

MINUTES OF THE ENTRANCE LEAGUES CLUB LIMITED ANNUAL GENERAL MEETING, HELD ON MONDAY FEBRUARY 24th, 2014 AT THE ENTRANCE LEAGUES CLUB, 3 BAY VILLAGE ROAD BATEAU BAY 7.00PM.

1. Meeting Commenced: 7.05pm

The Chairman (Mr. David Hart) declared the meeting open at 7.05pm with the attendance as recorded on the Member Sign in Register, being (35).

The Chairman welcomed all Members especially our Patrons present, Mr. Bob Graham, Mr. Ray Parsons and Mr. Pat McCudden.

The Chairman welcomed Members who are also representatives of The Entrance Rugby League Football Club, The Golden Hind Women's Bowling Club, Men's Social Bowls Club, TELC Netball Club, TELC Darts Club, TELC Golf Club along with Sponsored Clubs, being The Entrance Junior RLFC, The Entrance Rams RUFC and The Entrance District Cricket Club. Welcome also to the Clubs Auditor Mr. Brent Connor from Fortunity Assurance and Mr. Peter O'Grady, Chairman of Diggers @ The Entrance.

2. Apologies:

Mr. Ken Hey and Mr. Paul Callaghan

It was Moved P O'Grady Seconded B Graham that the Apologies be accepted. Carried

3. Deceased Members:

The Chairman asked for those present to stand and acknowledge a Minute's Silence for the Members who have passed away throughout the year.

4. Previous Minutes:

Copies of the Minutes of the Annual General Meeting held on Sunday February 25th, 2013 had been circulated prior to the meeting and placed on the Clubs Notice Board as per requirements.

It was Moved B Graham Seconded F Hartup that the Previous Annual General Meeting Minutes be approved. Carried

5. Business Arising:

There was NO BUSINESS ARISING

6. President's Report:

Mr. D Hart presented his Report as per the Annual Report:

2013 has been a difficult and unusual year of mixed results. Our Year End Profit of \$300,500.00 was down significantly, when compared to the second highest ever profit achieved in 2012, but it still represents a profit in a very challenging time in the Club Industry and during continuing difficult financial circumstances effecting both the Retail and Hospitality Sectors.

A positive result was the growth in membership to 16,243 (30 September 2013).

It's been a committed team effort within our Club involving Board of Directors, Management, Staff and Members together contributing to the growth of our Club.

I thank all my fellow Directors and in particular, Vice Presidents Phil Andrews and Don Russell and Treasurer Vince Mitchell for their commitment and professionalism and their respect and support for me in my role as Chairman.

CEO Mark Chaffey has once again provided professional guidance to the Board, we are extremely fortunate to have Mark's astute knowledge and guidance. I wish to express my sincere thanks to Mark, the Management team and to all of our Staff. We are renowned for the friendly and personal service that you have provided throughout the year and it is this friendly

service that makes us “different” from our competitors and which our members and visitors really appreciate.

Thank you to those members associated with The Entrance Rugby League Football Club, The Entrance Junior Rugby League Football Club and all of our Sub-Clubs. I again commend those members who volunteer their time and expertise to serve on the Committees of these Clubs.

The Rugby League Football season was again one of mixed fortunes and disappointment at the business end of the season. Positive early form throughout the Grades with consistent play throughout the season, but unfortunately we could not maintain the dominance in the finals.

Particular mention must be made of the Under 17’s squad which came into the senior competition with very little expectation of success but, under the astute coaching of Steve McSweeney assisted by Gavin Thompson, matured into a competitive and confident outfit with a big future. I congratulate and thank Mick Bates and the Football Club Committee, all the coaches and support staff and every player involved during the 2013 season. Sadly no premierships but certainly some spirited and scintillating individual and team performances in all grades during the season of which we can be justly proud. Well done “Tigers.”

During 2013 we lost two of our passionate and courageous football stalwarts, Ken Eckford (Director 2004-2012) and Graham Fowler (Football Committeeman 2012-2013). A copy of my testimonial to Ken has been included in this year’s Annual Report.

The following Awards were created in their memory and will last as reminders of their dedication and support. The Ken Eckford Memorial Ironman Award for the Most Number of Games Played – presented to Sean Boyton and the Graham Fowler Memorial Award for Outstanding Commitment to the Football Club – presented to Mark Jurd.

The Junior “Tigers” must be congratulated on being named the “Most Successful Junior Club of the Year” for 2013 (a repeat of their efforts in 2010). After 15 years at the helm Phil Andrews has decided to step down and has taken on the role of Treasurer to support incoming President Matt Watson.

At our annual Strategic Planning Day, we again focused on the need to continue providing our existing members with refurbished and improved facilities and services and that our loyal members will be rewarded for their patronage with reasonably modern, fresh and comfortable surroundings for their enjoyment.

This year we have two nominations for the prestigious category of Life Member. I must emphasize that, under our Constitution, the prerequisite for Life Membership is not just ten years of service to the Club but that the service is outstanding and the Board considered that both nominees, in quite differing circumstances, met this criteria.

Finally some milestones have been reached. I am proud to advise that Phil Andrews and myself have served on the Board for in excess of 25 years and we both have enjoyed the journey immensely but congratulations must go to Vince Mitchell who after 27 years is now the longest serving Director ever – a record that will be hard to beat. Well done Vince.

Please continue to enjoy your Club and its facilities to the fullest and best wishes for a healthy and successful 2014.

The President asked for Questions;

There were No Questions re the Presidents Report

It was Moved P Andrews Seconded I Rice that the Presidents Report be approved. Carried

7. Treasurer’s Report:

Mr. V Mitchell presented his Report as per the Annual Report.

September 30th, 2013 has seen the completion of the Twenty First Year of Trading of The Entrance Leagues Club. In my capacity of Treasurer of the Club it is my responsibility to inform you, the Members, of the Financial Performance of the Club in the just completed year.

Our Club continues to trade at a profit, our Financial position remains strong and we have met all of our Financial Liabilities from within the assets of the Club.

Total Revenue and other Income received was \$13,059,000.00 which is a decrease of \$287,166.00 on the 2012 Year. The Clubs Total Assets (Cash, Property, Plant & Equipment) are valued at \$12,285,586.00, with Total Liabilities of \$2,472,247.00 resulting in the total of Retained Funds of \$9,813,339.00.

The Trading Profit of \$300,500.00 was attained for the Financial Year (last year \$1,122,707.00) a decrease of \$822,000.00. Club Membership continues to increase and at the end of the year stood at 16,243 an increase of 630.

A copy of the Concise Financial Statement appears elsewhere in this Annual Report.

The continuing successful trading results are resultant on the continued high standards and friendliness maintained by our Staff, along with the pro-active leadership of our General Manager Mr. Mark Chaffey and assisted by the Members of his Administration and on Floor Management personnel.

In conclusion, I should thank the Board of Directors for their contributions to the successful operation of the Club throughout the year and the Members for their confidence in my ability to continue to hold my position on your Board of Directors.

The Treasurer asked for Questions;

Mr. I Nichol re Monies spent on Gaming Machines and subsequent cost of Depreciation and Maintenance of these, should we be looking at cutting this back.

Mr. Nichol was advised that our Gaming installation is very important to our Clubs Finances and all efforts are made to have a modern Gaming installation for our Members enjoyment, in fact we would purchase additional Gaming entitlements if they became available such is their importance.

There were No Further Questions re the Treasurers Report

It was Moved I Nichol Seconded R Parsons that the Treasurers Report be approved. Carried

8. CEO's Report:

Mr. M Chaffey referred to his Report in the Annual Report, with special reference to the following additional information.

Thank you to everyone for being here tonight and showing interest in your Club, it is appreciated.

As outlined at last year's Annual General Meeting, 2013 was always going to be a tough year and this is certainly how it turned out.

Competition for the leisure dollar has never been more competitive and Clubs in particular are finding it hard to attract the next generation of Members, with many options available from a wide variety of venues.

Therefore, it is pleasing to have shown growth in our Membership in the past year along with achieving a healthy profit of \$300,500.00 in a very demanding market.

Obviously, this is a long way short of the 2012 year-end Profit, however within the Club Industry as a whole; many Clubs are showing a decline in profit, trading in deficit or having to look at amalgamation opportunities. Fortunately we are profitable, have significant funds in the Bank and are carrying a relatively low amount in debt.

It is important to remember or in fact highlight, that even though our 2013 Revenue Streams were not that of previous years, your Club still maintained and expanded in some cases, its commitment to The Entrance Senior & Junior Rugby League, our Bowling Club, our Sub Clubs, Sponsored Sporting Clubs, Charity and Community organizations throughout the year, something we can all be proud of, a true Community Sporting Club.

You can refer to pages (53) & (54) of your Annual Report to see the many and varied organizations that benefited from your Clubs Operations throughout the 2013 Financial Year, from the Westmead Children's Hospital, the NSW Police Legacy, the Cancer Council and the Leukemia Foundation to the Central Coast Special Olympics, CHS Rugby League/ Union, NSW State Darts, along with assisting a local mother of two (her son being a Junior Tiger) compete in the World Ironman Championships in Hawaii, all of these worthy recipients.
So 2014 – Where are we at and what's in Store?

- Our Trading Income is still showing little or no growth across the board, however we have maintained our expenses to date, and we are currently trading at a profit of \$265,235.00 at the end of January 2014, which is \$20,464.00 ahead of where we were after (4) months this time last.
- Currently we are going through a “revised” Club Refurbishment Program for 2014, which is taking into account and addressing any perceived shortfalls in our current operation. We are also looking at introducing a new look and feel throughout the Club to assist in keeping our Loyal Members Happy along with having the ability to continue to attract New Members throughout 2014.
- We are and will continue to pursue the purchase of the Land in which the Club, Car park and Bowling Green sit on, this is part of our Strategic Plan to sure up the Clubs Future and to provide Diversification opportunities, which are not currently available. There are a number of matters in our way at the moment with this, however we are striving to have these resolved and get a favorable outcome ASAP.
- Most importantly, we aim to continue to provide a welcoming, professional and consistent Club for our Valued Members and Guests to enjoy every time they visit The Entrance Leagues Club.

This is always a challenge, and this challenge will be made even harder with the Wyong Rugby League Club Group's apparent acquisition of Bay Sports Club from Canterbury Leagues Club. WRLFC will provide a different approach to that Clubs Operations, being our nearest competitor, than what the Bulldogs approach provided.

In saying that, I believe we are capable of holding our own and we will look to our loyal Members to continue to support their local Club which maintains its focus within The Entrance District.

In closing, I would like to once again say thank you to the Members of The Entrance Leagues Club for your continued support and patronage, we look forward to continuing to provide you with a Club you can be proud of throughout 2014.

The CEO asked for Questions;

There were No Questions re the CEO's Report

It was Moved B Graham Seconded I Nichol that the CEO's Report be approved. Carried

9. Director's Statutory Report:

The Chairman referred Members to the Statutory Report appearing on pages 13-37 of the 2013 Annual Report to receive and consider the Balance Sheet and Income and Expenditure Account for the Year Ended 30th September 2013.

The Chairman also made reference to Page (14) and that Mr. I Cameron and Mr. K Eckford were listed as Directors, when in fact they should have been Mr. W Dawes and Mr. G Nixon, with Mr. K Eckford listed as ceasing to act in January 2013 following his passing, apologies to all in regards to this misprint.

The Chairman invited any Questions;

There being No Questions it was Moved I Rice Seconded P McCudden that the Director's Statutory Report be adopted. Carried

10. Auditor's Report:

Mr. Brent Connor of Fortunity Assurance

Mr. Connor on behalf of Mr. Tim Davidson expressed that the Auditors Report contained in the 2013 Annual Report is an Unqualified Report, and is in line with all Statutory Requirement's and is a true and fair view of the Clubs Financial Year.

Mr. Connor expressed his opinion that TELC, having a sound result given other Licensed Clubs on the Coast are not doing so well in very difficult trading periods.

The Auditor asked for Questions;

There were No Questions re the Auditor's Report

It was Moved D Russell Seconded W Dawes that the Auditor's Report be approved. Carried

11. Election of Officers:

The Chairman declared all positions vacant and vacated the Chair in favor of Mr. Brent Connor who then declared and advised the meeting of the following Board Nomination results, as follows;

Position of President: (1) Position
Only (1) Nomination Received Mr. David Hart
Re-elected Unopposed

Position of Vice - Presidents: (2) Positions
Only (2) Nominations Received Mr. Phil Andrews and Mr. Don Russell.
Elected Unopposed

Position of Treasurer: (1) Position
Only (1) Nomination Received Mr. Vince Mitchell
Elected Unopposed

Position of Directors: (6) Positions
Only (6) Nominations Received, with the following six (6) being elected;
Mr. Paul Dawson
Mr. Garry Rimmer
Mr. Gerry Josephs
Mr. Wally Dawes
Mr. Fred Hartup
Mr. Greg Nixon

All Directors were congratulated, D Hart resumed the Chair and congratulated all current Directors on being re-elected unopposed.

12. Nominations for Club Patrons:

It was Moved I Nichols Seconded D Russell that the current Patrons, being Mr. Bob Graham, Mr. Ray Parsons and Mr. Pat McCudden be nominated as Club Patron's once again. Carried

13. Nomination for Life Membership:

The Chairman advised that the following Members have been recommended for Life Membership of The Entrance Leagues Club.

Mr. Paul Westwood, Membership No: 2207

Mr. Mick Tattam was called to speak on behalf of this Life Member Nomination attesting to Mr. Westwood's service to the Club, after which it was Moved M Tattam Seconded C Thurston that Mr. Westwood be granted Life Membership. Carried

Mr. Don Russell, Membership No: 15

Mr. David Hart was called to speak on behalf of this Life Member Nomination attesting to Mr. Russell's service to the Club, after which it was Moved D Hart Seconded P O'Grady that Mr. Russell be granted Life Membership. Carried

14. Resolutions:

14.1 Ordinary Resolutions:

The Chairman asked Mr. Phil Andrews to outline the following Ordinary Resolutions to the Members to consider and if thought fit, to pass the Seven (7) Ordinary Resolutions, which need to be Moved and Seconded individually, as follows;

ORDINARY RESOLUTION 1: That Directors and Disabled persons be entitled to Specific Parking Spaces in the Club's Car Park.

Moved P Andrews Seconded J Westwood that Ordinary Resolution (1) be approved. Carried

ORDINARY RESOLUTION 2: That until the next Annual General Meeting of the Club, provision be made from the Club's funds not exceeding \$6,000.00 for the reasonable cost of providing each Director as the Board shall from time to time approve, a Club uniform, formal wear or other clothing to be worn at Club functions and whilst attending to or carrying out any duties in relation to the Club whether at the premises of the Club or elsewhere.

Moved P Andrews Seconded I Nichol that Ordinary Resolution (2) be approved. Carried

ORDINARY RESOLUTION 3: That until the next Annual General Meeting of the Club, provision be made from the Club's funds not exceeding \$6,000.00 for a Christmas Function for the Directors and their partners, Club Management and their partners and Special Guests of the Directors.

Moved P Andrews Seconded F Hartup that Ordinary Resolution (3) be approved. Carried

ORDINARY RESOLUTION 4: That until the next Annual General Meeting of the Club, provision be made from the Club's funds not exceeding \$35,000.00 for the reasonable cost of food, travel, accommodation, registration fees or subscriptions incurred by Directors attending trade shows or displays, seminars, conferences, meetings, other registered Club's or other similar facilities to view or access their facilities or operational systems, or sporting community, charity or other special functions, provided by the Board has resolved that any such activity is for the betterment of the Club and in the course of the duties of the relevant person or persons.

Moved P Andrews Seconded D Burgin that Ordinary Resolution (4) be approved. Carried

ORDINARY RESOLUTION 5: That Directors be entitled to a meal and coffee at any Board Meeting of the Club and to a meal when entertaining special guests of the Club provided the same is provided by the Club.

Moved P Andrews Seconded P Dawson that Ordinary Resolution (5) be approved. Carried

ORDINARY RESOLUTION 6: That the Club meet the cost of any Director's

Indemnity Insurance or Insurance for Management, which the Board has resolved is reasonably necessary for the personal protection of such Director or Manager in the carrying out of their duties or functions as such Director or Manager.

Moved P Andrews Seconded P O’Grady that Ordinary Resolution (6) be approved. Carried

ORDINARY RESOLUTION 7: That Directors on the Board of Directors of the Club and those Members who are also Members of The Entrance Rugby League Football Club Committee be allowed to use the Club’s Gym Facility which is located at 3 Bay Village Road Bateau Bay, at such times as determined by the Club.

Moved P Andrews Seconded C Thurston that Ordinary Resolution (7) be approved. Carried

15. General Business: To deal with any other Business that the Meeting may approve of which Notice has not been given.

15.1 D Hart re Thanks to all past Directors, Life Members and Members of the Club who are our regular patrons for your past and present support.

15.2 D Hart re Thank you to all Club Sponsors for your support throughout the year and asked Members present to utilize these suppliers where and when possible.

15.3 M Tattam re Date on Agenda should be 2014 not 2013.

15.4 I Rice re advising the meeting that Mr. Ray Lewis was placed in Wyong Hospital yesterday and that our thoughts are with him in his time of ill health.

15.5 I Nichol re Photos of Liquor License attendance that were part of the 20 Year Presentation Slideshow, recommendation that these should be displayed in the Clubs Hallway.

There were No Other Items of General Business

16. Meeting Closed:

The Chairman thanked everyone for their attendance and declared the meeting closed at 8.09pm.

CHAIRMAN:.....**DATE:**.....