

# BELTANA 20<sup>20</sup><sub>21</sub>



# ANNUAL REPORT

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## Welcome to Beltana Bowls Club

Beltana Bowls Club is situated about 10 minutes from the Hobart CBD on the eastern shore of the River Derwent, with magnificent Mt Wellington as a backdrop.

The club has two highly rated grass greens and one synthetic green.

Our ladies and our men play pennant bowls with considerable success.

Social bowls are played year round, including [Friday Mixed Triples](#) (12.30pm), and [Barefoot Bowls](#) on Tuesday evenings during daylight saving, which includes a sausage sizzle and prizes.

**All visitors are very welcome!**

The clubhouse has a fully licenced bar, plus excellent dining facilities, and is available to [hire for events](#). If you would like to hire the facilities, [contact us today!](#)



### Our Club's Mission Statement

**Our Vision** – To continue to be recognised and accepted as one of the leading bowls clubs in Tasmania.

**Our Mission** – To promote and encourage the game of lawn bowls to all members of not only our club but to all individuals irrespective of age and/or gender, and to ensure that lawn bowls remain a successful sport for future generations to enjoy.

**Our Values** – The club values its reputation that has been built up over the years. The current Boards approach is to build further on these values by maintaining standards that are acceptable to community standards. It is vital that we endeavour to maintain our standards and to promote good fellowship between all members, their families and guests in a relaxed and friendly atmosphere.

## **Beltana Bowls Club Board Members – 2020/21**

**(Elected at Annual General Meeting held 22 August 2020)**

**President – David Hogan**

**Vice President Male – Keith Miller**

**Vice President Female – Maureen Grace**

**Secretary – Gary Richardson**

**Treasurer – Debra Jeffrey**

**Male Director – Noel Spotswood**

**Female Director – Caz Docking**

**Club Patrons— John Wilson and Diny Priest**





## President's Report 2021/22

My Annual Report will focus firstly on immediate happenings following the State's lockdown 23 March 2020.

Upon restricted opening of clubs ten weeks later, David Dixon volunteered to conduct a pairs competition followed by a winter competition. Both were outstanding successes during a parlous period for Beltana.

Together with Andrew and Michael Baker's assistance, the Bowls Tas South Covid 19 policy was strongly adhered to. Other members also assisted from time to time. Their exacting adherence meant Beltana did it better than any other bowls club. So well done. In addition, I want to congratulate all members who collectively embraced the rules together with the wonderful support afforded the winter events.

The Board of Management is proud of everyone's response in steering the Club through a harrowing period.

From the completion of the winter competitions until the time of writing this report, Beltana has become an increasingly popular venue with so many social events, school programs and community groups. The Board of Management has pushed so hard to embrace Bowls South and Bowls Tas to recognise Beltana as the 'go-to' club to host major events.

This is all consistent with the Club's adopted Business Plan. I have enjoyed working with Rob McGuire, Secretary, Bowls South, and Rebecca Van Asch, CEO Bowls Tas. By interacting, Beltana's image and standing in the bowls fraternity is second to none. Many thanks to you both. A comment made by me in last year's Annual Report - "The Club aims to be the leading club in Tasmania and be open to all the community" resonates particularly well given an outstanding year.

Strict adherence to the ideals the Board of Management believed in will transform Beltana from a good club to an outstanding club. What stands in our way is if a minority have personal agendas and display indifference to success.

I have been privileged working with a genuine group of people who are the Board of Management. Despite at times unfounded criticism and admittedly a wrong decision from time to time the Board's focus was to always enhance club values further. Let's be clear, we are running a small business, pettiness together with personal attacks are abhorrent and unfounded.

Sincere gratitude for your dedication, I know you are proud of your contribution and I cannot thank you enough.

Whilst not diminishing the contribution from all Board members and individualising, a special mention to Gary Richardson and Caz Docking for their special attributes. So much talent.

I cannot speak highly enough of the Club's Treasurer Deb Jeffrey. She is an absolute asset to Beltana. Through the most difficult time in the Club's history her high standards led to actions beyond expectations. From securing grants to fiscal management of Club funds, Beltana Bowls Club is financially in a wonderful position. Deb is a person of strongly held opinions which do not always sit well with members but her commitment to Beltana is immeasurable and unwavering. I do appreciate working with a person whose qualifications dictate such professionalism.

To Beltana's volunteers, so many areas. It goes without saying any sporting club would not survive without assistance. It's not possible to name everyone, you know who you are.

Particular mention should be made however to the people who assisted me with conducting school coaching and setting up for major days and events. The same people all the time. A volunteers thankyou day luncheon was held on March 21, but numbers were disappointing. Despite that, the Club's sincere gratitude, thankyou so much. It would be tremendous should future contributions be forthcoming.

From our volunteers the Board of Management agreed Andrew Baker should receive recognition as Club person of the Year. Andrew spends countless hours managing the greens surrounds. This is only part of the presentation of Beltana but an especially important one. Testimonials attest to this. Many thanks Andrew, a fine club person.

I would also like to make special mention of Bryan Rumley who also regularly helps around the greens – including the arduous job of hedge clipping.

As alluded to previously, one focus was to secure the support of bowls administrations. What attracted those bodies to Beltana were the facilities, particularly the greens. It is no coincidence that visiting teams as well speak so highly. Dedication, pride, long hours is an apt description of the manner in which Michael Copleman approaches this undertaking, all at no cost, an immense saving for the Club for another year. Michael's contribution goes much further. He engages with the "Sunday morning professionals" who contribute thousands of dollars for the benefit of the Club, provides to the Club gas free of cost and collecting meat packs weekly whilst engaged with his own formal employment.

Dave Mclean as the contractor and advisor together with Darrel Banks and Ray Smith complete the team. It's not prudent to single out one individual out but Ray Smith should receive recognition for sheer dedication. Every day Ray is offering his energy to assist Michael in presenting magnificent playing surfaces.

The Board of Management together with I am sure all members recognise and congratulate you all.

Sponsors play a vital role. Covid 19 saw three sponsors withdraw support. We were fortunate to continue a relationship with seven major and five minor sponsors. Leumas Accounting always filled the breach when competitions were conducted. Regular contact and small offerings together with invitations to certain days was a must during my presidency. It was so greatly appreciated.

The thankyou's go on for what has been a superb year.

To this end Bob and Jenny Cashion and Brian Green deserve sincere gratitude for overseeing barefoot bowls, a truly important part of any bowling club. To Di Sapparth for her contribution for organising Friday social bowls. This fills a void for those who do not wish to participate in pennant.

Finally, to our staff, Gordon, Georgia, Kira and Lynette supported by volunteers Peter Hyland, Brian Green and Noel Spotswood. Professionalism in this vital area of income is a basic requirement. You have all done the Club proud. Special thanks to Kira for organising outside group functions.

Thankyou to those members who participated in Club events and many congratulations to all winners. Unfortunately, completion of some games ended in an unwieldy manner. Players must do more to assist the Match Committee.

Of note – Open Singles Shane Young, Open Men's 'B' Grade Singles Bryan Rumley, Ladies Singles Marilyn Rhodes.

Two very special mentions.

Seth Harper State Junior Boys Champion in the Bowls Tas Gala Week. What a performance, so professional particularly in the final. Jason Dent for taking out the Men's Intellectually Impaired Singles game during the recent Bowls Tas March Gala Week. Back-to-back Jason. Great performance from you both. Beltana is proud of your efforts.

Unfortunately, pennant success eluded us. The Chairman of Selector's Report no doubt will expand. Greens success is only one part of a club, all other objectives were met with great vigour. Attainment of our aims will come again.

The emphasis on fund raising transferred from Friday evening meals to specific days and tournaments. Among the reasons was the lack of volunteers. The same people did everything, meals, wakes, club days, events. It takes its toll. Some assistance was received from time to time from other lady members. For such an admirable effort may I personally extend heartfelt thanks to Sue Banks, Heather Hollingsworth, Janice Hogan and Helen Hogan.

As an example of our decision making, Bowls South Men's Fours, Bowls Tas Gala Week, Bowls South pennant finals together with Bowls Tas State Thursday pennant finals resulted in a gross income for food and refreshments of around \$23 000. Testimonials from the two controlling bodies, bowling officials and individuals supported the wonderful success, both greens and surrounds presentation and the 'no trouble' service the ladies provided. Marvellous what can be achieved by communicating with bowling officials to mend bridges.

Sadly, Beltana was unsuccessful in securing a major Federal Government grant to replace all the toilets. In addition, we were also unsuccessful in securing a lesser grant of \$8,400 to install air conditioning in the kitchen area and new lighting throughout.



The Club's Treasurer and Secretary contributed many hours putting together highly professional documentation. No doubt politics dictated where funds were allocated, not the quality of the application. At the time of preparing this Report it is so pleasing to advise that the State Government will fund the latter amount of \$8,400. This follows a discussion with Jacquie Petrusma MHA for Franklin. Funds are dependent upon the Liberal Party being returned to Government, money will be available around July or August 2021. Many thanks to Jacquie for once again showing interest in Beltana.

Following the coronavirus outbreak three small businesses in Lindisfarne sought to establish a base for food preparation. The three principals of those enterprises Sophia, Kira and Scott were granted permission to utilise the Club's kitchen for a nominal hiring fee. Indeed, Scott has assisted in food requirements for the Club together with offering equipment for our use. This arrangement is on-going.

My report will be concluded by several issues and opinions.

The long-term use of our land together with the long term vision in the Club's Strategic Plan for continued growth, recognition and prosperity will only fail through procrastination and negativity. I fervently hope the last two years have not been for nothing after establishing a firm foundation for guaranteed success. I have endeavoured to put a positive spin on my reporting, but threats will always be there.

As alluded to previously, the five year Strategic and associated Business Plan must be the cornerstone for administrative decision making. Throw into the mix continued emphasis on the Club's social media campaign and :-

- Being ever vigilant with lines of communication.
- Beltana's image and creditability must never be tarnished by personal agendas
- staying focused and mindful of the many threats that can befall a sporting organisation
- Becoming a volunteer if not already.

There are many other issues, it would become tiresome to continue, but I trust members can gauge these thoughts are natural for a Club, but deviation is easy. That is where problems intervene.

*Suggestions for the future are as follows:-*

Continued consultation with the Clarence City Council. Some offers of assistance although minor, have been made. Do not be blinkered in our approach and our relationship to decline any worthwhile help.

The Board of Management is proposing a trading name to bring in 'community' to the name. We are more than a bowls club; we want to involve the community more in our Club. This is in our Business Plan. Suggested names could be:

- Beltana Community Bowls Club
- Beltana Lindisfarne Community Bowls Club
- Lindisfarne Beltana Community Bowls Club

A tag line sitting under our trading name could also be introduced. These are matters for a Special General Meeting.

The Club's constitution needs a complete re-vamp, some work has been done.

*Continuance is a priority*

Two schools visit Beltana each year around October namely McKillop College together with Rose Bay High. Coaching is provided but no positive outcomes ever evolve except for Seth Harper three years ago. It is suggested a competition between these two schools as well as say Clarence High be arranged. It would need to be very appealing to the students in an endeavour to generate future interest in the game of bowls. Funds could be set aside for support of any junior wishing to join.

Why can't Beltana Bowls Club form a relationship with another club for an about turn of week-end bowls. Held annually it could involve accommodation, a meal/ meals at the host club, bowls and some limited fund raising.

East coast clubs or a northern club would be a consideration. I believe with people leaving the game, recruiting proving difficult, finances squeezed, other factors, bowls clubs need each other. Reverse competitions between local clubs are another avenue.

So much to be done and considered, it is now in the hands of new personnel. Thankyou for your support, thankyou for your time to reflect on this Report. Stay healthy, may the coming season be one without incident and full of enjoyment.

**David Hogan**

**President**

## **Strategic Plan and Business Plan Progress – 2020/21**

The Beltana Bowls Club adopted its Strategic Plan 2020 - 2025 and Business Plan in March 2020.

The Plans were ambitious given our volunteer-based Club but the Board with support from its members, and notwithstanding Covid 19 issues, made a successful start to implement both Plans.

Firstly, regarding the Strategic Plan, the Board undertook a review of the Plan in February 2021 and decided not to make any changes at this stage. This could be expected given that the Plan is new and the Club's strategic direction would not have changed. Goal areas are :-

### **Goal Area 1. Marketing and Promotion**

**Market and promote the Beltana Bowls Club to the community as a place of choice for membership and their social enjoyment.**

### **Goal Area 2. Membership/Community**

**Increase membership base through provision of innovative programs and services.**

### **Goal Area 3. Asset Management**

**Ensure land and buildings are utilised to their full potential to meet the current and future needs of members and the community.**

### **Goal Area 4. Governance**

**Beltana Bowls Club will provide leadership, conduct its affairs in an open and transparent way and be accountable to its members.**

### **Goal Area 5. Finance**

**Manage the Club's finances to ensure the long-term viability of the Club and to enable the provision of first-class facilities for members.**

Secondly, the Board has monitored progress on implementing its Business Plan by receiving regular reports at its Board meetings. There is a total of 68 actions in the Plan with only 9 partly or not commenced. Work is on-going with a number of these initiatives.

### ***Major actions include: -***

- Working in co-operation with Bowls South and Bowls Tasmania resulting in several significant events being held at the Club
- New web site and increased promotion of the Club and events through Social Media
- Improved financial performance including successful attraction of Government grants – refer separate comments made by the Treasurer
- Work on review of the Constitution substantially completed and introducing the word ‘community’ in a new Club trading name also underway.

### ***Issues requiring further work include: -***

- Further marketing of the Club with incentives to attract new members
- Attracting substantial grants for building upgrades and replacement of the synthetic green
- Holding new events to attract more members
- Completion of review of the Club’s constitution and moving the Club towards being a ‘community’ club.

The Board is incredibly pleased with the Club’s progress so far. Much more work is needed to ensure that this momentum is maintained. The only limitation will be the number of willing volunteers to help make it happen. I personally thank the Board and members for their support.

**Gary Richardson**  
Secretary

### **Membership Numbers Report**

<i>Category</i>	<i>2019/20</i>	<i>2020/21</i>
Full (Men)	74	70
Full (Ladies)	16	20
Junior	1	2
Social Playing	9	9
Social	64	65
Life	10	11
<b>Total</b>	<b>174</b>	<b>177</b>

## **Chairman of Selectors Report 2020/21**

To the Executive and members

Unfortunately, we had no success with our Saturday Pennant Teams, none of our teams made the finals.

Our Premier League looked in real trouble at the halfway mark, however stormed home after Christmas winning most of their games and finishing seventh.

Our Division 2 team were also looking in trouble at the halfway mark but finished brilliantly winning their last four games and avoiding relegation.

Our Division 3 team were unfortunately relegated and we are looking forward to a strong showing in Division 4 with the aim to returning to Division 3.

Our Division 6 team was also relegated and will be in Division 7 next season – they played a few games one short and did a great job to remain competitive.

Overall, there were many positive signs with our Saturday teams and we look forward to improvement across all Divisions next season.

In midweek our Division 1 team finished the minor premiership fourth, however their first semi-final was washed out which finished their season, they were very unlucky. Our Division 2 team finished mid table. Our first Division 4 team finished fifth and were unlucky to miss finals. Our second Division 4 team finished last and struggled for numbers on occasions.

Our Thursday pennant ladies team started off well and fell away a little bit towards the end of the season finishing mid table.

My thanks go out to all the selectors with a special mention to John Newton who took over as a selector of Division 6 very early in the season and did a terrific job. Being a selector is a thankless job and I can assure you the selectors do a fantastic job to ensure our teams are selected on merit.

We have a fantastic Club with a very professional experienced Executive leading our Club.

We have not played to our potential across all Divisions. Next season will be our year and playing finals should be on all our minds and a priority.

Good bowling.

**Greg Sandford**  
**Chairman of Selectors**

## **Public Affairs Report Beltana Bowls Club – AGM 2020/21**

### **Overview**

Beltana Bowls Club has a very diverse range of members ranging in age from teenagers to those in their 90s. This creates a need for communication methods to be diverse to meet the needs of the members and also the public. This has informed how the Board communicates with members and the various methods that are used to reach those members. Communication has to cater for both online users and those without digital capabilities. Communication methods used over the last year included a monthly newsletter delivered via email and a paper version distributed in the club, a Facebook page with regular notices about club activities and events and also shares from reputable organisations such as Bowls Tasmania and Bowls Tas South, event posters and announcements put on the club noticeboards and verbal announcements made at events, through pennant season and more. The website has also been rebuilt and caters for members to view various elements of the club.

Communication messaging has been repeated through the newsletters, website and social media. The three main communication methods have been set up to interact with each other and links in the eNews would drive traffic to either Facebook or the website and vice versa. This was created to gain maximum exposure for our website and social media.

### **Newsletter**

The newsletter moved to the platform Mailchimp which allowed data to be collected. Collection of this important data showed what members most liked in the content and the newsletter could be continually improved and adapted over time and started to cater for what the members wanted. News items such as profiles on players or personal news items were very popular closely followed by event information and results of social bowls games. The newsletter operated on a continuous cycle of improvement.

### **Website**

Bowls Australia moved their website operations moved from an old platform to WordPress. The information did not transfer very well to the new platform so it



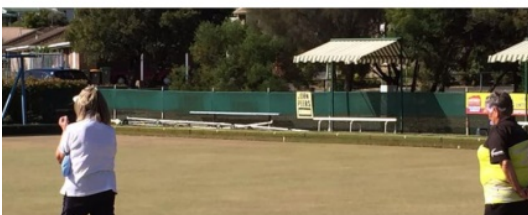
was decided to engage a web developer to work with Carolyn Docking to rebuild the site to an engaging, informative and interesting website that would entice members to view what they wanted and for members of the public to find information on how they could hire the venue etc. Feedback from Bowls Tasmania was excellent on how we have managed our website. Other feedback has come from bowlers from other clubs stating it is a very well done website and has a very professional look and feel. It is hoped future work in the back end will include search engine optimisation to ensure Beltana lists first in searches and Google Analytics to determine user behaviour on the website.

## Facebook

Date range for page likes – 1 May 2020 to 1 May 2021 sitting at 200 page likes and have increased that to 332, with a mixture of members, bowlers from other clubs and community members sourced through community facebook groups.

Three highest performing posts over the last 12 months were

- Poster for barefoot bowls – reached over 1.5k people in November 2020



- January Gala Week photos added to album – reached over 1.3k in January 2021
- Lost property during January Gala Week – reached over 1000 in January 2021

The majority of events were covered with photos and videos and a blurb. All events were advertised on Facebook as promotions which attracted many new people to the club, particularly for the Friday night dinners.

Barefoot Bowls was regularly advertised on Facebook and shared into community Facebook groups. This brought many people into the club who had never visited before. January Gala Week was covered with photos and video interviews of players. Extensive positive feedback was received with comments on posts,

who live-streamed the event. Comments ranged from how well the volunteers had done with serving food and treating all guests in such a warm and friendly manner through to how well presented the club was, excellent greens and how extensive the coverage had been on social media.

Beltana activities were also shared in community Facebook groups and dedicated lawn bowling groups.

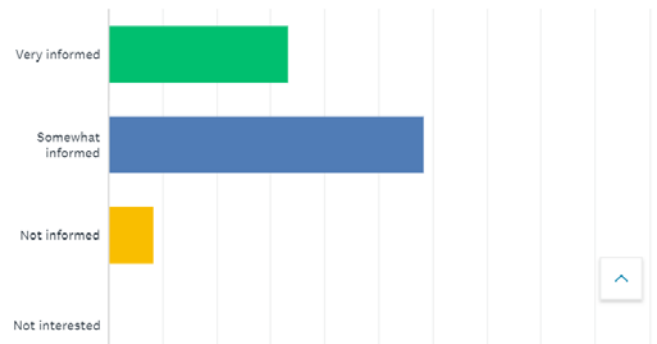
## Communications Survey

A communications survey was conducted via the platform Survey Monkey and also via a paper based version distributed in the club. This was done after feedback from some members that the Board was not communicating with members. The Board for 2021/22 will be able to use the data collected to

inform how they communicate with members going forward. Despite the small number of respondees, the overall data collected provided evidence that members are somewhat satisfied with how the Board was communicating with members.

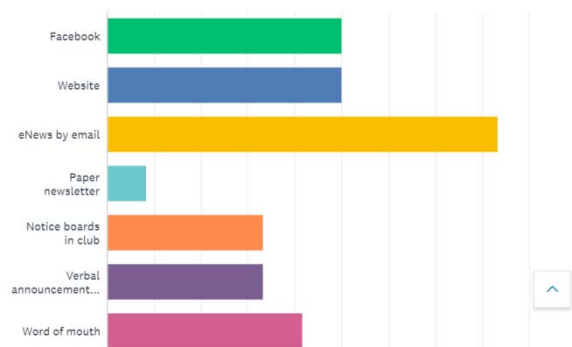
How well informed do you feel about Beltana Bowls Club's activities?

Answered: 12 Skipped: 2



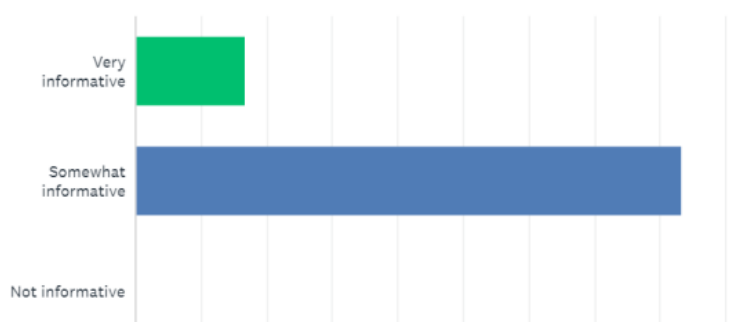
How do you get your news from Beltana Bowls Club?  
Tick all that apply

Answered: 12 Skipped: 2



How informative do you find the newsletter?

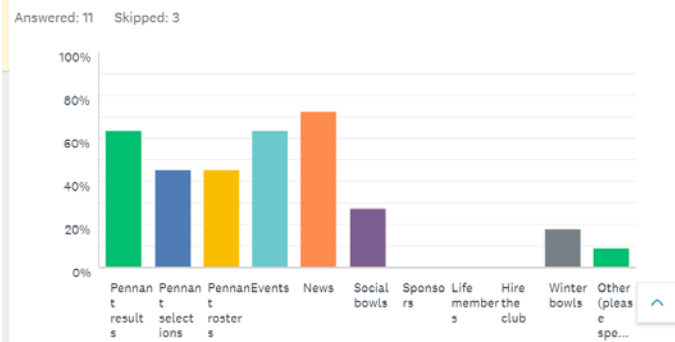
Answered: 12 Skipped: 2



Members predominantly receive news from the club via the eNews (emailed) followed equally by Facebook and the website. The club still needs to cater for members without digital capabilities but this data shows more and more members are moving into the online environment so content creation for online platforms is an important and critical element for the club moving forward. In regards to the eNews, another question showed members want their news once per month. The

existing eNews in its current form, has showed a good response with members finding it somewhat informative.

What do you look for on the website? Tick all that apply

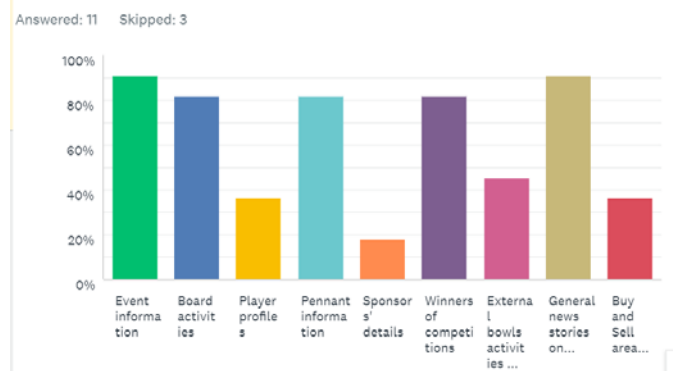


Members search the website for News, Pennant Results and Events. The website can be adapted to ensure members reach these areas quickly and easily with less clicks.

It is not only important to understand how members want to be communicated

with but what type of content are they interested in. Most of the content members indicated they wanted was evenly distributed across general news stories about Beltana, event information, Board activities, pennant information and winners of competitions.

Regardless of how you receive content, what type of content do you prefer? Tick all that apply



## Thank you

It has been a pleasure doing social media, the website project and eNews for the club. What has made it so successful are the people who have made themselves available to be photographed and interviewed or have given me story tips and provided me with great content. This role can only be done if people provide content and story ideas and this is a imperative as content creation in this digital age is never ending and must be continuous and good quality due to algorithms and all those technical behind the scenes things that keep the club out there. Working with the Board has been very rewarding and I've seen first-hand just how many hours all of them put into the work that goes on to keep a 'small business' rolling along. They have provided me with content and ideas and the team work has been outstanding. The strategic qualities of this Board also have to be commended with looking at the long term picture, particularly in regards to website development. The next stage of the website project was for extensive back-end work in search engine optimisation to put Beltana at the top of lists in search engines and work on Google Analytics, something I hope the incoming Board will consider. Public Affairs is my profession but also my passion so helping a sporting club such as Beltana has been a very rewarding experience.

## Caz Docking

## **Barefoot Bowls Report 20/21**

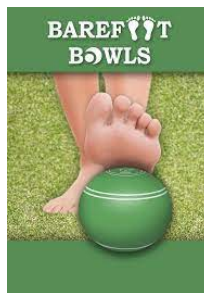
Barefoot Bowls recommenced in October 2020 and even though the first several weeks were on the cool side, this did not deter regulars and many new players coming along for a roll. Bowlers ranged in age from 4 to 84 and travelled from local and interstate clubs. We had a player that was “stuck” in Tassie due to the lockdown in Melbourne, which he said he didn’t mind at all, especially when he was able to take away a few prizes.

Hitting the jack during a game was always popular, as this granted the lucky bowler a chocolate and shouts of delight could be heard across the green. As was the case when a “spider” game at the end of some evenings with 40 bowls flying across the synthetic in all directions.

Most Tuesday nights averaged approximately 35 – 40 players, some players having come along for several years, others novices and never having played before but improved as the weeks went on.

I would like to thank Doug, Bryan and Rex for cooking our BBQ each week and Les and Jenny for collecting the money and arranging the prize draws at the end of each night.

**Bob Cashion**  
**Organiser**



## **Friday Social Bowls Report**

Fun triples were played every Friday through the whole year with a 12.30pm start at a low cost of \$7.00 per game.

There was plenty of laughter, fun, eats and easy-going rules. It attracted bowlers of all ages.

There were a small group of regulars who turned up every week to play. I would like to thank them for the support of our Club.

**Di Sapparth**  
**Organiser**



## **Ladies Report 2020/21**

It was rather hard for the selectors to pick a team each week as we had some extra players and therefore, they tried to be fair and give all players a game. Well done Audrey and Carleen. The Club is still in Division 3 next year and hopefully we may be able to field another Division with help from some male members.

### ***Congratulations to Club Championship winners.***

With Covid restrictions still in force we were unable to hold our fashion parade. As this is our major fund raiser, our Club funds are down but we still managed to raise \$500. We will strive for a better season next year.

In closing I would like to thank all members and the Board for helping me personally during the season.

Go Beltana.

**Maureen Grace**  
**Vice President**



## Annual Greens Report 2020/21

To the Executive and members

The 2020/21 season has been a success from a greens point of view. We have hosted some of Tasmania's biggest events and succeeded both in preparation of the greens and hosting these events on and off the greens.

The COVID-19 pandemic handed us one advantage outside on the greens, an early 2020 renovation. We had both greens under full restoration by the second week in March and with this early renovation it set us up for a great 20/21 season, producing two of the best greens in the association.

As your Clubs' greens contractor and consultant I would like to take this opportunity to thank Michael Coppleman for the tireless work he does. He saves your club \$20,000 annually simply by volunteering his time to work with me on your greens, mowing, rolling, grooming, scarifying and coordinating the other volunteers.

This coming renovation is unusually late due to the Club's success in being awarded the women's state finals in April. Due to this late renovation we may be required to open your greens late next season to assure the best surface we can provide.

My estimated date for opening for the 21/22 season will be September 25th for one green and a week later for the other.

A special mention is warranted to Ray Smith (razor) for the day in and day out work. He is a great support to Michael and myself with watering, ditches and surrounds.

Thank you to the members for a great year and let us back it up with a big 21/22.

**David McLean**  
**Greens Consultant**





## ACHIEVEMENTS



### Jason Dent wins Men's Intellectually Impaired Singles for the second year in a row

**Congratulations to Jason Dent for taking out the Men's Intellectually Impaired Singles game during the recent Bowls Tasmania March Gala Week. This gives Jason back to back wins in this event. Well done.**

### Seth Harper takes out Junior Boys Singles State Championships

**Beltana's seventeen-year-old Seth Harper from Lutana recently won the January Gala Week State Championships. He played at his home club which was the perfect place to draw a crowd of his club supporters.**



## CLUB CHAMPIONSHIP RESULTS 2020/21

Men's Open Singles	Shane Young
Men's Open Pairs	Keith Miller, Greg Sandford
Men's Open Triples	Steve Midson, Ray Smith, Gary Richardson
Men's Open Fours	Nick Courto, Keith Miller, Greg Sandford, Michael Bond
Men's "B" grade Singles	Bryan Rumley
Men's "B" grade Pairs	Darrell Banks, Wayne Cobbing
Men's "B" grade Triples	Darrell Banks, Wayne Cobbing, Jason Dent
Men's "B" grade Fours	Bryan Rumley, Andrew Baker, Chris Mackey, Mike Baker
Ladies "B" grade Singles	Marilyn Rhodes
Ladies "B" grade Pairs	Carlene Hooper, Elaine Hyland
Ladies "B" grade Triples	(not played)
Ladies "B" grade Fours	Elaine Hyland, Carlene Hooper, Lorna McElroy, Audrey Cobbing
Mixed Open Pairs	Keith Miller, Debra Jeffrey
Mixed Open Fours	Shane Withers, Debra Jeffrey, Noel Spotswood, Michelle Moate
Veteran Singles	Bryan Rumley
Mixed Open Triples	Steve Midson, Ray Smith, Michelle Moate



## TREASURERS REPORT

*For the Financial Year Ending March 31 2021*

I wish to present my last audited Financial Statements for 31<sup>st</sup> March 2021.

2020/2021 has been challenging and interesting but at the end, successful. COVID-19 played an extremely large part to this challenge with no true understanding at the time, what was about to happen and what the club was facing in the short- and/or long-term future to come. Like most businesses around the county, the board of management took the forced closure as an opportunity to review the business and strategic plan and implement improvements to our current processes to enable the club to lift to the next level.

With hard work and determination, I believe both the board of management, staff and our valued volunteers went full steam ahead and succeeded to deliver a successful year. Along the way we applied and received government incentives and/or grants to assist with our most difficult times.

### **They were:**

Cash Flow Boost – JobKeeper - State Govt Emergency and Hardship Support - Aurora and Tas Water bills waived for one quarter - Sport & Rec greens expense grant - Sport & Rec Grants Program Tranche 2 (return to play expenses)

The two main incentives received was \$20,000 Cash Flow Boost and \$39,000 for JobKeeper. It is important to understand these two incentives were only available for any business employing staff. Many clubs missed out on these two incentives for that reason.

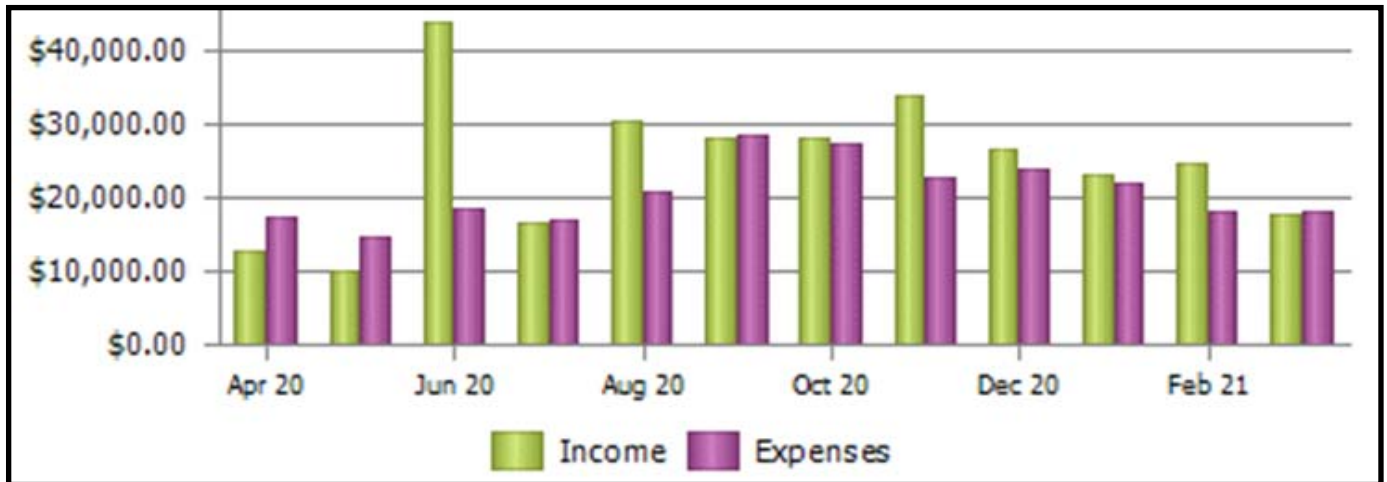
*(Please note, all amounts mentioned in this report exclude GST.)*

### **Income – 2021 v 2020**

The overall income year-to-date is \$215,994. This has decreased by 8.4% (\$19,749) compared to last year \$235,743. However, it is important remember the club only traded for 9 months this financial year.

## Income Summary –

	2021	2020		
Bar Sales	61.5%	64.9%	declined	-12.2%
Catering Income	7.4%	8.0%	declined	-14.4%
Club Clothing Inc	0.7%	0.8%	declined	-26.7%
Club Hire	1.9%	1.3%	increased	+27.6%



### Cost of Sales – last 12 months

Cost of sales this year is \$73,902. Last year it was \$89,517, a decrease of 17.4% which goes hand in hand with the declined income.

### Operating Expense Summary

The focus again this year was to decrease our overheads where possible.

Apart from the obvious increases being insurance, electricity, and Clarence Council lease, we have also injected a small increase to our internet service, website, and social media. The board believed these areas are key areas to our success in the future. For example, we have already seen a 27% increase in club hire in only 9 months of trading.

Club prizes and trophies expenses increased by 30%, but that supported the 46.2% increase in fundraising revenue. All in all, that is a win-win situation.

Greens expenses decreased again totalling \$29,329 which is a decrease of 16.8% compared to last year's \$35,267. This decrease does not include Sport and Recreation's grant totalling \$9,372. Including that brings the greens costs down even further to \$19,956.

Members expenses decreased again this year by 24.4%. \$6,967 this year, \$9,211 last year.

Repairs and maintenance have also decreased because the board agreed we needed to monitor expenses in this area until the future of the club was clear.

Even though we wanted to reduce the overall costs to repairs and maintenance, the board was very aware maintenance must continue regardless. To soften the overall maintenance costs going forward, we continuously applied for grants where applicable.

We successfully obtained a grant from Jacquie Petrusma in April 21 totalling \$8496. This grant is to replace our existing lighting throughout the club and install a new air conditioner in the back function room. The money will not become available until approximately August 2021, so watch this space.

Employment Expenses increase but that was all due to the JobKeeper government incentive scheme to keep employees in their current jobs. Each month the employer was reimbursed to cover wage costs.

As previously mentioned, we received \$39,000 through JobKeeper reducing our employment expense down to \$34,253 for the year. This is a decrease of \$17,624 on last year's wages being \$51,877.

### **Operating Profit YTD**

With only 9 months of trading this financial year, we are pleased to advise our operating profit is \$28,871, an increase of \$34,626 from last year which was -\$5755.

### **Net Profit YTD**

Our net profit is \$46,802, which is an increase of \$64,036 on last year's net profit -\$17,234. I believe you will agree this is a massive turn around and puts our club in a great position going forward.

### **Balance Sheet**

Cash at bank is \$99,030, an increase of \$53,516 on last year.

Current assets are \$113,744, an increase of \$53,824 on last year.

Current liabilities are \$13,905, decrease of \$21 on last year.

Current ratio is currently 8 to 1, (*\$8 for every \$1 we owe*).

*This means we have more than enough cash to cover our bills.*

## **Donations**

It is important to draw your attention to the kind donations the club receives throughout the year totalling \$1,862.

Yet again our generous Sunday Professional members have kindly donated another \$1,202 in cash to our club as of 31<sup>st</sup> March 2021. On top of that, they have also purchased items around the club during the year. Their support each week to our bar trade and the kind donations are truly appreciated.

We have also received donations from individual members throughout the year. You know who you are. Thank you!

## **Fundraising**

Fundraising is one of the hardest challenges any not-for-profit faces, especially in the current times.

### **Raffles -**

- |                                |          |
|--------------------------------|----------|
| • Meat & Ham Raffles           | \$10,481 |
| • Saturday & Wednesday Raffles | \$4,203  |
| • Ladies Fundraising           | \$1,040  |
| • Keith's Sports Cards         | \$1,132  |
| • Quiz Night                   | \$830    |
| • Christmas Raffle             | \$572    |
| • Barefoot Bowls Raffles       | \$537    |
| • Friday Triples Raffles       | \$296    |

### **Events held -**

- Lightning Premiership
- Opening Day
- Show Day Bowls
- Barefoot Bowls
- \$2000 Triples
- Friday Triples
- Ladies Fashion Parade & Melbourne Cup
- Wednesday & Saturday Winter & Summer Pennant
- Friday Triples
- Club Catering



- BBQ's
- Friday Meals
- Bowls South & Tas events

**Staff and Volunteers**, thank you to all the volunteers and especially the staff, Georgia, Kira, and Gordon who played a major role in our clubs' successful year.

Finally, a very big thank you to the board of management. David, Gary, Caz, Keith and Noel, your support and professionalism throughout the year has been exceptional. It has been a privilege working alongside of you all.

Thank you to all the members and please remember, **The FUTURE of our club is with YOU!**

**Treasurer**

**Debra Jeffrey**



# BOWLING 2020 / 2021 THE SEASON THAT WAS.....













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