



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 19th November 2018

Meeting Convened: 19:30hrs NSCCRA Club House

Committee Members in Attendance:

Nick Cater President
Steve Kerr Treasurer
Mike Bennett
Ross Sawatzky

John Ingrams
Tom Mason
Larry Hirsch

Apologies:

Ivor Ferguson
Sarah Atkinson

Dean Howlett
Ross Sawatzky

In Attendance:

Jeff Danylyk
Ben Hocking
Andy Seale
Shirley Woodcock
Tania Whitt
Wendy Campbell
Ron Keatley
Craig Cobern
Julian Spada

Shane Rayfield
Rod Van
Tim McKenzie
Patrick Simmons
Kevin Woodstock
Janine Cater
Tonya Gifford
Linda Frith
Peter Frith

Proxies Received

Carole Keatley

Maria Bennett

Welcome:

Nick Cater as President welcomed everyone to the meeting explaining he would be presenting the Management reports, the election of the new officers for the Committee, and then information regarding the ongoing development of the facilities of the Club.

It was confirmed that with approved proxies and Ordinary members present the club had a **quorum** to proceed with the meeting and decisions. Nick began his annual Presidents Report to which he highlighted the members of the main Committee and sub Committees who were now to be re-



placed 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.

Nick then indicated the committee arrangements of the main committee and sub committee's to manage the outcomes for the club.

He then went onto express special thanks for a couple of committee members who were standing down this year after many years of service and he would like the club to note their contributions, being Ross Sawatzky and Brian Campbell.

2017/18 AGM minutes

The meeting agreed the minutes and contents of NSCCRA AGM 2017/18 with no actions required or matters outstanding

Key Achievements 2017 – 2018

Nick highlighted that during 2017/18 some Key committee work had been the completion or still in progress:

- Completion of renovation works to bar
- External painting and replacement of gutters
- Security system installed – internal & external
- Replacement of lower lake bore pump
- Agreement with City of Joondalup to transfer to them ownership/liability of lower lake and retaining walls
- Submission of application for \$0.5m community sports grant (decision pending)
- New tenant (Cherrie - Inner Strength) taken over rental of upstairs area
- New tenant (Lizzie – Little Bits) taken over rental of kitchen

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

Key Challenges, Moving forward

- This past year has been about improving the look and feel of the club in order for members and visitors to enjoy and note improvements.
- Cash reserves remain strong (\$600k) however financially the club remains on a knife edge with revenue not yet sufficient to cover long term maintenance/replacement costs



- To move the club onto a sustainable financial footing we need to be targeting further revenue – potential areas of focus for next year would be grants and sponsorship
- The club will be setting targets for all income streams in order for it to be sustainable and viable into the future as shown in the following treasurers report

Treasurer's Report and Financial Performance 2017-2018

- The club incurred a deficit for the year of \$93,942 against a deficit of \$23,635 for 2017.
- Bar trading income was much the same at \$103,214 (\$101,683) and margin up from 47% to 54% year on year.
- Gross profit from the bar was \$22,578 vs \$21,244 last year.
- All other income has increased from \$76,560 in 2017 to \$86,760 in 2018.
- Membership fee revenue has improved from \$18,791 to \$24,915
- Interest received has dropped from \$14,388 to \$11,705 in line with cash balances
- No subsidies or grants were received in 2018 (\$10,000 in 2016)
- Expenses before depreciation were \$126,420 vs \$79,703 in 2017. This represents a \$46,717 cash spend excess which was attributed to abnormal grounds maintenance costs relating to pump and electrical works as well as the cost of repainting the clubhouse of approximately \$20,000.
- Depreciation rose significantly from \$41,736 in 2017 to \$76,860 with the completion of the clubhouse renovations.
- Cash reserves are currently \$613,000 from \$769,000 last year.
- Property plant and equipment spend in 2018 was \$160,000 which was largely to complete the Clubhouse interior up-grade.

Nick advised that it was necessary for the figures to relate to the overall profit and loss, whereby it included depreciation acknowledging the investment made by the club to the premises and assets, and ongoing replacement/maintenance costs on them, and that revenue income just covered operating costs.

A number of comments from the floor linked the increase in social memberships attributed to the club being seen to be cohesive and maintaining focus on areas of expenditure and growth in income.

Reconciliation of Financial Performance (FY 2017/18 to 2016/17) was noted and accepted by the membership.

Membership Report

- At end of last period (30/06/18) we had 174 memberships, 297 members receiving \$27,869 in fees.
- We currently have 136 memberships, equating to approx 286 members, receiving \$24,892 in fees.



- So appears on track to meet/exceed last year's figures given there are still a few that haven't been paid

Comments from the floor acknowledged the increase in memberships, and this was attributed to the hard work by Dean Howlett. Nick advised the meeting that it was the intention to review 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 aimed at increase through tennis activities and the club Open day.

Club Steward Report

- Introduced draft beer which has been extremely well received (thanks to Whitford's Brewery Pub for supply and install of equipment)
- Club hosted Grand Final and Melbourne cup functions which were very successful
- Chase the ace has been creating excitement at 8pm on Fridays
- Lots of positive feedback from new users of club, especially Fri nights which are resulting in sales of social memberships.
- NYE band booked, to be advertised soon.
- NSCC is going to continue to provide fun activities for kids Fri at 6pm during school breaks.
- Facility being used Tues, Wed, Thurs nights for yoga

Jeff advised the meeting that bar sales were exceeding expectations, as beginning of the year had been affected by the facility upgrade, where turnover had reduced but this had increased since where we exceeded sales last year. The club was experiencing more enquiries for letting/hiring of the facility and this was now at optimum. Club plans will assist with this as they come to fruition and would need more management time.

The meeting noted all those active in the Social Committee are to be thanked and acknowledged.

Tennis

- NDTA still really strong with NSCC fielding 4 out of the 13 teams on Wednesday night Men's and 1 Mixed Team out of 8 on Saturdays.
- NSCC remains the host club for NDTA end of season functions and through member Norman Burns we have a sponsorship arrangement with Whitford's Brewery.
- The Club Champs brought the big upset of our home-grown junior Daniel Neser (12yo) beating Steve Kerr and coach Mike to get to the finals where he was beaten by our coach Ben.
- Sunday afternoon social from 3pm popular thanks to Jeff, Dean & Julian.
- Thursday night social also remains popular thanks again to Jeff - with many of the players now migrating into our Wednesday night Pennants teams.
- Informal social tennis Monday morning & Wednesday morning
- Finally the appointment of one of our senior pennant players Rod Van to the Tennis West Board.



Big Point Tennis

- Bigpoint Tennis programs continue to grow with programs on every weekday and on Saturday mornings
- Friday night social continues to grow with over 60 kids every week / new families each week getting exposed to the club
- Junior pennants has 6 team this season which is the maximum allowed for our club
- Over 35 playing junior members
- Great female playing pathway with under 12, under 14 and under 16 girls pennant teams available
- NSCCRA and Bigpoint launched Pickle-ball at the start of this term which has been a great success. We have all 6 courts being used on Sunday mornings with 80% of the players being new to the club.
- Next year launching WA's very first Pickle-ball tournament at North Shore

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

Comments from the floor enquired as to the club ambitions to improve accessibility for the disabled and being more family friendly, with Nick stating that we were still awaiting the outcome of the bid for the grant, but if unsuccessful this would be a priority for the new committee this year.

2018/2019 Committee

The outgoing President Nick Cater proposed the following Committee members and office holders following submitted nominations:

President	Nick Cater
Vice President	No nomination
Treasurer	Steve Kerr
Secretary	John Ingrams

Committee Members

Mike Bennett	Rod Van
Larry Hirsch	Shane Rayfield
Ivor Ferguson	Vacancies X 2

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



Fee's for FY 2018/19

Nick 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.

AOB

The President then opened the floor for any other business and questions.

A discussion took place as to a form of memorial to recent club members who had passed away and had been keen club participants and stalwarts of the club. It was agreed that Nick would progress this on behalf of the club, as to type and potential locations.

Nick advised the meeting that subsequent to the club agreement, the transfer of the land inclusive of the lower lake was ongoing and he hoped the transfer would occur soon, enabling the City of Joondalup to finish the works regarding the landscaping and works to the lake and grounds.

Nick then thanked all for attending and their participation and the meeting concluded 20:20Hrs

Nick Cater
President
NSCCRA



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