



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 8th November 2021

Meeting Convened: 19:30hrs NSCCRA Club House

Committee Members in Attendance:

Larry Hirsch President
John Ingrams Secretary
Tony O'Brien Treasurer
Jeff Danylyk
Chris May
Steve Armson

Philip Vinciullo
James wild
Rod Van
Shane Rayfield
Linda Frith

Apologies:

In Attendance:

Gill Greathead
Neil Greathead
Mike Bennet
Maria Bennett
Laurie Cook
John Lowe
Margaret Eastwood
Geoff Burnett
Jeremy Atkinson
Sara Atkinson
Julian Spada

Wendy Campbell
Bryan Evans
Simon Fellowes
Tara Davidson
Martin Head
Lester Heredia
Kylie Sachse
Nick Cater
Jack Comerford
Pam Comerford
Keryn Grey

Proxies Received

None

Welcome: Larry Hirsch as President welcomed all to the meeting and then handed over to John Ingrams to chair the meeting.

John Ingrams welcomed everyone to the meeting explaining the evening's proceedings:



It was noted that with Ordinary members present the club had a **quorum** to proceed with the meeting and decisions. John requested of the members the endorsement of the previous AGM minutes of 2020 (copies circulated) as accurate.

2020/21 AGM minutes

The meeting agreed the minutes of the meeting of [] November 2020 with no actions required or matters outstanding

John introduced the annual club 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 in. 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 challenging with significant achievements.

- President : Larry Hirsch
- Secretary: John Ingrams
- Treasurer: Tony O'Brien
- Committee Members:

Shane Rayfield	Jeff Danylyk
James Wild	Philip Vinciullo
Linda Frith	Christopher May
Jeff Danylyk	Rod Van (resigned July 2021)
Ex Officio/Sub committees	
Shelly Ure	Social Media Advisor
Steve Armson	[Pickle-Ball]
Jason Wier	[Tennis Coach]
Cassie England	[Club Steward]

Key Achievements 2020 – 2021

John highlighted that during the previous year some key committee work had been the completion or was still in progress:

1. Strategic Review & Plan



2. Bar Price Review
3. Wellness Programs & collaboration with Inner Strength
4. New Kiosk arrangements
5. Online Membership [Club Spark]
6. Numerous Social Events & Program[s]
7. New Webpage and Social Media
8. New Club Signage
9. Sponsorship[s] and Partnership Evening
10. New Storage Area
11. Growth in Tennis/Pickle-Ball activities and popular Friday nights & New Coach
12. Aussie Day & Kids Adventure Playground
13. Operating within Government Covid restrictions

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

Key Challenges, Moving forward

- Committee Members voluntary capacity with the club's ever growing complex statutory duties and its operations
- Cash reserves are strong, but funding of identified major repairs will seriously deplete the reserves
- Phase 3 'Community Hub' to provide sustainability and enhance and expand facilities to meet growing demand
- New Covid mandates and implications
- Revenue above break-even after operating costs
 - Enhance vibrancy of the club and **all** its activities
 - Increase sales/turnover revenue from bar and kiosk
 - Increase income from Sponsorship[s]
 - Marketing to increase patronage and membership growth
 - Maximise member hire[s] and public venue use



- Manage all necessary Expenditure

Officer Reports

Membership Report introduced by John Ingrams

- At end of last year (30/06/21) 700+ recorded members receiving \$34,000 in fees (25% Tennis/Pickle-Ball 75% Social). 106 members more than previous year.
- We currently have 429 members compared with 413 members at the same time last year.
- This should increase as Friday night social is starting to ramp up (lots of members join/renew in summer) and warmer weather sees an increase in both Tennis/Pickle-Ball membership renewals.

Fee's for FY 2021/22

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.

Club Steward Report introduced by Jeff Danylyk

- The 'amazing' Cassie became the Club Steward!
- Draft beer sales continue to be very popular, price review of cost to price of sale and selection complete.
- Successful club events throughout year, more exciting events planned including Sundowners, NYE and Xmas function and other events, please do come along and support.
- Chase the 'Ace' excitement at 8pm on Fridays.
- Positive feedback from members and guests especially our Friday nights and events with increased sales and social memberships.
- Bar operating on Tuesday's Wednesday's Thursday's Friday's as well as Sunday afternoons.
- Major increase in number of private functions/hires through improved grounds and amenities, and access supporting profit from bar and kiosk.
- Wellness activities of Yoga and Tai chi, Boxing, Bootcamps, Silver Strength proving very successful and popular.

Tennis introduced by Larry Hirsch

- NDTA remains a really strong league, with NSCC fielding 3 out of the 10 Men's teams on Wednesday nights and 2 Mixed Teams out of 8 on Saturday afternoons this summer.



- Last season, our Mixed Team won the Grand Finals, whilst our top Men's Team were Runners up in Div1.
- We also have 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 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 were delayed because of weather and injury, but in the end Daniel Naser was victorious over Alex Chepil.
- Sunday afternoon social from 3pm remains very popular thanks to Jeff & Jason etc.
- Thursday night social also remains popular thanks again to Jeff & Jason - 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" – which has resulted in Tuesday night being Beginners Social Night – we now have our tennis courts occupied on all weeknights. Thanks to Tara, Jason, Phil and Simon.
- 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. Our Club member Rod Van continues as Vice President of Tennis West.
- Congratulations to Bryan Evans and Di Johnston for winning the recent Sorrento Tennis Club Mixed Tournament, for the second time in a row.
- January saw the launch of our highly successful Sawatzky Cup, to remember past president Ross Sawatzky. This year the competition will take place on Saturday 29th January 2022 and will be bigger and better than last year, with a huge number of new sponsors signed up. Big thanks to Norman Burns for his huge efforts.
- We will be hosting another Australia Day Family Tennis Tournament to fit in with the other Australia Day celebration activities which will be taking place at the Club.
- We welcomed seasoned tennis coach Jason Weir as our new Club coach operating as North Shore Tennis Academy who continues to offer coaching sessions at the Club, for Juniors and adults and continues our extremely popular Friday Night's Kids drop-in session at 6pm.

Bryan Evans read out a statement from Jason who was unavailable for the AGM that was accepted by the members on the ambition of NorthShore Tennis Academy.

Pickle-Ball introduced by Steve Armson

What has happened this year at North Shore?

- Club took over the running of Pickleball in July to ensure anyone in the local community can continue to enjoy playing at the Club.



- The club purchased new equipment (nets, paddles and balls) and a new lock up box that now enables all members to play anytime when the courts are available.
- We have added a new social session on Sundays 3-4.30pm that has seen a significant increase in family participation.
- Successfully hosted the World Pickleball Day competition on the 10th October (24 players, 54 matches).
- North Shore pennants team in both the 1st and 2nd division of the inaugural Perth Pickleball 2021 league season.
- Increased player participation since taking over to the levels that were reached before members took over.

Future development plans for Pickleball at North Shore

- Be the first club in Perth to set up a weekly singles and doubles competition ladder (seeding/ grading players) in preparation for tournaments such as the annual WA championships in January.
- Members to obtain Pickleball coaching badges (accredited by World Pickleball) to enable the club to host North Shore coaching sessions at a lower cost and times convenient to the club and players.
- Set up social Pickleball and coaching sessions for children such as a school holiday club session.
- Set up social Pickleball and coaching sessions during the week for retirees.
- Grow player participation, increase pickleball membership and increase the use of the club facilities and bar.

Larry Hirsch and John advised the meeting that the club growth in tennis and pickle-ball was exceptional and down to the hard work of the tennis committee and others.

Financial Performance and Report 2020-2021 introduced by the Treasurer Tony O'Brien

Tony explained that his summary of the year is based on the formal Financial Statements which were available after the meeting for those interested. Tony then summarised:

2020 Results Highlights

- (Cash) Profit before depreciation \$88k
- Record bar sales, up 52% on prior year and 28% on previous best (19/20)
- Record bar gross margin (59%) despite no price increase. Price setting margin set at 60%, less than commercial bars to reflect membership advantage and requirement to purchase only from local retail.
- Record membership income (up 28% on prior year)
- COVID income support \$25k



- Capital Grant Income of \$17k partially offset Capital Expenditure \$38k (mainly playground, outdoor lighting)
- Interest Income down \$33k due to de-risking investment
- Net loss of \$1.5k but \$13k increase in cash reserves after paying \$40k for pond works. 1st cash increase in many years (apart from land sale)

Tony explained financial year results included income from Job-Keeper and Cash Boost and grants from the government regarding Covid which had an overall beneficial effect which would not be repeated. The small amount of interest received from the previous unsecured investment has concluded as now all funds reside in ~~a~~ secured bank accounts.

Financial results showed an operating profit but after depreciation a small loss however, the club is reporting an increase in cash funds not achieved for many years. Capital grants received were shown as income but should be off-set against capital expenditure and do not represent a repeatable profit.

Financial projections indicate the club should be able to maintain a small operating profit (before depreciation) from its general operations if turnover is maintained, but without raising other income these would be insufficient to meet that required for major replacement or repairs which would need to be funded from the cash reserves.

Financial Statements (FY 2020/21) were noted and duly accepted by the membership for signing by the President and Treasurer.

Strategic Plan and Community Hub introduced by James Wild

James introduced to the members the findings of the Strategic review undertaken by the Committee during the year and its relevance to the determination of the club to provision for the membership and the general population of NorthShore and surrounding suburbs.

He advised the membership of the current demographics of the club and their respective breakdown in membership categories and from the survey the need for other activities linked to different age groups and needs. It was evident the club needed to provide more and meet the needs of the community and the wide range of social memberships as well as the current sports.

James then advised on how this helped develop the key aspirations of the club in its direction and plans formulated in a concise strategic plan and outcomes. It would be necessary to develop these within the existing constitution and objectives of the club and committee.

He then linked these to all the previous work and achievements including expenditure by the club, City of Joondalup, and federal funds. All this linked to the next phase 3 of the club development and potential expansion to deliver the previous agreed ambition of being the recognised Community Hub.



James then described the potential opportunity before the membership to deliver these aspirations with funding that would deliver the vision and ambitions linked to the Strategic plan objectives. He showed a proposal that had been presented to potential funding stakeholders and that they had indicated support for the proposal. James then advised the membership of the next steps in the proposal and after them the next steps would be focus this to fruition with them and bring these back to the membership as a Special general meeting in 2022.

The floor was then opened to questions to the membership.

John then chaired the questions directing them to the relevant Officer or Committee lead accordingly:

Questions on the strength of the business case for the proposal for the external stakeholders and the funding were raised. This was replied that the club is aware that it will be required to develop a feasibility statement, lifecycle cost to provision and needs assessment as part of the application for funding. This work will progress with urgency once clarification is made with each stakeholder on contribution and position of support.

Questions were raised on the precise nature of the proposal of the building extension. This was replied in that these were indicative options for meeting and delivering more facilities for the club and the community and were able to be altered and amended once they are developed by an architect.

Questions were then raised on the opportunities for securing funds to repair and resurface the existing tennis courts and the urgency for them. This was replied to in that to be eligible for funding the area need to be designated as multi-sport use. The exact amount of funding and ensuring eligibility would be undertaken within the full scope of the project submitted to all the stakeholders. In the meantime, the club would look to ensure the surfaces are playable until that determination.

Questions were raised about the business case for the club sustainability form the potential income generated with the building proposal. This was replied to in that potential income from some areas within the building would generate opportunities to produce income above operating costs, and therefore deliver the necessary revenue to plan for replacements/repairs the club is unable to do so currently.

John then asked of members that if they wished to enquire more of the strategic plan or building proposals to liaise with himself or the other committee members for more details. This led directly to the proposal for the incoming committee for the membership to progress these ambitions and management of the club for the coming year.

2020/2021 Committee

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

President

Larry Hirsch



Secretary
Treasurer

John Ingrams
Tony O'Brien

Committee Members

Philip Vinciullo
James Wild
Jeff Danylyk
Craig Barlow

Linda Frith
Chris May
Simon Fellowes
Steve Armson

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 to progress the club management and ambitions.

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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