



Secretary Manager's Report

Greeting Members, welcome to my inaugural report as your Secretary Manager. At the time of composing this report I am celebrating 12 months' in my role here at the Club and a lot has happened during this time. It goes without saying the Coronavirus has impacted everyone on the planet, we all have our own challenges to address in these unprecedented turbulent times.

Upon accepting the role of Secretary Manager your Board of Directors were very open and transparent highlighting the Club was in a delicate financial position with positive cash flow keeping the doors open. My instructions were clear from the start, 'maintain a positive cashflow and continue to work with creditors to return the Club within trading terms by the end of the 2020 financial year.

Fast forward to 30 June 2020 and I can report that despite it being a difficult challenge at times we have managed to improve the financial performance and position of the club. The Profit result is \$161,352 (2019 loss \$105,099) which is an improvement of \$266,451. Additionally, Members Equity (or Net Assets) is \$59,657 compared to -\$101,695 last year.

It must be acknowledged the Kotara Women's Bowling Club and the Kotara Flying Bowlers incredibly donated their respective loans to the Club during the year upon the forced closure of the Club with the Coronavirus pandemic. Wavering the loans reduced the Club's liabilities on the balance sheet and contributed to \$40,000 of the year's profit result.

It is important to note that the job is not done, it will always be a work in progress. The club is still a long way from financial security. As long as we continue to critically assess decisions in the best interest of the Club and its members then the future looks prosperous.

The financial reports aside, there were significant events during the year including the departure of our Greenkeeper, Justin Woweries, and the subsequent contract appointment of Jarrod Duncan until the Coronavirus shut down. Bowls NSW announced the introduction of Open Gender Bowls for 2020 Pennants with free registration for RNSWWBA Bowlers. This was eagerly taken up by our Club bowlers. The Coronavirus harpooned Club trade and community sport including Open Gender Pennant Bowls and Kotara South Netball Club season which we entered into a sponsorship arrangement with.

Clearly, the most significant external force that has impacted the Club during the year has been the Coronavirus and the Public Health Order that closed our Club doors in March 2020. Thankfully, due largely to ClubsNSW, we were able to reopen in an on-premise capacity in June 2020.

Our operating environment changed with infection control and people safety a primary focus. In NSW it is mandatory for businesses like ours to have 'CORONA SAFETY PLANS'. Many government agencies have authority to inspect businesses and issue fines for non-compliance. You will have noticed a number of measures where we check your body

temperature, record your arrival and departure, require you to be seated and hand sanitiser throughout the Club amongst other measures. Club staff have been directed to enforce our Covid Safety Plan. We understand things have changed and they can be difficult to adjust to! We ask that you treat our staff with respect when we address you about health and safety matters, no matter how frivolous they may seem.

Federal, State and Local Government support has been of paramount importance to assist your club survive during these uncertain and turbulent times. Newcastle Council has provided rent rebates, we have successfully secured 3 state government grants and the Federal Government continues to support the Club with JobKeeper and Cash Boost payments.

We have engaged strategies to improve the Club's finances by attempting to maximise our trading revenue while controlling our operating expenses. We have limited trading hours, promotions, bowls and activities throughout the week. We thank you for your patience while we trade in a limited capacity despite it being disappointing at times.

You will notice this year the notice of AGM includes resolutions for members to consider allowances. I encourage you to read and consider these resolutions to first determine if you support the motions in principle and then to assess if you consider the amounts to be reasonable and fair. You will be asked to vote on these. Your club Directors have not been entitled to benefits like honorariums for some time and they volunteer a lot of time in the best interests of the Club, they also carry the burden of a large amount of responsibility.

I urge members to review the financial reports and if you require further clarification or wish to ask the Accountant questions, I strongly recommend you contact me in advance so we can thoroughly research the answer to provide a prepared accurate response. Additionally, if you have any questions about my report or anything else contact me at the Club.

I would like to take this opportunity to thank the Board of Directors for their support, guidance and encouragement over the last year. I would also like to acknowledge the efforts of the staff team who continuously demonstrate unwavering commitment to the Club and support me to deliver outcomes in the best interests of the Club.

Finally, I thank the members for their support and encouragement throughout the year. It is abundantly clear this Club relies on the values of community and commitment of its members. I would like to extend a special acknowledgement to those who volunteer their time to contribute to what this Club is – "a place for people to share their interests, hobbies, music, sport and the like." Our Club relies on volunteers and people to thrive and prosper.

I wish everyone a happy and prosperous year ahead and look forward to continuing to serve as your Secretary Manager.

Yours faithfully,

Benjamin Hamilton