State sides.

A Big congratulations to our Bowlers of the Year in Gail Reid and Michael Beesley and well done to Mal Adams winning the Encouragement award.

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, Max Dettelbacher, Charlie Glass, Terry Lockwood, Graham Melville 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 Don Reid 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 Women's 2017 Championship Winners**MAJOR SINGLES****Nadine Glover****MAJOR PAIRS****Gail Reid/Helen Korman****TRIPLES****Betty Wilmen/Margaret Boan/Nadine Glover****FOURS****June Evans/Gail Reid/Deirdre Day/Helen Korman****MINOR SINGLES****Mary Stretton****CONSISTENCY SINGLES****Margaret Boan****CONSISTENCY PAIRS****Pat Pascoe/Betty Wilmen****MIXED PAIRS****Lorraine Humbles/Frank Leslie****Congratulations to our Men's 2017 Championship Winners****MAJOR SINGLES****Kevin Roberts****MAJOR PAIRS****Kevin Taylor/Glen Soper****TRIPLES****Ray Bennett/Stephen Lee/John Neild****FOURS****Glenn Wilks/Dave Stuart/Grant Boyce/Colin Byron****MINOR PAIRS****Trevor Undery/Mark Fisher****MINOR SINGLES****Malcolm Adams****SENIOR PAIRS****Jim Rae/Wayne McVicar**

Women's Bowling President's Report

Firstly, I wish to thank all our members for giving me the opportunity to serve as your President for the past year. I'm sure Mum, dad and Nana would have been pleased and a little shocked, as am I, that I accepted the position. As a new executive Roslyn, Chris and myself have received much support and co-operation and for this we are most appreciative. I would not have been able to perform my duties without the wonderful assistance of the management, match and social committee members who keep our club running smoothly week in week out. Thanks ladies.

Congratulations to the Club Ltd for the nearly completed renovations, it all looks very modern and on trend. Our members are pleased to be getting bowls lockers and I am certain we will all enjoy many delicious lunches in the refurbished BBQ area. To President Des and his fellow Board of Directors, our CEO Ian, our Bowls Co-ordinator Warren, our green-keepers and all the staff of the club, my sincere thanks for the support and courtesy shown to myself and all our members this year and always.

At our Presentation night last December our club champions and runners-up for 2017 received their trophies and prizes, well done and congratulations to you all on your achievements. A special congratulations to Gail Reid who was our Lady Bowler of the Year. Also, to Gail and Pam Martin well done on being selected to play in the NSW Bowling Arm team which will compete at the Australian championships in September at East Maitland.

Club Championships for 2018 have started with our major singles and pairs already played. Winners being Lorrain Humbles and runner-up Betty Wilmen in the singles and Lorraine teamed with Pam Greenbank to take out the pairs, with Betty playing with Nadine Glover being runners-up. Congratulations to you all.

The 2018 Pennant season has come and gone with no success to report this year. Grade 2 came very close, needing just 1/2 a point to win the flag. Grade 3 had a little success by winning the round 2 Norman Shield for the biggest winning margin of any team in that round. The District Championships have also concluded with no success coming our way in 2018. I am sure these results will only make us all more determined to achieve great things next year. GO BERO!!!

Our mother's day, father's day, Christmas celebrations and the Anderson/Gray and Reynold Shield days are always well supported by our mixed bowlers, not only do we enjoy our bowls on these special days but also a great lunch and the opportunity to embrace friendship and have some fun.

Thinking of fun I must thank the Mixed Travelling Bowlers' committee President Lyn, Secretary June and Treasurer Pat for the effort they put into organizing our October weekend trips. I believe last year was awesome and included tours of ANZ stadium and the Opera House and still managed to fit in bowls. This year we are heading north to Harrington and North Haven Bowling clubs.

I was asked to keep my report short, sorry I did try. In conclusion, hooray I hear, I wish all our members good health, happiness, friendship, safe travels and keep enjoying playing the great game of bowls, bye.

Gail Stunnell
WBC 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 Cluster Group	Hunter Medical Research Institute (on behalf of Mark Hughes Foundation)
Anglican Parish of Beresfield	Hunter Valley Fly Fishing Club
Australian Red Cross	Hunter Youth Mentor Collaborative
Beresfield Mens Social Golf Club	Koori Kids
Beresfield & District Netball Club	Maitland Relay for Life Committee
Beresfield Barracudas Swimming Club	Maitland RSL Sub Branch
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 Memorial Cricket Club	Newcastle GT Falcon Club
Beresfield Neighbourhood Watch	Our Lady of Lourdes Primary School
Beresfield Painting Group	St Bedes Catholic College
Beresfield Senior Citizens Association	St Vincent De Paul Society
Beresfield Tarro Branch of the ALP	Tarro Fire Brigade
Beresfield Touch Association	Tarro Public School
Beresfield United Soccer Club	Thornton Little Athletics Club
Beresfield/Waratah Slimmers Association	Thornton Netball Club Inc
Calvary Mater Newcastle Hospital Auxiliary	Thornton Park District Cricket Club
Cancer Council of NSW	Thornton Park Junior Soccer Club
City of Maitland Society of Aeromodellers Inc	Thornton Public School
Combined Italian Auto Organisation Inc	Thornton/Beresfield Rugby League Club
Diabetes NSW & ACT	Westpac Rescue Helicopter Service
Four Wheel Drive NSW & ACT Hunter Region Sub Committee	Woodberry & District Athletics Centre
Francis Greenway High School	Woodberry Public School
H2O Baptist Church Maitland	Woodberry Schoolboys Rugby League Club
Hunter Academy of Sport	Woodberry Warriors Rugby League Club
Hunter Breast Cancer Foundation	Woodberry Wolves Baseball Club
Hunter British Ford Group	
Hunter Horse Driving Society Inc	
Hunter Life Education	



BERESFIELD BOWLING Club Limited

www.berobowlo.com.au