



## **North Shore Country Club and Residents Association**

PO Box 145. Hillary's WA 6025  
19 Henderson Drive, Kallaroo WA 6025  
ABN No. 20 353 736 273

### **Annual General Meeting Monday 9<sup>th</sup> November 2020**

Meeting Convened: 19:30hrs NSCCRA Club House

#### **Committee Members in Attendance:**

Larry Hirsch President  
John Ingrams Secretary  
Mike Bennett  
Jeff Danylyk

Rod Van  
Shane Rayfield  
Linda Frith

#### **Apologies:**

Tony O'Brien Treasurer  
Tom Mason  
Shelly Ure

Sean Murphy

#### **In Attendance:**

Ben Hocking  
Craig Barlow  
Wendy Campbell  
Ron Keatley  
Lawrence Cook  
N Vickers  
Cassie England  
L Collier  
Margaret Eastwood  
Harold Lyche  
Campbell Nunn  
Laurie Cook  
Philip Vinciullo  
Shirley Woodcock

Heather Geddes  
Julian Spada  
Jeremy Atkinson  
Sarah Atkinson  
Nick Cater  
Wendy Campbell  
Mike Bennet  
Ben Hocking  
Geoff Burnett  
Tara Davidson  
Andy Seale  
Craig Coburn  
Christopher May  
James Wild

#### **Proxies Received**

None



## Welcome:

**John Ingrams** welcomed everyone to the meeting explaining he would be presenting the Management reports, the election of the new officers for the Committee, Financial report, approval for the annual fees and then information regarding the ongoing challenges and priorities for development of the facilities of the Club including a significant proposition placed before the club for decision.

It was confirmed that with Ordinary members present the club had a **quorum** to proceed with the meeting and decisions. John introduced the annual Presidents Report to which he highlighted the members of the main Committee and role of sub Committees who were now to be replaced by the new committee to be voted on. He wished to thank everyone involved throughout the year for their contribution and their participation and efforts which had been an exceptionally busy year and some significant achievements.

- President : Larry Hirsch
- Treasurer: Steve Kerr Resigned Replaced by Tony O'Brien
- Secretary: John Ingrams
- Committee Members:

Tom Mason	Sean Murphy
Shane Rayfield	Jeff Danylyk
Shelly Ure	Mike Bennett
Linda Frith	Peter Frith [Resigned]
Ben Hocking	[Tennis Advisor]
Ulf Klinteberg	[Club Steward Resigned]
Tania Whitt	[Temp Club Steward]

John advised the membership that during the year the club had needed to traversed through the Covid 19 situation and although it had been very challenging and testing, the club had persevered with many levels of support from members and the tireless work of the committee and staff.

This situation was unprecedented and caused enormous strain on the finances of the club, where it was closed for a number of months with minimal if little income, but with an amazing effort it had bounced back and this was solely down to everyone concerned putting in tremendous work and time, which he thanked all of them.



John also advised that a number of the existing committee were stepping down and he wanted to thank them personally for all their contribution over the years which had been exceptional and they would be missed, even though he knew they would always be there to support club as needed.

## **2019/20 AGM minutes**

**The meeting agreed the minutes and contents of NSCCRA AGM 2019/20 with no actions required or matters outstanding**

## **Key Achievements 2019 – 2020**

John highlighted that during 2019/20 some Key committee work had been the completion or still in progress:

- Completion of new access ramps
- Enhanced relationship with Inner Strength and Bigpoint
- Enhanced operating arrangements of Bar/Kiosk
- Enhanced collaboration with Tennis West
- Active Social-program for members
- New web-page and Social media platforms
- Growing number of Sponsorship[s] and Partnerships
- Vibrant Tennis participation including Friday evenings, competitions and social programs throughout the week
- Appearance of Club before the Senate Select Committee Inquiry into the Administration of Sports Grants.
- Operating the club under government restrictions imposed by Covid 19

John then went on to advise the meeting of the Key Challenges before the club for forthcoming year.

## **Key Challenges, Moving forward**

- Cash reserves remain strong but the club not able to raise the required revenue to fund costs or major repairs due in next few years without exhausting the reserves
- Improve the revenue income to operating costs above break-even
- Maintain vibrancy of the club and its activities



- Improve turnover revenue from bar and kiosk
- Improve Income from Sponsorship[s] and Partnerships
- Marketing more patronage and memberships
- Increased member hire[s] and public venue use
- Funding of Children's Playground
- Controlling all Expenditure
- Explore options to place club on sustainable financial footing through potential Commercial partnership [s] on leasing unused land of the club

## **Officer Reports**

### **Treasurer's Report and Financial Performance 2019-2020**

John explained that with Tony unable to attend he undertook to present the report. In respect of the financial year completed which had significantly impacted on results they included income from Job-Keeper and Cash Boost from the government in regard to Covid implications. There was an amount of interest received from the previous unsecured investment, but now resided in a secured bank account.

Financial results showed a small operating profit but with depreciation the club is reporting a smaller overall loss than year previous. All grants received were off set against capital expenditure and therefore reserves showed a small increase on previous year.

Financial projections indicate the club would be able to maintain a small operating profit from its general operating income to expenditure but without raising other income these would be insufficient for those finances to meet that required for major replacement or repairs which would need to be funded from the reserves.

Comments from the floor related to income[s] requested that the committee looked at the ratio of profit from the sales of drink, how we could raise the income from more tennis members, and the levels of expenditure. Discussion took place on the changes in club membership demographics and the purchasing of alcohol and types of memberships wanted. John agreed these issues would be reviewed by the in-coming new committee.

Discussion also took place on the needs potentially faced by the club on the major expenditures known to be required within the next few years and ongoing replacement program of assets. Projections indicated the club required an operating figure of profit around \$60K per annum to fund these otherwise cash reserves would be depleted over time as a consequence.



A number of views were expressed acknowledging this or challenging it. John reiterated that the treasurer and the committee had reviewed this as a reasonable position, not done before in previous reporting as to assisting the club on managing the financial position of the club. All members were able to discuss with the treasurer or committee to express their view.

**Reconciliation of Financial Performance (FY 2019/20) were noted and duly accepted by the membership.**

## **Membership Report**

- At end of last period (30/06/20) 511 members receiving \$33,000 in fees (125 Tennis/386 Social). 22 members more than previous year. A decline of 20 tennis members but an increase of 43 Social members, in line with trends over the last number of years.
- However, we currently have 411 members receiving \$33750 in fees, compared with 377 members at the same time last year.
- So appears on track to meet/exceed last year's figures given Friday night social is just starting to ramp up (approx. 200 members joined last summer).

Comments from the floor acknowledged the increase in memberships, and this was attributed to the hard work by all. John also advised the meeting that the success of the Tuesday Open Court sessions had significantly increased tennis memberships and thanked all those involved for all their hard work. The number of people attending including more female representation was pleasing and the real hard work would be to retain them and promote activities to maintain participation as key objectives this year for the club.

He also advised that the committee had reviewed prices for membership this year aiming to be competitive with surrounding venues. It was hoped that club expectations on memberships this year would exceed those of last year with such increased participation of the tennis activities, social events and club events.

## **Club Steward Report**

- Tania replaced Ulf as temporary Club Steward in April but unable to continue so Jeff caretaking until replacement employed
- Draft beer sales continue to be very popular, review of stock to sales and selection underway on turnover,
- Number of successful club events throughout year [St Patricks, AFL, Oktoberfest, Sundowners' ] with more planned including NYE and Xmas function with Xmas carols by a choir, please come along and support
- Chase the ace still creating fantastic excitement at 8pm on Fridays
- Continued levels of positive feedback from members and guests especially Friday nights increased sales and social memberships.
- NSCC & Big-point continue to provide fun activities for kids on Fridays at 6pm throughout summer months.



- Bar opening now include Tuesday's Wednesday's Thursday's Friday's as well as Sunday afternoon's.
- Number of functions and hires already booked in, due to improved grounds and atmosphere, more potential for functions, increased profit from bar and provision of catering, and better access arrangements

## Tennis

- NDTA remains a really strong league, with NSCC fielding 4 out of the 12 Men's teams on Wednesday nights and 2 Mixed Teams out of 8 on Saturday afternoons.
- Last winter season 2 of our 4 Men's NDTA teams made the finals, with our top team being Runners up in Div1, and our second team winners of Div2.
- We also have a blended Tennis West Midweek Ladies team with Ocean Ridge, and a Tennis West Men's Fast Four Team playing on Monday nights
- NSCC remains the host club for NDTA, including for mid and end season functions.
- The NDTA Leagues now have sponsorship arrangements with Whitford's Brewery, Padbury Pizza and Fire horse Hot Sauces, plus a dedicated Newsletter – a big thanks to Norman Burns and Jeff for making this happen
- Our Club Champs has had to have the Finals postponed until Sunday 29<sup>th</sup> November Sunday and afternoon social from 3pm remains very popular thanks to Jeff, Sean & Julian.
- Thursday night social also remains popular thanks again to Jeff - with many of the players now migrating into our Wednesday night Pennants teams.
- With the huge success by our Club in the Tennis Australia's "Open Court – Get your Racquet On" campaign which ran after the Australian Tennis Open this year – at which NSCC was recognised as the most successful participating club in WA – Tara Davidson is now heading up a Beginners Session on Tuesday nights to offer a pathway for those who attended to filter into our social and pennant and coaching sessions at NSCC.
- Informal social tennis Monday morning, Wednesday morning and Friday afternoon continues to gain momentum
- The Club continues its strong relationship with Tennis West and their various campaigns and development activities to the benefit of members
- Congrats to Bryan Evans and Di Johnston for winning the recent Sorrento Tennis Club Mixed Tournament and Norman Burns for runner up in Div 2. Congrats to Jack Hammill and Gordon Young (Sorrento) for winning the Over 35 Doubles Div 2 at the recent Seniors Masters Tournament at Claremont Tennis Club.

## Big Point Tennis

- Bigpoint Tennis programs continue to grow with programs on every weekday and on Saturday mornings.



- Friday night social continues to grow averaging 70 kids every week (several nights exceeding 100) with new families each week getting exposed to the club
- Junior pennants has 2 teams this summer, 0 playing last winter Due to Covid
- We recently had 2 under 10 players compete and win the Dalkeith Tennis West Tournament (singles and doubles).
- We launched pickle ball about 2 years ago and now have huge participation 3 times per week (Monday night, Tuesday night at Sunday afternoons). Held 2 tournaments this year, both being a huge success.
- Club Champs was a huge success this year despite the horrible weather with the Finals of each event being played later this month

Larry Hirsch and John advised the meeting that the club growth in tennis was exceptional and down to the hard work of the tennis committee and others. The growth in all especially women and junior players is exceeding all expectations and this was due to the hard work of the tennis committee and Ben and his team who were congratulated by the meeting.

## **2020/2021 Committee**

The outgoing Secretary John Ingrams proposed the following Committee members and office holders following submitted nominations:

<b>President</b>	Larry Hirsch
<b>Treasurer</b>	Tony O'Brien
<b>Secretary</b>	John Ingrams

### **Committee Members**

Rod Van	Linda Frith
Shane Rayfield	Phillip Vinciullo
Jeff Danylyk	Christopher May

**It was agreed to undertake voting as no other nominations were forthcoming and this was carried unanimously by all eligible voters with all nominations accepted and approved.**

## **Fee's for FY 2020/21**

John informed the membership of the current set fee's for this financial year as recommended by the Committee, reflecting the new memberships and associated discounts within the proposed constitution.

**The membership was asked to approve these and the vote was unanimous in endorsing them and approved.**



## **Childcare Proposition**

John then introduced Nick Cater previous President to explain the context of the business proposition placed before the club from a childcare operator utilising the vacant land adjacent to the top tennis courts. Nick explained that the club had been approached previously by other childcare operators as type of business and the nature of the club were well placed to co-exist on operating hours, clientele for both businesses were complimentary and could cross fertilise in respect of each other, there was a business demand in the locality and potential income would significantly assist the club in its sustainable financial future.

Nick then indicated the nature of the proposal in front of the club, and although discussions had taken place on these within commercial confidence to date, the decision to progress these further now had to be endorsed by the membership.

Nick explained the proposal in respect of the type and location of the childcare, especially the land required for the proposal and potential loss of one of the top courts with its relocation elsewhere on other land of the club.

He then explained the costs and investment required by the club income projections on a number of the build and lease arrangements aligned to the risks to the club with each. He had discussed with the committee these options and the committee had approved the next step on bringing this to the membership for decision to progress the discussions further. In addition if the decision to progress further discussions this would require funding from the club to employ necessary expertise for the club to determine the most suitable proposal.

There were a number of questions raised from the floor on the lease options and risks to the club, the financial projections and affect on the club and its neighbours. Comments were made as to the need for the club to enter into such arrangement as the financial position of the club was not as indicated by the committee the risk high and direction not in the interest of the club.

Other views were expressed that risks were there but the type of lease and build options had not been agreed defining club investment and risk. This was the reason for the decision from members to progress the discussions further or decline the proposition. The income opportunities were to match a real defined need for the club.

Discussions between members varied on how the relocation of one of the top courts could be achieved and its logistics and achievability to using other land. Nick advised that the relocation of the court was subject to a number of issues some not in control of the club and achievability.

John then asked for a vote from the membership as to whether to agree with enabling further discussions with the operator or to decline it and not progress the proposal. He reiterated that irrespective of views of financial risk or loss or relocation of the court the decision had to be made on the proposal and this was the very reason it was in front of the membership.



**The vote was cast and the majority of members attending declined to take the proposal further** and John thanked them for the direction and informed them that Nick would advise of this to the operator and the matter was now closed.

## **AOB**

The Secretary then opened the floor for any other business and questions to which there were none. John thanked all for attending and their participation and the meeting concluded 21:30Hrs

Larry Hirsch  
President  
**NSCCRA**



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