

ANNUAL PRESIDENT'S REPORT 2025–2026

It is with pleasure that I present my report for the past financial year. I would firstly like to acknowledge the outstanding contribution of Gordon Laffan, who occupied the CEO role for seven years. During his tenure, Gordon made a significant contribution to the Club, and I thank him for his dedication, leadership and commitment. Gordon stood down from the role in June, and following an extensive recruitment process, we are pleased to welcome back Dane Seymour as our CEO. Dane previously served as our Operations Manager and subsequently as CEO for five years until 2019. We look forward to his leadership as we continue to build on the Club's progress.

Financial sustainability and growth have remained central priorities for the Board throughout the year. We have continued to focus on strategic budgeting, monthly performance analysis, regular financial reviews, appropriate pricing adjustments, and robust negotiations aimed at reducing costs and improving contractual arrangements. Against a backdrop of ever-increasing operating costs, it is particularly pleasing to report that the Club's financial position has strengthened across all key measures over the past 12 months.

Total income for the year was \$3,344,968, producing a profit of \$554,998, compared with \$126,790 last year and significantly exceeding our budgeted profit of \$119,400. The Balance Sheet also remains strong, with current assets of \$2,323,145 against current liabilities of \$77,501. At the end of June, the Club held \$2,023,127 in cash at bank.

These are excellent results and provide the Club with a sound financial foundation for the future. However, we must not become complacent. Strong financial management will remain essential as we face rising costs, changing consumer expectations and an increasingly competitive environment.

The CEO, Board and staff have commenced a series of strategic development meetings to undertake a comprehensive assessment of the Club's strengths, weaknesses, opportunities and threats. This process will form the basis of a new Strategic Plan designed to guide the Club and safeguard its financial and operational sustainability in the years ahead. The Board's objective is clear: to ensure that our Club remains financially strong, relevant to our members and community, and capable of adapting to the challenges and opportunities that lie ahead.

Over the past four years, the Board has undertaken a thorough review of the Club's Constitution. The revised Constitution was unanimously adopted by members at the Extraordinary Meeting held in October last year. Unfortunately, I must report that the Department of Co-Operatives has still not responded to our completed application. We will continue to follow this matter through and seek a resolution as soon as possible.

Around the greens, the Club entered two sides in the Greater Hunter Pennants competition. Unfortunately, neither side progressed to the playoffs. Our own Open Triple Tournaments and Women's Invitation Fours have continued to be well supported. It has been particularly pleasing to see both greens full on these occasions, demonstrating that there remains strong interest in competitive bowls when we provide the right opportunities. My thanks go to the Bowls Committee and our Bowls Secretary, Carl Rumph, for their continued efforts to organise and promote our competitions and tournaments.

Unfortunately, our regular social bowls days continue to experience declining numbers. This is an issue that requires our attention, and we must continue looking at new and innovative ways to attract bowlers and encourage greater participation. I congratulate all members who have achieved success in the various competitions throughout the year, and I thank everyone for your ongoing participation and commitment to our sport. Our Greenkeeper, Andrew, continues to present what many consider to be some of the best greens in the Zone. The condition of the greens and the presentation of the Club's grounds are a credit to Andrew and a testament to his strong work ethic, attention to detail and commitment to the Club. His efforts are greatly appreciated.

I am pleased that the Club has continued to make sizeable donations in support of local sporting organisations, social groups and charitable causes which totalled \$76 400. Our Club has an important role to play within the community, and we should be proud of the support we are able to provide to local organisations and worthwhile causes.

The excellent result achieved this year is very much a team effort, and we are fortunate to have a dedicated team. The feedback we receive from our patrons is, on the whole, very positive, and I thank all staff members for their hard work, professionalism and support. Their efforts are vital to the Club's continued prosperity.

Our staff often work under difficult circumstances and are required to adapt to changing demands. I particularly wish to acknowledge Gail and Tracey for the considerable effort and additional hours they contributed during the difficult period of the management changeover. Their commitment during this period was greatly appreciated.

As your President, I also acknowledge the assistance and efforts of all Board members. I value your support, your experience and the time you devote to serving the Club. The responsibilities of the Board are significant, and the decisions we make are ultimately about protecting the future of the Club and acting in the best interests of all members. I want to assure members that the Board will continue to serve you with integrity, transparency and a strong focus on the long-term interests of the Club.

The Members' Survey conducted last year proved extremely valuable in assisting the Board and Management in determining the Club's future direction. The overall feedback demonstrated that members care deeply about the Club and believe it has strong potential. At the same time, members identified a number of areas requiring attention, including:

- modern and effective leadership;
- greater consistency in service and food;
- refreshed and improved facilities;
- better utilisation of available space; and
- a broader appeal to families and younger generations,

Importantly, members will have noticed that some of the suggestions arising from the survey have already begun to be implemented. These include a \$70,000 refurbishment of the bistro kitchen equipment and layout, the reintroduction of Foxtel, installation of a large screen, relocation and updating of gaming machines, and a greater managerial presence on the floor.

These are only some of the changes already underway. In the coming months, we hope members will see further improvements to the dining area, gaming room, lounge and entertainment areas. Discussions have also commenced regarding the best way to maximise the use of part of the grass green to accommodate a wider range of patrons and activities.

The Board is also continuing to investigate and research opportunities to develop our land assets and potentially create an alternative, reliable and sustainable income stream for the Club. Despite receiving a number of expressions of interest, current interest rates and the relatively low property market on the Peninsula mean that these opportunities are not currently considered viable for potential investors. Nevertheless, the Board will continue to monitor the situation and explore opportunities that may benefit and future-proof the Club going forward.

I appreciate that some members would prefer things to remain the way they have always been. However, we must recognise that the environment in which our Club operates is changing. Standing still is not an option. Without meaningful and considered change, the long-term future of our Club could become increasingly difficult. Change, however, does not mean losing sight of who we are. Our challenge is to modernise and strengthen the Club while preserving the traditions, friendships and community spirit that make it special.

The strong financial result achieved this year gives us an excellent platform from which to move forward. We now have an opportunity to invest wisely, improve our facilities and services, attract new members and patrons, and ensure that the Club remains a vibrant and sustainable part of our community. With the continued support of the Board, Management, staff and, most importantly, our members, I am confident that our Club can continue to thrive.

Finally, I would like to thank every member who has contributed to the Club during the past year. Whether through bowls, volunteering, attending Club events, supporting our activities, assisting with fundraising or simply being part of our Club community, every contribution is important. I thank the Board, Management and staff for their commitment and hard work throughout the year.

It is a privilege to serve as your President, and I look forward to working with everyone as we continue to strengthen our Club and build a positive and sustainable future. Thank you for your continued support.

Kevin Colman

President