

MINUTES OF THE ENTRANCE LEAGUES CLUB LIMITED ANNUAL GENERAL MEETING, HELD ON MONDAY FEBRUARY 22nd, 2016 AT THE ENTRANCE LEAGUES CLUB, 3 BAY VILLAGE ROAD BATEAU BAY AT 6.00PM.

1. Meeting Commenced: 6.05pm

The Chairman (Mr. David Hart) declared the meeting open at 6.05pm with the attendance as recorded on the Member Sign in Register, being 62.

The Chairman welcomed all Members especially our Patrons present, Mr. Bob Graham 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 and The Entrance District Cricket Club.

Welcome also to the Clubs Auditor Mr. Tim Davidson from Fortunity Assurance and Mr. Peter O'Grady, Chairman of Diggers @ The Entrance.

2. Apologies:

Mr. Ian Rice, Mr. Allan Rumble

It was Moved B Graham Seconded D Russell 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:

Confirm the Minutes of the previous Annual General Meeting of The Entrance Leagues Club Ltd held on Monday February 23rd, 2015. Tabled

It was Moved J Atkins Seconded F Hartup that the Previous Minutes be approved. Carried

5. Business Arising:

Business Arising from the Previous Minutes

5.1 The Chairman went through to following matters raised at last year's AGM and advised on the outcomes following further discussion at Board level;

- Nominating Board Members Resume/ Photo on Notice Board; discussed and advice sort from Club Lawyers, with the Board agreeing this isn't required at this stage.
- Un-Financial Members; Members who have not renewed Membership at the end of the Membership Financial Year being December 31st to be deleted ASAP after this date. This was discussed and it was agreed that no changes be made to current process.

There were No Further Matters Arising.

6. President's Report: Mr. David Hart

Thank you Members, rather than going through my report in its entirety I would like to highlight the major points and then add some further important information.

In my opening remarks I can't express in words how immensely proud I am of our Club today and of how far we have come in just 23 years of trading.

These days as I drive into the car park my mind goes back to 25th October 1992 when we opened our doors with a modest building and half constructed car park for our than 700 members. What has been achieved is truly amazing and all of us can be justifiably proud.

Current and former Directors, our CEO Mark Chaffey and his Management Team, all of our

Staff and our sporting and associate members have contributed to make The Entrance Leagues Club the impressive and successful Club that it is today. As mentioned in my report the recent renovations including the enlarged Entry area and Portico and the upgrading of the carpark have really lifted the overall look and the welcoming feel of the Club. We certainly have come a long way since 1992.

2015 was a memorable year of consolidation, growth, change, sporting achievement and financial success. A superb team effort saw us achieve a record operating net profit of \$1.18 million, thanks again to a very dedicated and professional CEO, a committed Management team and great staff with special recognition of the Brasserie staff who have endured a lot of changes but are currently on a wave of success and I thoroughly recommend you try the current fare – it's sensational.

A critical component of the team effort is the Board of Directors and I thank them for their respect, support and input into at times fairly lively and spirited discussion but the outcomes are the successes we have achieved. With the elections later in the evening there will indeed be changes to the Board so I again thank the current Board sincerely with particular mention of Phil Andrews who has decided to call it a day. Phil joined the Board in 1988 and has served for 24 years since the Club commenced trading in 1992, including 8 years as Vice president and 1 year as Treasurer. He will certainly be missed particularly for the comic relief he has provided when things got a little too serious. Thank you Phil for your support and dedication to this Club.

2015 was an outstanding year for The Entrance Tigers winning the Club Championship, the young Ladies League Tag team finishing strongly to make the Grand Final but were defeated by an impressive Kincumber outfit and the 1st and Reserve Grade sides both won Premierships with dominant second half displays of quality football. Congratulations and sincere thanks to Mick Bates and his committee, coaches, support staff, volunteers and all players involved for a super effort.

Again some great results from the Juniors, the Most Successful Club Award for the third year in a row with only 2 teams failing to make the finals, 9 teams contesting Grand Finals and winning 4 Premierships. Congratulations to Mat Watson and head Coach Matt Sharman for implementing their strategic approach to coaching and development with obvious success. Sadly the senseless act of vandalism across the road at EDSACC has created major problems for us but we do have some options to consider for the coming season and irrespective of the decision the Tigers will roar in 2016.

During 2015 we lost 2 valued members. Mick Tattam was a passionate Tiger stalwart and distinguished Life Member. I prepared a special tribute to Mick which appears on page 10. Shirley Kembrey passed away late in the year so I was unable to include her in the Annual Report but she will be fondly remembered for her passion and dedication to the Senior and Junior Darts Clubs which she originated in 1993, our very first sub-clubs.

I invite you to have a look through the Annual Report for an understanding of our purpose and mission. Read with interest the sports reports from The Entrance Tigers Rugby League teams, the Social Golf Club, the Men's Social Bowls Club, the Golden Hind Women's Bowling Club and the Senior Darts Club.

Page 53 lists the 2015 Club Grants Recipients with our contribution \$74,891

Page 54 lists our Sporting Sponsorships and Donations, total \$185,860 which is in addition to our contribution of \$225,773 to The Entrance Rugby League.

Back Cover lists RLFC Sponsors – total contribution \$185,908

Also page 37 lists our staff – total 75

Finally on behalf of the Board of Directors, Management and Staff thank you to all our loyal members for your valued patronage, please enjoy your facilities and best wishes for a healthy and successful 2016.

Questions: There were No Questions

It was Moved P Andrews Seconded B Raby that the Chairman's Report be approved. Carried

7. CEO's Report: Mr. Mark Chaffey

Welcome and thank you for your attendance everyone, it is appreciated.

As reported, the 2015 Financial Year provided a satisfying financial result, completion of our scheduled building and amenities work, along with some great results from our Football Club to finish the year off on a high.

From a financial point of view, the operating profit of \$1.186 million was the result of our members continuing to utilize our facilities and services throughout some significant building works, which at times, restricted patron entry and our carpark resembled a swimming pool for many weeks on end. The continued patronage from our members was very much appreciated then as it is now, with the works completed, the new look club is being enjoyed by our many members and guests.

In regards to our current trading levels, we have finalized our first four months of the 2015/2016 financial year, being October to January, and it is a pleasure to report that all is going along "consistently" well at this stage. The following comparative figures for our main trading areas are very positive and encouraging with eight months remaining;

Bar Sales: Sales are 5.5% up on previous year

Gaming Clearances: Clearances are 5.20% up on previous year

Keno Sales: Sales are 17.61% up on previous year

TAB Sales: Sales are 6.64% up on previous year

Catering Sales: Sales are 20.22% up on previous year

Overall Bottom Line: The Clubs YTD Profit after (4) Months stands at \$650,690.00 which is \$289,589.00 above this time last year. This result is after charging \$582,240.00 in Depreciation & Amortization (last year \$542,453.00) an increase of \$39,787.00 above last year's YTD total. Obviously, the Board and Management are very happy with the way the year has started off and we thank all Members for their continued support of The Entrance Leagues Club.

In stating our good start to this financial year; please rest assured that the Board and Management will not get ahead of them-selves and will remain focused on providing our valued Members & Guests with a Club that they can be proud of and contain expenditure where and when possible.

The Board and Management are fully aware that competition for the leisure dollar has never been more competitive in our area, we understand this and we are continually looking at ways to improve our facilities and services for our Members.

I'd like to take this opportunity to congratulate David Hart and Vince Mitchell for being re-elected unopposed to the President and Vice President roles, along with wishing the six candidates for the remaining five Board positions all the best, it's a good group of candidates, who will all do a good job for their Club if elected.

Thanks also to Phil Andrews who has stood down from the Board this year, after many years of service. Your support and guidance over the years has been appreciated and you will be missed around the boardroom table, I wish you and Veronica all the best in the future.

Once again, thank you for your attendance tonight, it is appreciated and I look forward to working with the Board, Management and Staff to ensure The Entrance Leagues Club remains a viable and contributing community asset into the future.

Questions: There were No Questions.

It was Moved F Hartup Seconded P Dawson that the CEO's Report be approved. Carried

8. Director's Statutory Report: President to refer to the Director's Statutory Report in Year End Financials Pages 11-34.

It was Moved B Graham Seconded D Russell that the Directors Statutory Report be approved.
Carried

- 9. Auditor's Report:** Mr. Tim Davidson of Fortunity Assurance
Mr. Davidson stated the Report was an Unqualified Report and that all is in check re the Clubs accounts. Mr. Davidson advised that Clubs don't make profits by accident and this year's result is one of the best across the Clubs that he covers on the Coast, when compared back to income streams generated at the individual Clubs. Appears that the Members are getting what they want and the Board and Management understand what is required to succeed; great result and a good achievement by all. The Clubs Assets and Financial position is strong for a Club this size.

It was Moved B Graham Seconded V Mitchell that the Auditors Report be approved. Carried

- 10. Election of Officers:** The Election of the Board for the ensuing year.
The Chairman declared all positions vacant and Mr. Davidson took over the Chair to announce/carry out the election of the Board for the ensuing year. Mr. B Graham and Mr. P O'Grady were appointed as Scrutineers to count votes where required.

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

10.2 Position of Vice - President: (1) Position
Only (1) Nomination Received Mr. Vince Mitchell
Elected Unopposed

10.3 Position of Directors: (5) Positions
Six (6) Nominations Received
Mr. Phil Andrews – Withdrawn 22/02/16
Mr. Paul Dawson
Mr. Fred Hartup
Mr. Greg Nixon
Mr. Garry Rimmer
Mr. Michael Bates
Mr. Wally Dawes

Election required; after the election process was carried out it was announced that Mr. P Dawson, Mr. F Hartup, Mr. G Nixon, Mr. G Rimmer and M Bates were the successful candidates.

It was resolved to destroy the voting papers after (21) days. Carried

Mr. D Hart resumed the Chairs role and thanked Mr. Wally Dawes for standing for the Board, although unsuccessful, his interest is appreciated.

- 11. Nominations for Club Patrons:** Current Patrons: Mr. Bob Graham, Mr. Ray Parsons and Mr. Pat McCudden.

It was Moved D Russell Seconded V Mitchell that the current patron's be re-elected again for 2016. Carried

12. Resolutions:

12.1 Ordinary Resolutions: To consider, and if thought fit, to pass the Seven (7) Ordinary

Resolutions. Mr. P Andrews was asked to read out each resolution.

ORDINARY RESOLUTION 1: That Directors and disabled persons be entitled to specific parking spaces in the Club's car park.

It was Moved P Andrews Seconded F Hartup. 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.

It was Moved P Andrews Seconded G Rimmer. 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.

It was Moved P Andrews Seconded G Rimmer. 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.

It was Moved P Andrews Seconded M Bates. 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.

It was Moved P Andrews Seconded B Graham. 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.

It was Moved P Andrews Seconded J Robinson. 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.

It was Moved P Andrews Seconded J Atkins. Carried

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

13.1 D Hart re advising the Members that the Board will continue its policy to have Annual Strategic Planning Sessions to continue planning and striving for improvement within the Clubs structure and facilities offer to Members. The Board will continue enquiries to try and purchase the two land leases which the Club sits on to further maximize potential revenue streams and diversification opportunities, along with continuing to support the Clubs Mission Statement in the front of the Annual Report.

There was No Further General Business.

14. Meeting Closed: 6.57pm