



STRATHFIELD RECREATION CLUB LIMITED
ACN 000 001 178

MINUTES OF ANNUAL GENERAL MEETING OF MEMBERS

6 FEBRUARY 2022 at 12 NOON

PRESENT: BOB BOW, DARYL HART, MARK PADD, GRAHAM KING, MRIGESH TAMANG, ROD JAMES,
CHRIS DUNN – GENERAL MANAGER
KERI SULTMANN – ACCOUNTS/OFFICE MANAGER
MEMBERS AS PER ATTENDANCE ROLL

APOLOGIES: CHRIS KELLY

1. Bob Bow, President (237) welcomed members.
2. The Minutes from the AGM held on 7 February 2021 were made available to members and approved. Proposed by Graham King (116) and seconded by Graham Anderson (301)
3. Staff
 - Commended management, staff and members for their efforts to help the Club bounce back. The support from them all helped make this happen.
 - Thanks to staff listed for their efforts and loyalty.
 - Special thanks to Chris Dunn, General Manager, for holding the place together.
4. Business Relationships
 - Bob thanked all the people and organisations that contribute to the success of the Club.

President's Report

5. Summary of 2021
 - The Club faced administration and health challenges again this year due to the pandemic.
 - The Club achieved a lot even through lockdown.
 - Some things not achieved was the official opening of the building and celebrating 140 years. There were delays to the court upgrade/additional car park and Badge.
 - Achievements this year
 - Completion of Solar Panels installation.
 - Grass court conversion – plans completed and construction approval given.
 - Upgrade to gaming area due to Covid restriction.
 - Appointed Sports Manager and licenced Pro Shop.
 - Continued to donate money to the community, sponsoring sporting clubs and players.
 - Promotion of tennis has raised enthusiasm - singles & doubles comps, an extremely successful Club Champs.
 - Carried out Cyber Audit so prepared for hackers.
 - Implementation of a new online booking system, which is operating successfully.
 - Paying off debt – paid off \$1m of the \$3.5m owing.
6. Financial Results Summary
 - Revenue
 - Gaming and bar continue to be our highest income.
 - In comparison with previous years, we still had a good achievement even after being closed for almost 3 months.

Expenditure

- A lot of reduction occurred in many expenses.

Cash at Bank

- Almost \$2.2m as at 30 September 2021.
- \$1m since used to reduce debt.
- Heading in the right direction to pay off loan by due date.
- Reducing it sooner so money can be spent on new facilities etc.
- Chris Dunn put in application for a grant from NSW Government. Received approval for \$120,000 which will go towards the new courts/car park project.

Gaming

- Gaming revenue is 56% of overall income and after direct expenses, contributes 67¢ of every dollar earned.

Industry Benchmarks

- Bar GP of 62% is above benchmark of 60% and wages at 21% is only marginally higher to the 20% benchmark.
- Our EBITDA at 26% is still favourable against 15% industry benchmark.
- In a difficult year, this is a terrific result.

CAPEX

- Money mainly spent on club improvements etc.
- Futsal court replacement – spent extra to get it up to best court around.
- Poker machines – continual upgrades to compete with other clubs has proved very successful.
- Court upgrade/additional car park – continuing costs to get the project to construction stage.

7. Trends

- Bar - generally down but not too bad due to closure.
- Gaming bounced back and was up by 5.2%.
- Tennis - in comparison the previous years, it's generally rising.
- Financial Achievements
 - \$2m invested in Term Deposits maintained throughout the year.
 - Community Support contributions of \$138,721.
 - Capital Expenditure of \$481,834.

8. Community Support

- Ongoing major recipients – Engaged Community Care (\$38,050), Special Children's Service (\$31,000), Chalmers Road School (\$26,500).
- The Club continues to support Mr Perfect Incorporated (\$15,000) as they continue to support the Club.
- New major recipient, Concord Burwood Wolves JRL received \$10,000.
- The Club also continues to support Strathfield Croquet Club as it's one of our goals to support local organisations and people.

9. Membership and Sport

- Futsal - still provides a good return on courts.
- Tennis Membership has grown and is currently at 277 for 2022.
- Tennis – more people are playing, so there is more pressure on courts. New Full memberships are still on hold, however there is a Wait List system in place. Currently there are 10 Full memberships to be replaced. The 2 new courts will help take the pressure off.
- Membership Demographics – need to increase the 18-24 group to get a good mix. A weakness is still lack of women. There were only 3 women's badge teams last year. Challenge to increase women members to get a good balance.
- Achievements
 - Resurfacing of hard courts 6 & 7 to synthetic grass.
 - DA approval given for 2 multi-use courts in place of natural grass (courts 8 & 9).

10. The financial statements of the company for the year ended 30 September 2021 together with the accompanying reports of the Directors and the Auditor were considered and adopted. Moved by Graham King (116) and seconded by Daryl Hart (44).

11. Ordinary Resolutions

First Ordinary Resolution, as set out below – passed unanimously

That the members hereby approve expenditure by the Club, until the next AGM of the Club, for the reasonable cost of directors e.g. attending seminars, travel, functions, out of pocket expenses, meals etc.

Second Ordinary Resolution, as set out below – passed unanimously

That the members hereby approve the payment of an honorarium to Directors of the Club, until the next AGM of the Club an amount equivalent to Full Tennis membership of the Club for services as Directors of the Club.

12. Goals 2022

- Getting the multi-use courts up and running. Work will be starting soon.
- Tennis Vision – discussion to start. Will be in broad terms then broken down into a detailed plan. The Tennis Committee's main objective is to get a clear vision of what the club wants e.g. diversify members, competitions, direction of coaching, increase female membership.
- Debt reduction – continue to reduce debt and pay off in 1 to 2 years.
- Masterplan development for next Board to continue with the ongoing vision for the Club. Completion should be around end of year. A Feasibility Study to be undertaken.

13. Grass Courts Update

- Demolish sheds to bring court area forward.
- 8 additional car parks.
- Natural grass to be replaced with multi-purpose synthetic grass to enable swap to futsal.
- Possible extension of Pro Shop.
- 12 weeks to completion – work starting Wednesday or Thursday. Court 10 will be closed until early May.
- Cost \$800,000 less \$120,000 in grant money.
- Query raised on scenery on courts 10 & 11. Bob advised this will be part of the Masterplan and that shadowing needs to be kept in mind when doing scenery.

14. General Business/Questions

- No General Business items were tabled prior to the AGM.
- Who will increased parking be for? Board will discuss.
- Shadowing on courts – tall trees near courts causes shadowing. Shadowing from apartments is a different matter. The Club has objected to all Developments around the courts with no success.
- Will change to grass courts mean an increase in Full members? Possibly open up to more members but will see how it works out first. Part of reason for project was to enable an increase of Full members by 15-20% and we have 28 members on waitlist to become Full member.
- BBQ area in Tennis Centre dirty, no water etc. – prioritised to be fixed.
- Subject of underground car park raised. There is a problem with the main sewer pipe being in the way. However, it will be considered in the Masterplan.
- Why are we getting rid of grass courts and hard courts? The majority of members want to use synthetic grass. It increased our ability to run larger competitions with all surfaces the same. Replacement of hard court surface was carried out after seeking member's opinion.
- Question in relation to a hitting wall. The Club has limited choices of where to put one. This is another item for the Masterplan.
- The issue of driving safety was raised. Cars parked on Morwick Street causing blind spots and blocking visibility. Issue has been raised with council who decided there was no issue. The Club will apply to council to install mirror at our cost.

Meeting closed at 1:10pm.

Signed as a correct record



Bob Bow - President