

January 2025

This will be the last Chairman's Report to the members, the previous Chairman's message is now being replaced with a "New Look Monthly Newsletter" compiled and presented by the Club's staff.

The Newsletter will provide an insight to what's happening around the Club, it's Inner Clubs, it's connection to the community through partnerships and programs and its distribution of Club Grant funding. This will also include a more "Up close and personal" relationship with the staff.

Changes to the Board

At the January Board Meeting, the then Chairman Bruce Robinson stood down, allowing the appointment of Paul Sullivan to take up the position of Chairman, with Scott Colomb filling the vacant position of Vice Chairman. Bruce will remain as a Board Member. Bruce was recognised by the Board for his professionalism, leadership throughout a difficult period and as a person of untouchable integrity.

Journey of Change

The Board's first 12 months has been a journey, emphasised by commitment to implement and deliver operational and financial change, sustainability through organisational reforms, re-adjusting and modernising the Club's 'Business Model' post covid.

Our Board in co-operation with the Club's hard-working staff have basically 'refreshed, reloaded and relaunched' your Club.

These changes have put the Club in a position where the organisation's operations and finances are now in a very healthy place.

Organisational change didn't just happen, it came with knowledge-based planning, research and industry based consultation.

Industry Consultation

The registered Club and Hotel Industry is currently grappling with substantial challenges, this was highlighted by discussions with industry leaders. A consensus among hotel owners, Club executives, major financial institutions and their economist, indicated that Clubs specifically were experiencing varying levels of stagnation and heightened competition in key areas of revenue (eg; unregulated online gambling) resulting in diminishing revenue streams, shrinking profit margins and post covid abnormal rises in operational costs. Major shifts in members patron behaviours and expectations have led to reduced discretionary spending, individuals and households are under financial stress.

Furthermore, ongoing political reforms, regarding alcohol and gaming, government costs and policies have produced an environment of over regulations at a substantial cost to the member and patron.

Regional Clubs, particularly Bowls and Golf are bracing for minimal growth. Making sustainability contingent upon innovative and diversified business modelling.

To navigate these challenges, Club Boards have to provide 'Clear Vision' for the future whilst gathering insights and discussions towards the next generation of 'new revenue' through diversification strategies, development of the Club's key assets, innovation through technology and concentrating on the Club's core strengths.

Kind Regards

Paul Sullivan