

## PRESIDENT'S REPORT — 2024-2025

Welcome members to my 15th report as the President of Club Lemon Tree. It has been a trying year with the tough inflationary economy, however, the light at the end is starting to appear a little brighter. I am pleased to inform all members that our Club has had a good year of trade despite the effects of a high inflationary environment on the Club's operations. Our overall cash profit for the year was a satisfactory \$564,417. After depreciation and amortisation our operating profit was \$169,054 with total revenue being over \$4.3M an increase of over \$5000,00 on 2023 year, a good result.

I would like to take the opportunity to thank our CEO Gordon Laffan whose experience and passion to ensuring not only compliance is met but that we continue to drive the business forward so we can best support our members and community. Gordon, the management team and the Board of Directors, have worked to reduce costs, maintain the asset and continue to provide a place where you are welcomed with a smile and enjoy the hospitality. I'd also like to acknowledge Operations Manager Donna Siers who retired in July. Donna's commitment, enthusiasm and efforts for our Club will be missed. Her contributions during such a challenging period were invaluable and has left the club in a far stronger position and we wish her well as she finally gets a chance to relax and enjoy retirement.

I would also like to thank the Board of Directors for their help and support over the past year. We are incredibly fortunate to have a cohesive and driven team that strives to push our club to realise its full potential, while still honouring our traditions. Your dedication, often at the expense of time with family and friends, is not lost on me, and I am grateful for your unwavering commitment to the club. I especially express my thanks to Greg Patteson. Greg has served on the Board for 8 years and also time as a Bowls Secretary. Greg's contribution to the board has been a positive one with calm, considered thought and dedication to making the club a better place now and in the future.

After nearly 5 years of protracted action with our legal team, the Department of Co-Operatives and the Office of Fair Trading we finally have the chance to adopt a new constitution to make the Club an incorporated body and allow all members to have a voice in the future and development of our Club. All members are urged to read at least the summary of the changes, participate in the extraordinary meeting and vote on the changes.

Bowls Secretary Carl Rumph is remaining busy, scheduling bowls events and managing the demands of the job on a daily basis. On behalf of the Directors, I would like to thank the bowls committee, the selectors and all the members who participated in both pennants and the Club championships. While we continue to grow as a Community Club, we proudly remain a Bowling Club.

Congratulations to all our bowlers who participated and performed well throughout the year — whether at social or representative levels. Congratulations to Vicki Parkinson for achieving Gold in the pairs at the Australian Open Disability Championships and proudly representing our Club. None of this success on the greens could have been achieved without the hard work and commitment of our greenkeeper, Andrew Gardiner. The quality of our greens, which are highly regarded throughout the Greater Hunter Bowls community, are a credit to his skills.

To all our bar and kitchen staff — thank you for your commitment and hard work on behalf of our members and the future of our Club. The year marked a significant step forward in our focus on our food and beverage offering. "Zest" Bistro with Peter and Karen Yasin and their team from Fine Fork Catering, whose food and service have certainly enhanced the experience of our members and visitors.

This year, we supported local grassroots sporting clubs, organisations, and initiatives with over \$40,505 in grant sponsorships and community donations and several thousands more informally and in kind. These contributions are invaluable to the club in fostering meaningful relationships with like-minded institutions to the betterment of our community.

Major capital expenditure this year included an upgrade of our irrigation system and thanks to assistance from the Ladies Club and Mixed Travelling Bowlers we now have state of the art lighting on the synthetic green. Internally we have had major IT upgrades to both our main computer servers, a new phone system and desktop PCs and external signage.

Major maintenance issues are ongoing, with serious work needed on the roofing, air-conditioning, kitchen facilities, kid's playground equipment and bistro. The club remains committed to the continued improvement of our facilities and member experience. Key priorities for the coming years must include an update of our bar and service outlets, to enhance family areas, and satisfy the needs of a changing community.

Our commitment to reinvestment must ensure that the Club is not only well-positioned today but remains sustainable and vibrant for years to come. Significant renovations to the gaming room, dining and kitchen facilities are necessary and the Board has begun preliminary discussions with planners and builders. These enhancements aim to improve our facilities for the benefit of all members and guests and to ensure our Club remains competitive and appealing in an evolving hospitality and recreation landscape.

Whilst we have made a reasonable profit this year, we must continue to remain vigilant in keeping our costs down and do whatever we can to maximize our profits in the future. Spending across the board & including bowls needs to be monitored carefully. This allows us to update and modernize our facilities whilst keeping an eye on development opportunities with our vacant block of land. Despite some positive approaches, we have not been able to attract a viable joint venture partner, however the Board is resolute in their efforts to continue the quest.

We will also place a strong emphasis on significantly improving the customer experience, focusing on both customer service and streamlining operations, ensuring that The Bowlo continues to be a welcoming, unique and innovative hub for our members and the broader community.

Lastly thank you to all those members and their families who continue to support our Community Club, we cannot have the continued success without your support.

Kevin Colman OAM

President