**BEACHLANDS CHARTERED CLUB (INC.)**

**ANNUAL GENERAL MEETING**

**Sunday 20th October 2024**

**Minutes**

Presidents Welcome.

Darryl Good opened the meeting at 10am. Thanks all for turning up, awesome to see all who care. Great to see so many who want the Club to move forward

Attendee’s – Attachment.

Apologies: 655 Janice Hawkin, 098 Julie Smith, 029 Tony Smith, 044 Brent Rankin, 155 Craig Rankin, 073 Margaret Robertson, 732 Lee Agnew, 719 James Agnew, 153 Edward Kelly, 647 Stacey McCarthy, 070 Hank Brooks.

Moved/Seconded: Fraser Webberley / Rowan Muir

**Stand for a moment’s silence to acknowledge those who have passed away since the last AGM.**

**Previous Minutes:** of the Annual General Meeting held on 24th September 2023, which was electronically recorded, that the Minutes, having been circulated, be accepted as a true and correct record.

*Moved*/*Seconded: Caitland Good/* Kelvin Prefect

**Presidents Report:**

Darryl Good. Personal reflection and update. Stepping down in May due to a former staff member, being transparent I could no longer work effectively with this person. However, I have a deep love of the club and have a new full commitment to seeing that the club can move forward and succeed with your support.

Recent Staff resignations: Charlotte Goodlet, Donna Orriss, Max Taylor, Rachael Proudfoot, Catherine Godkin and Cara Hawthorn.

Committee members stepped down during the year. Michelle van Velzen, Fraser Webberley, Julie Poppin, Caitland Good, Logan Saintly.

A Disciplinary tribunal will be formed moving forward. Touching on hearings held:

Rick Babbington has been barred and has been spoken to about what needs to be done to rectify the situation.

Key issues impacting the decline of membership:

* Darryl’s resignation earlier in the year.
* Reduced gaming revenue
* High staffing costs.
* Under performing events.

Operational costs: Looking to implement Staff restructuring, reduced operating hours, gross profit margins with the advice of Rowan Muir who is volunteering.

Attracting new members by improving event planning.

The Fishing Comp this past year was one of the best in years and bar promotions, theme nights, room hire, sports nights bigger and better. Friday nights need to be rejuvenated.

Lessons learnt, catering to our members demographic and engaging them.

Memberships currently sit at 383 vs this time last year 413. Challenge is to address the renewals of our members.

Creating opportunities with younger sporting groups who a space for prize giving etc.

Focus on building our financial health. Using Volunteers, aggressive marketing, seek sponsorship. Club improvements making the place more attractive.

A situation created by mismanagement from all involved over the past few years.

Confidence and recovery, we are confident that recovery is possible.

Sue McGrath: queried who are those responsible for the mismanagement

Darryl Good: I am owning my part in that responsibility but cannot speak to the accountability of anyone else.

Glen Fitzgerald: Speaking on behalf of those who remaining on the committee for another term, by definition, speaks to their ownership of accountability.

Heatherington: Committee members have always met the number forum, and was the committee covered with a President and Vice President.

Darryl Good: Yes, at all times.

Christine Muir: Why are there no current minutes being published.

Darryl Good: Website has not been updated, can’t answer as to why, but they are available on the notice board.

Derek Trent: With respect should the past committee step down due the issues being left without being addressed. And members can vote on a newly elected group for committee to resolve this dilemma.

Glen Fitzgerald: Totally agree, but please allow the financials to be read before you decide that this is a call you want to proceed with.

Christine Muir: Is someone checking that all attending today are in fact current members.

* This was actioned.

Charlie: A loss of $3k from events.

Glen Fitzgerald: A budget structure for approval needs to be implemented.

**Sub Committee reports:**

Owen Stokes: 8 Ball team got into the finals. respectfully also asks that more control of the children in the Pool room be applied.

Darryl Good: Events nights are being pushed through; the Fishing Comp 2025 will be scheduled.

From the floor: What is the relationship that we have with Ambrosia, is their support reciprocal?

Derek Trent: Why has the discount offer has dropped?

Sue McGrath: Note that the restaurant does bring us business with the high patronage they bring to the building.

Andy Swainbank: Are we charging appropriately for the amenities ie: water, power, etc?

Darryl Good: We are reviewing the lease agreement with them. We do have a very good relationship. And the discount changes will be addressed.

Kelvin Perfect: Queried the revenue we get from the Caravans.

Darryl Good: $100 a week per site.

Moved/Seconder: Rowan Muir / Lisa Rankin

**Financial Report: Glen Fitzgerald.**

Performance page 7:

Total revenue up $87k (13%) Total expenses up $80k (12%)

Deficit $14k (-32%) - better than $21k last year

Expenses: Large portion to depreciation.

If the depreciation is taken out – there is a surplus of $30k for the year.

A word about the “Non-for-profit” concept. Is nonsense, and we need to acknowledge, that we can-not be in a position just to break even. We need to make $340k to have no loans and to have creditors in the right place.

Creditors should be sitting at under $40k and not the current $80k.

Financial position:

Working capital – -$38,496

Current Liabilities – $79,260

Loans – near-on $300,000

Creditors - $59,000

Bar Gross Margin – should be at least 70% currently at 61.6%

Inventory – stock levels too high – mismanagement at $27,806

Bar Wages – way too high at $110,590 – More use of volunteers would help here.

* Heather: Disagrees with the use of Volunteers due to it affecting their wage.

Admin Wages – way too high at $118,632

Telephone – staff member with overseas costs and a new phone – is sickening $5,318

Subscription fee’s – too low.

Service contracts and other expenses – too high.

Free drinks – no longer available to staff or committee members.

Other crucial changes needed.

Potential change of Accountants

Membership numbers to increase / More bums on seats, more often

Ambrosia lease income increase

Positive Working Capital

Ambrosia to pay for full expenses they drive

Operating Surplus

Bar prices increase

Creditors reduced

Term loans coming off interest only (medium-term)

Rationalisation across all expense lines

Glen’s presentation was very well received by all.

Christine Muir: all expenses are to be decided by the executive committee. Years back the mortgage was to be paid by the funds received by the pokies.

Glen Fitzgerald: Those funds are being used, but not necessarily just for mortgage interest payments. We haven’t had a P&L since June 30th which is concerning.

Hillary Heatherington: How many admin staff are being employed, and do they have a contract.

Darryl Good: No one is currently employed in the admin role; Sandra is volunteering until the new committee is formed and are in a position to make that decision.

Diamian Stanfield: With you not yet seeing a P&L for the past 3 months, things could be worse.

Glen Fitzgerald: I can verify that the position hasn’t changed that much.

Rachael Locke: It should be said that there has been a huge fight to get signatories to the banks.

Moved/Seconder: Derek Trent / Fraser Webberley.

Election of Executive:

Darryl Good – President, ‘Wants to provide stability moving forward’.

Nominated / Seconder: Derek Trent / Unanimous

Glen Fitzgerald – Vice President, ‘Can help to make a difference’.

Nominated/Seconder: Derek Trent / Katie Leigh. Accepted Unanimously.

* Andy Swainbank – ‘Caring about the youth and the future of the club’.
* Kelvin Perfect – ‘Wants to see the club move into the future’.
* Stacey McCarthy – ‘Enthusiasm and an inviting manner is an asset’.
* Craig Lowery – ‘As a past executive committee for other clubs, I think my experience can be an asset to Beachlands’
* Caitland Good – ‘Expects to support the growth of the kids section and the marketing’.
* Rachael Locke – ‘Here as an advocate for the members’
* Kerry Bowman – ‘As a past president and a member for 30yrs. This club is an asset to the community and want to help and advice where needed’.
* Mike Woods – ‘30yr member, wants to create an attractive atmosphere’.

All accepted Unanimously.

Maximum of 7 persons on the committee, Darryl to decide.

Damian Stanfield: the committee needs a strong governance advocate.

Motion: that Darryl nominates his committee from the nominee’s.

###### **Patron/Life:**

## Election of Club Patron: Carol Laing to continue.

Election of Life Members: N/A

**Appointments to be confirmed at a later date:**

Accountants: Drumm Nevatt & Associates Ltd *Moved/Seconded*

# Auditor: Pradeep Singh - JDW Chartered Accountants *Moved/Seconded*

 *Motion for New Committee to appoint Accountants/Auditors*

Attendee’s 2024 10 20 Beachlands Chartered Club AGM

|  |  |  |
| --- | --- | --- |
| 375 | Neil | Angle |
| 508 | Angela | Angle |
| 437 | Linda | Ashby |
| 698 | Jon | Ashby |
| 268 | Rosalie | Barwick |
| 328 | Sandra | Bates |
| 390 | Murray | Bates |
| 103 | Richard | Borthwick |
| 133 | Diane | Borthwick |
| 360 | Kerry | Bowman |
| 402 | Judy | Carson |
| 616 | Helene | Cole |
| 095 | Gae | Cranch |
| 200 | Mary  | Cromb |
| 082 | Jody | Davies |
| 310 | Julian | Davies |
| 705 | Glen | Fitzgerald |
| 609 | Sheree | Gillard |
| 085 | Garry | Good |
| 320 | Caitland | Good |
| 662 | Darryl | Good |
| 531 | Carol | Hatton |
| 090 | Robert | Hayes |
| 350 | Janet | Hellens |
| 123 | Hilary | Hetherington |
| 218 | Shane | Hetherington |
| 075 | Alan | Holroyd |
| 296 | Tui | Holroyd |
| 416 | Paula | Johnstone |
| 140 | Brian | Laing |
| 276 | Carol | Laing |
| 138 | Jacqueline | Lakin |
| 664 | Tyler | Lawton |
| 448 | Katie | Leigh |
| 144 | Rachael | Locke |
| 720 | Marc | Logan |
| 721 | Kerry | Logan |
| 565 | Michael | Lowe |
| 187 | Craig | Lowery |
| 572 | Heather | MacCullaich |
| 164 | Bruce | MacFarlane |
| 677 | Ruxandra (Roxy) | MacFarlane |
| 453 | Shane | McCarthy |
| 598 | Karen | McCormick |
| 113 | Peter | McGrath |
| 119 | Suzanne | McGrath |
| 128 | David | McIntosh |
| 160 | Kylee | McIntosh |
| 239 | Kathryn | Mills-Brooks |
| 245 | Hannah | Morris |
| 599 | Karen | Morris |
| 086 | Rowan | Muir |
| 087 | Christine | Muir |
| 282 | Shane | Norton |
| 174 | Rosemary | O'Connor |
| 175 | Robin | O'Connor |
| 106 | Donna | Orriss |
| 004 | Joyce | Palmer |
| 101 | Mary | Peake |
| 156 | Charles | Peake |
| 409 | Kelvin | Perfect |
| 271 | Raymond | Ransom |
| 537 | Lisa | Ransom |
| 011 | Lurline (Lou) | Reed |
| 663 | Allan | Rowlands |
| 515 | Damian | Stansfield |
| 450 | Dean | Stewart |
| 051 | Owen | Stokes |
| 549 | Margaret | Strachan |
| 443 | Michele | Swainbank |
| 496 | Andy | Swainbank |
| 370 | Iain | Thomas |
| 336 | Michael | Thompson |
| 673 | Derek | Trent |
| 099 | Augustinus | Van Stee |
| 607 | Meshell | van Velzen |
| 520 | Fraser | Webberley |
| 313 | Eileen | Whitworth |
| 229 | Peter | Williams |
| 553 | Cheryl | Williams |
| 182 | Maxine | Wilson |
| 343 | Michael | Woods |
| 625 | Neil | Yardley |