



**MINUTES OF THE 66TH ANNUAL GENERAL MEETING OF ST JOHNS PARK BOWLING CLUB LIMITED
HELD ON SATURDAY 12 NOVEMBER 2016 IN THE CLUB'S AUDITORIUM AT
93 EDENSOR ROAD, ST JOHNS PARK NSW 2176**

Attendees: Paul Norris (Chairman), Geoffrey Lewsam (Deputy Chairman), George Humphries (Treasurer)
David Marsh (Group CEO), Sarojini Ram (Chief Financial Officer)

Invited Guests: Tony Johnston (Eastern Commercial Lawyers)

Minute Secretary: Nancy Kleinert

It was noted that the proceedings of this Meeting were being recorded for minute taking purposes.

WELCOME

The Chairman welcomed all members and invited guests to the 66th Annual General Meeting (AGM) of St Johns Park Bowling Club Limited (SJPBC) and declared the Meeting open at 10.00am.

The Chairman thanked Tuncurry Beach Bowling Club (TBBC) members for their attendance. A special welcome was made to Mr Peter Wicks who travelled from Tuncurry by train, leaving his home at 1.30am to attend this Meeting.

Members were invited to sandwiches and refreshments at the conclusion of this Meeting.

ACKNOWLEDGEMENTS

The Chairman acknowledged the Club Limited's Men and Women Life Members:

- SJPBC (Men) Brian Rinaldo (Patron), Robert James, Graham Parker, Brian Robson and Trevor Kable.
- SJPBC (Women) Velma Hatcher, Helen Smith and Barbara Munro.
- TBBC (Men) Paul Riggs (Patron) and John Dooker.
Unfortunately, good friend and tireless worker, Don Andrews passed away earlier this year.
- TBBC (Women) Isabel McBride and Iris Woodward.

MINUTE'S SILENCE

The Chairman called for a minute's silence as a mark of respect for members, friends and relatives who have passed away during the year.

APOLOGIES

- Pamela Stanton (Member #2010)
- Sharyn Renshaw (Member #2134)
- Ann Humphries (Member #2179)
- Raymond Khoury (Member #356)
- Cameron Roan (KPMG Auditor)

Motion: That the apologies received be accepted.

Proposed Christine Walther (Member #2045) Seconded John Cameron (Member #156). Carried.

ATTENDANCE

A total of seventy (70) members were present.

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ADOPTION OF PREVIOUS AGM MINUTES

Motion: That the Minutes of the 65th SJPBC AGM held on Saturday 7 November 2015 be accepted.

Proposed Deborah Schnebli (Member #2002) Seconded Rhonda Lean (Member #2068). Carried.

MATTERS ARISING (with 10 days' notice)

Nil.

REPORTS

• **Annual Report**

Motion: That the 65th SJPBC Annual Report be accepted.

Proposed William Lottey (Member #145) Seconded Peter Wicks (Member #9238). Carried.

• **Group CEO Business Presentation**

The Group CEO, David Marsh welcomed all members and guests; and thanked the current Board for their commitments to the Club over the past 12 months. The Group CEO thanked Terry Green (Secretary Manager of TBBC) and the Senior Management Team for their attendance.

1. Business Overview – TBBC

- Previous Year:
 - First time a Net Profit recorded
 - Financial support of \$35,000 provided to local community groups
 - Club was successfully represented at Club, District, Zone and State levels
 - Club proud hosts of NSW State Police Bowls, Wallis Lake Mixed Pairs and the Annual Women's Bowls NSW State Championships
- Continued Investment:
 - Capital Investment of \$479,000. Major items included poker machine upgrades and entitlements; and audio visual equipment for auditorium
- Debt Reduction:
 - Reduction in Intercompany Debt from \$500,000 to \$100,000
- Operational Review:
 - Resulted in improved financial outcome
- 3-5 Year Strategic / Master Plan:
 - Critical that TBBC remain financially stable over the coming years

2. Business Overview – Tuncurry Beach Motel

- Previous Year:
 - Successful year with substantially improved profit
 - Operational review included reduction in costs, new motel operators and the introduction of online marketing and booking system
- Continued Investment:
 - Internal upgrades included tiling, bathroom renovation; new beds, microwaves and sofas
 - External upgrades included painting, office door replacement, new pool filter and introduction of CCTV

3. Business Overview – Hawke Street Holiday Units

- Continued Investment:
 - Upgrade of in-room facilities continues
 - Replacement of current roof (in urgent need of repair)

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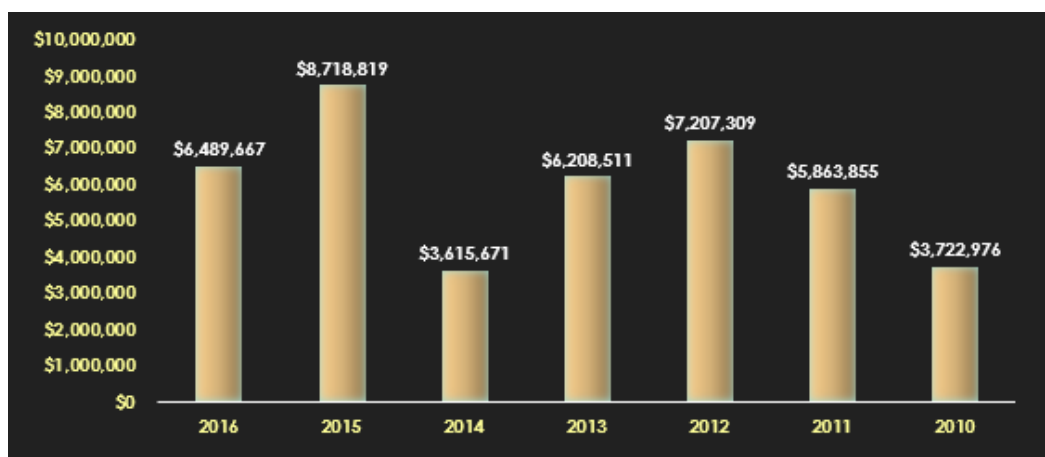
4. Business Overview – Group

- Amalgamation – Wallacia Bowling & Recreation Club (Wallacia):
 - Amalgamation became effective 14 September 2016
 - Liquidation process is underway and will be formalised at a Wallacia Member’s Meeting on 7 December 2016. Once process is complete the Club will trade as *Club Wallacia*
 - Memorandum of Understanding (MOU) is currently being implemented
- Constitution & By-Laws:
 - Amendments made to Constitution and approved at 2015 AGM have now been actioned
 - By-Laws are modified by the Board throughout the year to reflect changes in the law or business requirements
 - Amendments to Constitution or By-Laws under the approved Wallacia MOU will be actioned as required
- SJPBC Renovation Update:
 - Capital Investment >\$12M. Major items included new pub style Bistro (Swish Pub Grub | Pizza); new coffee shop (Baking Room); new pub style function centre (Pavilion Bar); and new Asian dining experience (Xi Yan Asian Cuisine)
 - Council have approved Development Application (DA) to build Administration facility on first level of Pavilion Bar
 - Awaiting DA approval from Council to build additional carpark levels, which includes 240 car spaces
 - Gregory Hills development plans currently on hold
- SJPBC Strategic Plan:
 - Currently in 4th year of planning
 - Agreed branding strategies being delivered
- SJPBC Bowls Strategic Update:
 - Investment commitment of >\$200,000 in next 12 months to include:
 - new shades around Greens
 - new bowls benches
 - new electronic scoreboards for all Greens
 - replacement of turf on Greens 1 & 3
 - replacement of banks on all Greens
 - new designated smoking areas around Greens

• CFO Finance Presentation

The CFO, Sarojini Ram welcomed all members and guests.

1. Group Performance



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2. Venue Contribution

Profit	2016 \$	2015 \$
St Johns Park Bowling Club	6,068,556	5,639,834
Tuncurry Beach Bowling Club	54,464	(190,822)
Tuncurry Beach Motel	91,647	29,807
Operating Profit	6,214,667	5,478,819
Increase in Value of Investment Property	275,000	1,015,000
Profit from Sale of Land (Gumdale Avenue)	-	2,225,000
Net Profit	6,489,667	8,718,819

3. SJPBC Performance

- Net Operating Profit of \$6.2M (2016) compared to \$5.4M (2015)

4. TBBC Performance

- Net Operating Profit of \$54,464 (2016) compared to **-\$190,822** (2015)

5. Capital Expenditure

- \$12.6M Capital Investment to include:
 - Gaming product upgrades at both sites
 - New restaurant – Swish Pub Grub & Pizza
 - New coffee shop – Baking Room
 - Construction Progress Payment – Pavilion Bar & Xi Yan Asian Cuisine
 - Purchase of rental property adjacent to TBBC

6. Club Cashflow

- Debt free
- \$2.1M in Term Deposit

7. July to September 2016 Results

	SJPBC	TBBC
Bar Sales	↑ 6%	↑ 4%
Catering	↑ 53%	↑ 3%
Keno Commission	↑ 26%	↑ 7%
TAB	↑ 7%	-
Gaming Revenue	↓ 6%	↑ 1%

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ORDINARY RESOLUTIONS

- **First Ordinary Resolution**
Motion: That the First Ordinary Resolution pertaining to Director's Expenses be accepted.
Proposed George Humphries (Member #252) Seconded Deborah Schnebli (Member #2002). Carried.

- **Second Ordinary Resolution**
Motion: That the Second Ordinary Resolution pertaining to Director's Training be accepted.
Proposed Geoffrey Lewsam (Member #153) Seconded Trevor Kable (Member #8). Carried.

- **Third Ordinary Resolution**
Motion: That the Third Ordinary Resolution pertaining to Director's Honorariums be accepted.
Proposed Michael Cousens (Member #79) Seconded Kevin Casserly (Member #361). Carried.

CORRESPONDENCE OF GENERAL INTEREST / FINANCE / BUSINESS (with 7 days' notice)

Nil.

2016 BIENNIAL ELECTION RESULTS (Ballot conducted by Metro-Poll Pty Ltd)

The results were as follows:

Chairman (1 to be elected)

Paul Norris	182	ELECTED
George Humphries	76	

<i>Total Formal Votes</i>	258
<i>Informal Ballot Papers</i>	4
<i>Total Ballot Papers in Count</i>	262

Deputy Chairman (1 to be elected)

Geoffrey Lewsam	181	ELECTED
Michael Cousens	77	

<i>Total Formal Votes</i>	258
<i>Informal Ballot Papers</i>	4
<i>Total Ballot Papers in Count</i>	262

Treasurer (1 to be elected)

George Humphries	ELECTED UNOPPOSED
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Directors (6 to be elected)

Kevin Casserly	230	1st
Deborah Schnebli	218	2nd
Peter Foster	213	3rd
Michael Cousens	208	4th
Trevor Kable	193	5th
William Lottey	185	6th
Bill Pendergast	133	
Donald Boulizos	96	
Geoffrey Lewsam		

<i>Total Formal Votes</i>	1,476
<i>Informal Ballot Papers</i>	16
<i>Total Ballot Papers in Count</i>	262

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APPOINTMENT OF 2017 SJPBC MEN'S BOWLING CLUB SELECTORS

The Chairman congratulated Selectors elected:

- Barry Lancaster (Member #109)
- Garry Stanwell (Member #210)
- Josh Berry (Member #118)

APPOINTMENT OF 2017 WELFARE OFFICER

The Chairman advised Members present that a nomination for the position of Welfare Officer would be forthcoming.

GENERAL BUSINESS

The Chairman invited members to present any General Business concerns.

- John Cameron (Member #156):
 - Men's State Pennants (Berry) – It was noted that he was proud to have travelled with the team as Manager; and commended the team for their exemplary behaviour and sportsmanship
 - Bowls Office – Thanked the staff of the Bowls Office for their efficiency and courteousness
- Peter Wicks (Member #9238):
 - AGM Date – Questioned the date changes of the AGM over a period of years

MEETING CLOSED

The Chairman declared Meeting closed at 10.35am.



**Mr Paul Norris
Chairman
St Johns Park Bowling Club Limited**