

MINUTES OF THE ENTRANCE LEAGUES CLUB LIMITED ANNUAL GENERAL MEETING, HELD ON MONDAY FEBRUARY 19th, 2018 AT THE ENTRANCE LEAGUES CLUB, 3 BAY VILLAGE ROAD BATEAU BAY AT 6.00PM.

1. Meeting Commenced: 6.00pm

The Chairman (Mr. David Hart) declared the 36th Annual General Meeting open at 6.00pm with the attendance as recorded on the Member Sign in Register, being 29.

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

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, Killarney Kripples Soccer Club, The Entrance Rams Rugby Union Club and The Entrance District Cricket Club.

Welcome also to the Clubs Auditor Mr. Tim Davidson from Fortunity Assurance.

2. Apologies:

Mr. G Nixon, Mr. G Rimmer and Mr. P Dawson.

It was Moved C Thurston Seconded J Atkins 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, in particular Mr. Ron Catts and Mr. Grant McBride.

4. Previous Minutes:

Confirm the Minutes of the previous Annual General Meeting of The Entrance Leagues Club Ltd held on Monday February 20th, 2017. Tabled

It was Moved B Graham Seconded P O'Grady that the Previous Minutes be approved. Carried

5. Business Arising:

Business Arising from the Previous Minutes

5.1 NIL.

6. President's Report:

Mr. David Hart

As my tenth term as President concludes I am again extremely pleased to present my report for another memorable year in our history.

Memorable as it represented the milestone of 25 years of trading for your Club, another successful year of growth and achievement and, for Vice President Vince Mitchell and myself, a very special recognition of our 25 years of service to The Entrance Leagues Club by Leagues Clubs Australia.

As we received our Awards Vince and I were immensely proud of our involvement with the Club, but we are only part of the forty-five (45) directors who have served on the Board since its inception in 1982, some for only a short time, others for lengthy terms, but all contributing their time and energy to help make the Club what it is today. I thank all of them for their efforts and our current directors for their support and commitment.

Also, a special thank you to our CEO Mark Chaffey for his initiative, guidance and the vision he has provided to the Board since joining us in 2002. Mark was also recognized by Leagues Club Australia in 2017 with an Award for 15 years of dedicated service to The Entrance Leagues Club.

Thanks to Mark and his Management Team, the Board of Directors, our excellent staff and our loyal members we have surpassed our 2016 results in Net profit and Membership. During the year our Membership steadily grew to 16,843 (now in excess of 17,000) and we achieved a Net Profit of \$1,000,604. With Net Assets of \$13.26m and Total Liabilities of \$1.35m your club is certainly in a sound financial position.

Once again, I commend President Mick Bates and the Football Committee, coaches, support staff, volunteers, supporters and all players for their involvement and assistance in 2017.

Returning to EDSACC with temporary facilities was never going to be easy but, despite the negatives, the Tigers secured the Club Championship, all teams figured in the semi-finals, Reserve Grade and Ladies League Tag were Minor Premiers making the Grand Finals with Reserve Grade taking out the 2017 Premiership in a close encounter.

Regarding the fire-damaged amenities at EDSACC Council has advised that the building will now be completely replaced which is good news but without a timeline. There is better news regarding the grandstand project with development approval issued and the tender process underway for construction and completion during the 2018 season.

Our young Tigers have excelled again in 2017 but it's not just the number of premierships that have been won, it's the enormous talent that is being developed by the Junior Committee, coaches and support staff. These youngsters are our future and our objective in 2018 is to further develop our relationship and partnership with The Entrance Junior Rugby League Football Club with some combined football and social activities throughout the season.

Congratulations to the Golden Hind ladies for winning their second pennant in 2017!! A great achievement and if their form continues we will have to budget for additional flag poles. In 2018 the ladies will celebrate their 50th Anniversary together with the celebration of 20 years of our successful amalgamation. I look forward to celebrating both milestones with them.

In 2018 you will experience some exciting changes. As I write this report work is about to commence on expansion of the Coffee Shop and later in the year a Restaurant and Auditorium Extensions are proposed. Both these projects are aligned with our objective of maintaining our family friendly club with the focus on personal touch and customer service excellence.

So, to all our members please continue to enjoy our facilities and have a healthy and successful 2018.

Questions:

Mr. D Russell asked whether the New Restaurant will be run in-house or contracted out. The Chairman advised that this is still to be confirmed, however' it will be a specialized Restaurant; therefore, it is likely to be contracted out.

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

7. CEO's Report: Mr. Mark Chaffey

Thank you for your attendance everyone.

I will rely primarily on my report in the Annual Report for the 2017 Financial Year, where I have covered/ provided an update on the majority of the Club's Operational Areas.

Overall, it was a good result in 2017, in what remains a very competitive and changing market. A result that I am confident will hold us in good stead moving forward; with a strong profit, good cash reserves and very little debt.

In regards to the 2018 Financial Year, it is pleasing to note that we have started with strong trading figures for the first (4) months, being October 2017 to January 2018, in comparison to the same period last year.

Currently, after (4) months trading' your Club has a bottom line profit of \$557,666, which compares favorably to the same period last year, where the profit after (4) months was \$287,746.

This is after accounting for \$528,034 in Depreciation and Amortization.

Overall, your Club has received an additional \$835,979 in sales in the first (4) months of the 2018 Financial Year, which is an increase of 7.51% on this time last year.

Obviously, as mentioned, we are in a very competitive market and we will not get carried away with our results to date. We will ensure we are keeping ahead of the game where we can, we will remain focused on customer service and satisfaction and continue to improve our facilities and services for our valued Members & Guests where and when possible.

I would like to take this opportunity to congratulate David Hart and the Board of Directors on being re-elected unopposed in 2018. I look forward to working with you again in 2018.

I would like to thank the Members of The Entrance Leagues Club for your continued support and patronage, it is appreciated.

Questions:

Mr. C Thurston asked if EDSACC will be locked up once the new Grandstand is built to help protect it.

The CEO advised that Councils indications to date have been positive to locking up EDSACC of a night time.

It was Moved R Parsons Seconded D Russell 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 10-35.

The Chairman advised the meeting of two typos within the report, those being;

Page 26: Interest Received is 16,527 not 6,527

Page 31: There should be a bracket around the 'Increase /(Decrease) in provisions, being (43,786).

It was Moved B Graham Seconded P Andrews 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 the Clubs Management and Directors need to be congratulated for this year's results. A number of surrounding Clubs are doing it tough at the moment, with all costs going up e.g. power. Revenue is not going up in line with costs in many cases, therefore the Clubs results are to be commended with all areas showing growth. The Club is positioned well for the future with the Clubs Assets and Financial/ Cash position being 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 all positions have been re-elected unopposed which is a sign the Members are happy. Congratulations to all.

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
Mr. Paul Dawson
Mr. Fred Hartup
Mr. Greg Nixon
Mr. Garry Rimmer
Mr. Michael Bates

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

It was Moved C Thurston Seconded P Andrews that the current Patron's be re-elected again for 2018. Carried

12. Life Membership Nomination: Mr. Ray Lewis

Mr. Michael Bates to Address the Meeting.

Mr. Bates spoke at length as to Mr. Lewis's involvement and contribution to The Entrance RLFC.

It was Moved M Bates Seconded C Thurston that Mr. Lewis's Life Membership Nomination be approved. Carried

As Mr. Lewis was not present at the meeting, the CEO will arrange for him to be advised of this outcome.

13. Resolutions:

13.1 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 B Graham. 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 D O'Loughlin. 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 P O'Grady. 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 A Bray. 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 P Lawler. 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 P O'Grady. 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 D Russell. Carried

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

There was No General Business from the floor.

D Hart spoke on the following matters from the 2017 Financial Year.

- 14.1 Peter Toohey, our Cellarman from October 1992, resigned due to ill health in August 2017. Peter was our longest serving employee and it was very sad to see him go after 25 years, he was a very valuable, dedicated and efficient employee. With Peter leaving we welcomed to the very important job of cellarman Grant Nelson who, as well as being a fine employee, is a very talented footballer and we trust that Grant will be with us for a similar period.
- 14.2 There is no doubt that the success of our Club is due to our efficient management structure and our strategic approach and your Board certainly intends for this to continue with our Annual Performance Review and Strategic Planning Sessions where we measure our performance compared to industry standards and adjust where necessary to maintain our focus. Also, as our Club grows and with-it greater responsibilities and liabilities your Directors have already committed to further Clubs NSW recommended advanced governance training and education to ensure compliance with our legal obligations.
- 14.3 Regarding the Crown Land Leases, we continue to seek action from the State Government but at the moment the Government is in pause mode as the issue is considered across the state. However, our approaches will continue.
- 14.4 Despite some uncertainties my crystal ball suggests that 2018 could be a very exciting year with the expanded pizza bar and café about to open, the restaurant and Arthur Lake auditorium extensions in the pipeline, the EDSACC projects finally proceeding and on the

footy field some very positive player signings. For the Golden Hind ladies in 2018 they will be celebrating their 50th Birthday and 20 years of our Amalgamation.

Please continue to enjoy all that this great Club has to offer during 2018.

Up the Tigers!

There was No Further General Business.

15. Meeting Closed: 6.55pm