



CHAIRMAN'S REPORT

Bruce Robinson

June 2024

The Board met on the 4th June 2024 to consider the results for April 2024 and to receive an update from Paul Sullivan on the operations of the Club.

The trading result for April while disappointing, shows gaming is holding up, bar trading is impacted by cost of goods and labour costs (more on this later), Administration costs were up due to legal fees and retrenchment payouts.

We are starting to see a positive impact on cash flow from the appointment of the bistro caterers, through the kitchen staff being taken over by the caterers, and the Club not having to purchase food and supplies for the Bistro. This is also impacting on administration hours in the office, in not having to process invoices, freeing up the office staff to do other administration duties and take on further responsibilities.

The new golf operations is also showing a turnaround in operations, compliments to Dave Hobday and Matt Cotter for the hours and efforts put into establishing the Sports Shop. There will be an end of year sale soon on all clothing, so drop in and take a look.

Paul Sullivan presented a very thorough overview of his forensic audit into all cost centers and profit centers within the Club. Part of this audit involved comparing the Clubs performance in all areas over the last 4 years. As a result of this some decisions have been made by the Board, in the Clubs interest moving forward.

The first of these is in relation to our bar trading, with consultation with our suppliers, it was determined that we need to increase our bar prices, to bring us into line with or slightly below the Club industry average, but still below our opposition in the town.

This increase will take effect from the 1st July, it is not a flat increase, it will be different for every beer product line.

The Federal Government indexes the excise duty rates for alcohol twice a year, usually in February and August, and in July this year there will be an increase in the minimum wage rate, which flows through, in the past the Club has chosen to only pass on part of these increases. The increase from 1st July will be the only increase this year, and we will consider again in February 2025, after the Government announcement.

The new pricing will be displayed at the bars advising of each beer brand increase.

Maintenance around the Club continues to be conducted and items attended to as per a maintenance schedule, and planning is in place for some major work in early 2025.



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The decision to close the Gymnasium in the Sports facility, was made after consultation and inspection by the Clubs insurer, who made the Club aware that the Gymnasium was not compliant on a number of fronts, and that the Insurance company would not cover the Club in the event of injury claims, and that a Civil Liability claim could pursue.

All the Clubs sporting areas continue to perform well across the Board and participation by Members is well supported.

In August, we have been granted by Golf NSW a \$50,000 prize money golfing event, to be conducted over 2 days. The Club will be organising a Pro Am on the Friday prior to this event, a working group headed by Dave Hobday and Peter Tyler are organising this day, details will be available soon.

On Saturday the 22nd June 2024, the Club will host the Macleay Valley Business Awards in the Auditorium, this will be a great opportunity for our new caterers to showcase the excellent food offerings that the Club now offers. The Bistro has been receiving great reviews from patrons new and old, the daily specials continue to add variety to the menu. The Bistro is now open 7 days a week, with Monday nights added in with a Monday night pasta special.

Check out on our website, social media pages or what's on flyers at reception on what events and entertainment are coming up this month.

The Board thank you for your support in continuing to develop and maintain our Club.

Cheers

Bruce Robinson - Chairman