

PRESIDENT'S REPORT 2019 - 2020.

By Maurie Hall, President, Honourary Secretary Manager & Licensee of Warragamba
Workers and Sporting Club.

To our valued club members, I present my first annual report as your club President.

The club industry has been going through a time of change over the last several years and this has especially affected the small and medium clubs. Hundreds have been unable to continue trading.

Clubs NSW have advised that over the last ten years, six hundred and fifty clubs have closed and they expect this trend to continue in the years ahead.

Our club has not traded profitably for several years and to overcome this we have been working on a financial plan since May, 2019, to alleviate overhead costs:-

1. **Increase unit prices to reflect gross profit percentages as per the industry** – attain this to limiting purchases and change some suppliers. We have changed some suppliers and the gross profit is still to improve. This is around forty five percent, but the industry standard is 62 percent.
2. **Wages far too high in all areas and we have rationalised** – We would like to congratulate Lauren Heydon for her many years of service and wish her all the best in her future endeavours.
3. **General expenses increased significantly.** ie: Audit fees; bank fees; Monday meat market; Sunday meat market; Bingo and the high cost of entertainment nights. - To this end we are appointing new Auditors, which will show a fifty percent saving. Costing for meat markets and Bingo has been adjusted, as we cannot continue to wear the ongoing losses.
4. **Monitoring of staff entitlements**, annual leave and long service. These have been actioned.
5. **Sale of club property.** It has been planned since 2002 to sell the property upon which the old club was located at No. 10 Eighteenth Street, Warragamba to provide funding for our now club building. The land was subsequently loaned to the Mens' shed, but we must now sell this asset to ensure the future financial viability of the club. We are currently working with Wollondilly Council to relocate the Mens' shed to another site in the area.
6. **A more profitable arrangement with the club caterers (Bistro):** This has been carried out with cover of increased rent, electricity payment, grease trap cleaning and gas. Some

new initiatives are under way. Thanks to Rav and Colin for their years of service to the club. Their last day will be 31st October, 2020. They will be missed by our members. Our very best wishes to you for the future, Rav and Colin.

7. **Budgets:** A new budget has just been completed.

8. **Poker Machines Maintenance contract:** This has been renewed with a new company with a big saving on the contract price and increase in service levels. Many old machines have been removed and replaced with newer models. Also, the machines outside on the verandah have been configured. Assistance has also been given by the company with the new layout of the inside poker machine room and its' installation.

9. **Renewal of Insurance for this year:** Our Broker informed us that Insurance companies were not in favour of covering clubs in bushfire prone areas and if they did agree to cover the premium would be increased by a large amount. They finally got five different companies to cover us on different areas of our business. The total combined premium came to \$96,000 for the year which equates to \$2,000 per week. This is a sum that a small club finds difficult to take on board, but insurance is a must. We are currently exploring some options.

10. **Thank you Mr. Andrew Howe,** our Auditor, for the fantastic help you have given our Board, steering us in the right direction over the past twelve months. We have tried to follow your advice as closely as possible and it seems to be working.

11. **Unfortunately** the Directors' school which some of our Directors were booked to attend was cancelled due to the Corona restrictions. We will continue to look into this operation next year.

12. **Corona restrictions** also resulted in an extension of time being granted for our Financial Report and our AGM.

Operations Manager Jeanne Wilson and her administration staff, Karen Butterfield and Vicki Cullen were challenged to have everything running smoothly and they met the challenge with enthusiasm. This team has done a fantastic job handling all parts of the main operation of the club under difficult circumstances. Jeanne successfully interviewed several new staff members.

Our bar staff were working exceptionally well as a unit when our State was hit by the Corona Virus which changed all the rules. I would like to congratulate all members of the staff on their diligence, hard work and professional understanding of how to cope with the virus by setting out the club and the protection of our members during this difficult time. They have done and continue to do an amazing job.

There are quite a lot of enthusiastic volunteers who work around and for the club in various ways. It is too hard to name you all, but without you the club would not be able to function as well as it does. Your efforts are highly appreciated.

Thanks very much to our members for their support through this difficult time 2019-2020. We are forever grateful for your loyalty to our club. The way you approached the Corona Virus system liaising with our staff with patience and understanding is so much appreciated.

Very special thanks to my vice president and directors who have had to make strong decisions for our club, which may not have been supported by some members. However these critical decisions had to be made for the future of the club. The directors do a lot of work behind the scenes and their input is very much appreciated.

Back to Warragamba – 11th Reunion Day in March 2020: The Reunion was organised by Terry Frazer, who has been involved since its' beginning and he did a great Job as can be seen by the attendance of over one hundred and thirty people. Thanks so much for all your time Terry. There were many new faces renewing old friendships. Our thanks go to everyone who attended this great occasion. We got in just before the Covid lock down hit us.

The 12th reunion will be held on the first Saturday in March, 2021 at 10 am depending on Covid restrictions, of course.

Currently the club is in a good position. We hope to ensure that it will continue to positively grow into the future.

Thank you all for your attention.

Maurie Hall, President.