



NORTH SHORE COUNTRY CLUB & RESIDENTS' ASSOCIATION

Annual General Meeting – Monday, 14 November 2022

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

Philip Vinciullo
James Wild
Simon Fellowes
Steve Armson
Ricky Smith

APOLOGIES

Craig Barlow

IN ATTENDANCE:

Wendy Campbell
Sue Willison
Tara Davidson
Shelley Ure
Neil Greathead
Gill Greathead
John Pollard
Ralph Smith
Laurie Cooke
Kev Woodcock
Shirley Woodcock
Peter Rosengrave
Jack Comerford
Pam Comerford
Joanne Grofud
Richard Jackson
Nichola Gallivan

Martin Gallivan
Sharon Brooke
Holly Bowyer
Norma Rampant
Harry Rampant
Geoff Burnett
Julian Spada
Tania Fourie
Neels Fourie
Angela Bertuleit
Mandy Buzzard
Maria Van De Klundert
Maria Bennett
Mike Bennett
Scott Elsley
Patrick Kerry
Cassie England

PROXIES RECEIVED

Brian Briscoe
Ron Keatley

Carole Keatley
Andy Seale

AGM MINUTES – Meeting held 14 November 2022

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.

2020/21 AGM Minutes

*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 2021 (copies circulated) as accurate.*

The meeting agreed the minutes of the meeting held on 8 November 2021 with no actions required or matters outstanding.

John introduced the annual club reports 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.

Key Achievements 2021 – 2022

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

- ★ Amazing 40th Anniversary Celebrations;
- ★ Bar Price Review, new POS and extended opening hours;
- ★ Wellness Programs & collaboration with Partners [Inner Strength, Yoga, Tai-Chi, Motion by the Ocean];
- ★ Operating our current Kiosk Friday arrangements;
- ★ Sustained growth in Memberships;
- ★ Social Events [Markets by the Sea, Sunday Sessions, Members' night, Melbourne Cup];
- ★ Dynamic Webpage and social media;
- ★ Sponsorship[s] and Partnership Arrangements;
- ★ Amazing growth in Tennis/Pickle-Ball activities and popular Friday nights;
- ★ Fantastic New Coaching with Troy Hargreaves and Keryn Grey;
- ★ Australia Day and extending Kids Adventure Playground.

Key Challenges, Moving Forward

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

- ❖ Volunteer capacity with the club's ever-growing ambitions and complex statutory duties and operations;
- ❖ Cash reserves remain strong, but major repairs/investment will seriously affect the reserves;

AGM MINUTES – Meeting held 14 November 2022

- ❖ New lights and resurface for top courts and marking of bottom courts for Pickleball;
- ❖ Improve internet provision for members and guests;
- ❖ Progress Phase 3 'Community Hub' to provide sustainability and enhance facilities;
- ❖ Revenue above break-even after operating costs;
- ❖ Continue to enhance vibrancy of the club and all its activities;
- ❖ Partnership with CoJ Communities team to attract the community groups during the daytime;
- ❖ Deliver new fitness programs with new partner/tenant OpenAir Fitness;
- ❖ Increase sales/turnover revenue from bar;
- ❖ Expand the provision of the kiosk at events/functions to meet demand - especially daytime midweek;
- ❖ Increase number and income from Sponsorship[s];
- ❖ Marketing to increase patronage and membership growth;
- ❖ Maximise member hire[s] and public venue use;
- ❖ Manage all inflation pressures.

OFFICER REPORTS

Membership Report introduced by Simon Fellowes

Simon provided the following highlights:

- ❖ End of last year (30/06/22) 715 recorded members contributing \$39,000 in fees (49% fees from Tennis, 11% Pickleball 40% Social);
- ❖ This was 122 members more than as of June 2021;
- ❖ Currently 503 members compared with 396 members same time last year;
- ❖ Already surpassed membership fees compared with all last year;
- ❖ Memberships should further increase as:
 - Friday night social ramping up (lots of social members join/renew in summer);
 - Warmer weather sees increase in Tennis/Pickleball membership renewals;
 - Increased social promotion such as markets by the sea, Sunday socials and new social evenings in planning.

Fees for FY 2022/23

Simon informed the membership of the current set fees 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 the schedule of fees. The proposal was accepted by unanimous vote.

Club Operations introduced by John Ingrams

The 'amazing' Cassie outperforms expectations as the Club Steward/Manager and continues to build her dynamic team!

AGM MINUTES – Meeting held 14 November 2022

- ★ Sales continue to increase. Club undertook review of selling to buying prices and product selection based on established bar margin expectation. Best turnover (21/22) the club has achieved;
- ★ Numerous successful club events throughout year, 40th Anniversary, Markets by the Sea, Members' night, florist workshops, with more planned including Sundowners, NYE and Christmas function and other exciting events;
- ★ Hopefully no Covid cancellations again!!
- ★ 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 now operating on Wednesdays, Thursdays, and Fridays - as well as Sundays;
- ★ Increase in number of private functions/hires through improved grounds, amenities, and access, supporting profit from bar and use of kiosk;
- ★ Wellness activities of Yoga and Tai chi, Boxing, Bootcamps, and Silver Strength proving very popular.

Tennis Report introduced by Larry Hirsch

NSCC is extremely pleased to welcome back Troy Hargreaves as our Club Tennis and Pickleball Coach. Not only is Troy a highly qualified tennis coach with international coaching experience, but he has also represented Australia as the Over 35 team captain and is a multiple West Australian Tennis champion and continues to compete in state league pennants.

Troy is also the current WA Pickleball Men's Singles Champion and a qualified Pickleball Coach. Keryn Gray continues as assistant coach hosting many cardio tennis classes as well as group lessons.

- ★ Tennis continues to grow at NSCC, with the tennis courts being used for coaching, organised social play, or pennants tennis every day and night of the week.
- ★ This summer season we have 5 teams playing in the NDTA Pennant Leagues comprising two teams in the Monday Night Fast Fours, two teams in Wednesday nights' Men's, and 1 team in our Saturday afternoon mixed league.
- ★ Last season our top Men's Team were Runners up in Division 1.
- ★ NSCC remains the host club for NDTA, including for mid- and end-season functions and as host of the Men's Monday night and Wednesday night finals.
- ★ By reason of Covid and the changing of coaches, we did not host our Annual Club Championships – but they will be back in 2023!
- ★ We will again be hosting our Australia Day FAMILY Pickleball and Tennis Tournaments where our new club shirts will be handed to all participants.
- ★ Friday Night Kids' Social Tennis and Pickleball remains an extremely popular event and a huge draw for our club.
- ★ The Club continues its strong relationship with Tennis West and their various campaigns and development activities to the benefit of members. We congratulate past member Rod Van on his appointment as President of Tennis West.
- ★ Congratulations to Bryan Evans and Di Johnston for winning the recent Annual Sorrento Tennis Club Mixed Tournament, for the third time in a row.

AGM MINUTES – Meeting held 14 November 2022

- ★ The club has committed to enhance the lighting and resurface the top two courts to make them suitable for pennant play.
- ★ The Club has committed to lining all of our 6 courts for both tennis and pickleball – which will result in our Club having 18 permanently marked outdoor pickleball courts – the most for any WA club, which will make our Club the preferred venue for upcoming pickleball tournaments.

Pickleball Report introduced by Steve Armson

What has happened this year at North Shore?

- ★ **Social Participation** – 2 two-hour social sessions per week on Tuesday evening and Sunday morning with 32 players per week on average in the last 12 months (2/3 members versus 1/3 guests).
- ★ **Coaching** – new pro-pickleball coach in July provides 2 additional weekly one and a half hour sessions of ‘Play & Learn’ on Saturday morning and Sunday afternoon, with 6 to 12 players per session on average, and the availability of individual coaching lessons.
- ★ **Weekly Competition** – new pro-coach is running a weekly two-hour box league competition on Saturdays with 12 to 16 players per week, and the only club in WA adopting the global ‘Dynamic Doubles Universal Rating’ system (DUPR).
- ★ **Financial** – AUD\$8k in net income after AUD\$10k of income across memberships and social play and costs of AUD\$(2)k that includes AUD\$(1)k for 6 additional nets and the remainder on balls.
- ★ **Member Achievements** – include Junior (under 18) mixed doubles Australian Championship title at Brisbane in October 2022; Perth Division 1 pennants team grand final winners in March 2022; most successful club in WA championships with members winning 11 Gold, 18 Silver and 3 Bronze medals in January 2022.

Future development plans for Pickleball at North Shore

- ❖ Grow player participation, increase pickleball membership and increase the use of the club facilities and bar.
- ❖ Expand the number of pickleball courts from 6 to 18 to facilitate increased capacity and be-come the largest venue in WA.
- ❖ Host competitions from the WA state championship to DUPR major league events.
- ❖ Offer complementary social and discounted ‘Play & Learn’ introductory and group coaching sessions to attract new players.
- ❖ We are exploring facilitating events with other parts of the community from local universities, schools, retirement centres and industry (the latter with corporate challenges).
- ❖ Partner and work with the tennis community at North Shore.

Financial Performance and Report 2021-2022 introduced by Tony O’Brien - Treasurer

Tony explained the statutory requirement for the club’s financial statements to be “presented” to the AGM. He explained that his summary of the year is based on the audited Financial Statements which were available after the meeting or on the club website.

Tony then summarised as follows:

AGM MINUTES – Meeting held 14 November 2022

2021 Results Highlights

- ❖ (Cash) Loss before depreciation \$8k.
- ❖ Record bar sales again, up 24% on prior year despite no price increase in period.
- ❖ Maintained bar gross margin (59%) on target.
- ❖ Stable membership income (significant increase on prior year).
- ❖ COVID income support \$25K in 20-21 not repeated.
- ❖ Capital Grant Income of \$14K partially offset Capital Expenditure \$73k (mainly signs, storage, playground, blinds/mats).
- ❖ Hub proposal and event costs (40th anniversary/Australia Day) are investments in future viability.
- ❖ Net loss of \$95k and \$65k decrease in cash reserves, now standing around \$500k.

Tony further explained the financial year results as anticipated in the club operating budget and how necessary expenditure on investment required would affect the cash reserves. Unfortunately, most of this needed investment was required to repair or replace amenities, or ensure the club could offer the requirements for members to utilise facilities.

Tony reiterated that the club must **MAXIMISE** all forms of revenue and pursue other income streams to deliver sustainability. It faced several challenges to increase the revenue needed to fund capital works which would continue to deplete the cash reserves and this figure was probably near to an additional \$80K per annum.

Tony then explained why this year the financial accounts were audited as per the requirements under the State Incorporated Associations Act, under which the club is governed. This year the audit was undertaken by Barry Levin on a pro-bono basis and had identified cash takings and payroll as areas where audit evidence was limited, which is not unusual for a volunteer run club. Nevertheless, the committee took action during, and has taken action since, the end of the last financial year to improve these areas.

Tony then advised the members that, after the 1st year, an Auditor must be appointed by the members (Constitution Cl 54 (3) (d)), not the Committee. Consequently, a Resolution was required and put before the members present as below:

“To appoint Barry Levin of Charter Financial Services as auditor for the 2022-23 Financial Year”

This resolution was unanimously accepted by the membership, and they also noted the accounts for financial year 2021/22.

Community Hub Update introduced by James Wild

James provided members an update to the current position of the next phase 3 of the club development and potential expansion to deliver the previous agreed ambition as a Community Hub that would deliver sustainability. He advised on:

Community Hub Progress

- ❖ Election 2022 results and implications -
 - Petition;
 - Building costs;
- ❖ Principal funding stakeholders -
 - Federal MP Ian Goodenough / Candidate Tom French;
 - Minister Templeman (Sport and Culture) / State MP Caitlin Collins;

AGM MINUTES – Meeting held 14 November 2022

- City of Joondalup Mayor Albert Jacob & Officers;
- Department of Local Government, Sport and Cultural Industries
- Lotterywest;

❖ Planning -

- Otium Consulting appointed: Supported in developing business case/ analysis for funding;
- Architects' drawings drafted and consulted.

James then advised on the actions in front of the club to further progress the ambitions:

❖ Short term (2023+): activation

- Evidence that would be needed - Demonstrate the community need to all stakehold-ers and viability of the project
- Prove financial sustainability of the club
- Work with Local/ State/ Federal Government
- Funding applications to deliver on the vision/ aims
- Tenancy agreements to deliver outcomes
- Deliver for our members and the community

❖ Medium term (2024+)

- Lobbying for support – ensuring we are on all parties' agendas now and for 2025 (State and Federal Election[s])
- Shovel ready!
- Building plans are accurate / QS is complete and achievable/ funding applications drafted / business case, business plans and life cycle costs are complete / assurance to all parties that funding is protected

James was able to advise the members present of the ongoing support from Federal MP Ian Goodenough of the letter he had recently written to the current Minister and also a transcript of his re-cent speech in the house placing his support to the Hub.

2022/2023 Committee

John Ingrams then proposed to the members present the following committee members and office holders following submitted nominations:

President	Larry Hirsch
Secretary	John Ingrams
Treasurer	Simon Fellowes

Committee Members

Philip Vinciullo	Chris May
James Wild	Tony O'Brien
Jeff Danylyk	Steve Armson
Craig Barlow	Angela Bertuleit
Ricky Smith	

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.

AGM MINUTES – Meeting held 14 November 2022

AOB

The Secretary then opened the floor for any other business and questions

A question was raised from the floor regarding the potential conflict of usage of the courts between tennis and pickleball and how this would be managed?

Steve Armson responded that timings between Tennis and Pickleball were operating coordinated through Troy the coach and were working. If there were to be any issues these would be amended as necessary. If the ambitions of the club on growth of the sports were achieved, then it would look to implement a booking system as needed but this was not yet required.

A question was raised from the floor regarding the function of the 'Gold Certificates' and if they were still usable.

John responded that they were still applicable but only gave a discount to a holder on their membership fees each year if they wanted to be a member. They did not give anything else.

A question was raised from the floor on the ambition of the 'Hub' and why should the club progress this?

John responded that all were aware that the club financial position was unsustainable. The cash reserves will be depleted if the club does not identify other revenue income and the capacity of the club to do more with the building and facilities was limited.

The ambition as endorsed by the members was to maximise everything we can currently do, evidencing this to those key stakeholders that could assist with the necessary investment needed to deliver phase 3 of the development as the Hub.

These stakeholders are focused on community engagement, delivery of community programs and events, such as the Markets, Christmas Carole, Wellness, and diversity of those provisions. The benefits are a vibrant club with all its sports and health and wellness, social events and programs operating every day and evening. Membership growth is happening, we are more diverse and no longer a hidden gem, but known and on the map. However, the work is not yet complete, but the vision is accepted, and everyone is focused on its delivery.

There were a couple of questions raised from the floor on options to assist with revenue on fees on memberships.

People had experience of paying more to get more, with those using the club more. John responded that the committee would note these points and review this with memberships and fees this year.

John thanked all for attending and their participation and the meeting concluded 21:15Hrs



Signed: Larry Hirsch
President
NSCCRA