



# Albany Golf Club



## 2017 Half Yearly Report

Tuesday 14<sup>th</sup> November 2017

# AGENDA

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Profit & Loss vs Previous Year Comparison Mar to 31 Aug 2017  
Balance Sheet Mar to 31 Aug 2017

## BUSINESS

1. Apologies
2. To receive and consider the reports of the President, Director of Golf, Match Course, House, and Membership/Marketing & Treasurer.
3. General Business

# OFFICE BEARERS

President

Mike Lane

Vice President

Tony Trevenen

Treasurer

John Vincent

Captain

Barry Ross

Women Captain

Pauline Ruoss

Vice Captain

Darren Michael

Committee

Al Fasolo

Max Loveridge

Sue Skirrow

Neville Tutt

Patrons of the Club

Margaret Cummins

Peter Cooper

## PRESIDENT'S REPORT

The Half Yearly General Meeting provides us with the opportunity to review our progress through the year.

From the Treasurer's report, members will be see that we continue to manage our finances quite well and our nett profit remains reasonably healthy. Of course, we must continue to keep a tight control on spending money while we address ongoing expenses. Further to this, we need to be in a position to deal with extraordinary expenditure as and when it arises. Some examples could be the need to replace a fairway mower, make major repairs to the reticulation or make repairs to the clubhouse. Regarding the latter, we currently have a problem with a water leak at the main entrance which has been temporarily fixed. A proper repair could entail lifting all the tiling and re-sealing the area before replacing the tiles.

Dan Northcott and his team in the golf shop have done a great job in successfully lifting the revenue earned in the shop as well as adding to the professionalism of the services provided. The Management Committee will continue to support Dan as he works to further improve the profitability of the shop. Members can see from the financial figures that the golf shop now has an annual turnover of around \$500,000. We will shortly start a separate advertising campaign for the shop. This is aimed at achieving exposure to the wider Albany and Great Southern markets. Dan has also agreed to chair our new Events Committee and we have just held our first meeting to prepare for a very busy spring/summer events program.

The Director of Golf mentioned in his report that next year Michael Draper will start his training towards becoming a professional golfer. This is an exciting step in Michael's career and we all wish him well. It is also important for the club and we are confident that Michael will add value to our business and enhance the reputation of the Albany Golf Club.

Our thanks go to our two Captains – Barry Ross and Pauline Ruoss for their continued efforts in ensuring that we have an enjoyable golfing experience. All the competitions have been well managed and we look forward to a very busy summer calendar. I would ask all members to continue to support Barry and Pauline in the lead up period. Please remember that the Wittenoom Cup week is hugely important for the finances of the club as well as our reputation for managing big events.

I am aware that members are waiting to hear what decision the Management Committee will recommend regarding the issue of golf cart storage. The Committee has received estimates and sketches for two options – a stand-alone shed running down the fence adjacent to the chipping green and modifications to the clubhouse to increase the cart storage area. The estimates range from approx. \$50,000 to \$123,000. I had hoped to be in a position to advise members of the Committee's preferred way forward in this report. However, given the importance of the issue, I regret to advise that the Committee needs more time for deliberation on the implications of any decision taken. I will keep everyone informed of the outcome of our discussions.

The Committee has also asked for an estimate to upgrade "grumble gully" towards making it a more attractive venue for match presentations etc. There is the potential to increase revenue from third party functions in the main club room provided we had a suitable alternative venue for presentations. As with the golf cart storage, the Committee will carefully review the issue before any decision is taken. It should be stated however, that the Club is not in a position to even contemplate both of these projects being implemented in a single financial year. It is likely to require a considerably longer timeframe if they go ahead.

As always in this and the AGM report, I wish to thank the Course Superintendent Jason Fleming and his dedicated team for their ongoing efforts in maintaining our great course in its present condition. I continue to receive glowing comments from visitors on the condition of our course. It could be argued that it has never looked better – at least during my ten years in the club. The greens are responding well to the coring and should be very good for the summer.

The Club is still waiting to receive approval from the WA Dept. of Commerce for the revised Constitution. No doubt the change in the State government hasn't helped. It is difficult for the Club to influence the timing of the decision. The Director of Golf will continue to monitor the situation.

Ian Redmond has commenced the planning cycle for the 2018/2019 year. We will have a revised Business Plan and Strategic Plan prepared for the AGM in May 2018.

I am sure that members agree that we are well served by our staff. Ian Redmond and Davida Carroll continue to do a great job in managing both the golfing and commercial side of the club. In this area, they are now assisted by Dan Northcott. The Management Committee is very appreciative of their efforts.

The staff in the golf shop are first rate and Hayley and her team in the bar keep us appropriately lubricated which of course is very important! Thanks to all for their efforts.

Finally, I would like to thank the members of the Management Committee for their support. I can assure members that we have a very talented and committed management team working on their behalf.

Mike Lane

President, Albany Golf Club

## DIRECTOR OF GOLF REPORT

It is with pleasure that I present my half yearly report for 2017.

### Golf Shop

Thanks to Dan and the staff in the Golf Shop for their dedication to the job of servicing both the members of this Club and golfers in general throughout the Great Southern region.

Michael Draper will be joining the staff soon, and will be starting an apprenticeship as a Golf Professional in 2018, the start of a three year course.

A review of the hire rates for golf carts has resulted in members being able to hire a cart for the discounted rate of \$20 for 18 holes and \$10 for 9 holes for social play as well as in competition play.

### Bar

Thanks to Hayley and her team for the excellent food and beverage service to members and guests.

A new contract is about to be signed with the Lion Brewing Company for a further 5 years. The Club has been extremely well supported by Lion over the term of the existing contract, including the annual sponsorship of the Wittenoom Cup.

Singlefile Winery of Denmark has recently come on board as the major support sponsor for the Wittenoom Cup for the next two years.

### Course

Thanks to Jason, his staff and the group of dedicated volunteers who present the course in the best possible condition for us year round.

Recent renovation of the greens was conducted in the usual professional manner and recovery is well underway for the busy summer period.

It is expected that work on re-surfacing the pathways will commence soon, both the City of Albany and the State Heritage Council approval has been received.

### Severe Weather Warning System

A new siren has recently been purchased – mounted on the Clubhouse. A second siren may be purchased and be mounted on the Maintenance shed.

A new feature has become available through the MiClub system that will allow the staff or Match Committee to send a txt message to the mobile phone of members playing in a competition – notification that play has been suspended. This feature is active now, members are asked to take their phone with them on course and check to see if they have received a txt from the Club should they suspect play may be suspended. Please note, this in no way goes against the common courtesy use of phones on course, please make sure that use of your phone is minimal, and causes no disruption to your fellow competitors.

## Heritage Display

Thanks to Marilyn Smith and the Club's Heritage Committee for the display in the foyer that depicts the timeline changes to both the course and the Clubhouse over the first 100 years of the Club. More work on displaying the artefacts that have been collected will be conducted in the new year.



## Golf Month – Golf Australia promotion

The Club has again participated in the promotion of the game of golf through the GA promotion of Golf Month in October. Dan conducted two free classes for beginner ladies and one for juniors.

## Working with Denmark Country Club

The Club has strengthened its ties with the Denmark Country Club by supplying basic goods from the Golf Shop on consignment. Balls, gloves, tees etc. have been supplied to the Denmark CC office.

For a short period while the Denmark Course was unplayable because of flood water, the Club invited Denmark members to play in our competitions without the charge of green fees.

## In conclusion

Thank you to Davida in the front office, who continues to serve this Club and its members and guests with a friendly smile and helpful disposition. I don't know what I would do without her.

Thanks also to the Management Committee for their support and their vision as we work together to make this Club even better!

Ian Redmond

## CAPTAIN'S REPORT

A full year of golf is nearly complete and with Spring here and we can now look forward to some great weather and great golf. The golfing calendar is fairly full over the next few months, culminating in the Wittenoom Cup Carnival in January. Keep your eyes out for the entry forms that will be released early November. The real biggie this year will be the Irish Sweepstakes that is always full, but this year falls on the Australia Day Holiday. Don't be disappointed, get your entries in early.

The events to look out for over the coming months:

- ▯ Governor's Cup Mixed Foursomes – 5th November
- ▯ Mixed Foursomes Championships – 5th November
- ▯ Crystal Ball Charity Day – 9th November
- ▯ Holden Scramble – 19th November
- ▯ Albany Ford Golf Weekend – 2nd and 3rd December

Also a reminder that the summer Twilight started on Friday 3rd November and continues right through until the end of March. Thank you again to Albany World of Cars for their support. This year we have decided to change the prize format slightly, by awarding the winners prizes to 1st Man and 1st Lady.

Congratulations to all of the winners of the events since the AGM, especially the winners of the Championship Events. The winners of the events were:

- ▯ Men's Individual Champion – Michael Draper
- ▯ Women's Individual Champion - Kerry Steicke
- ▯ Men's Foursomes Champions – Shayne Griskonis and Sean Milhuisen
- ▯ Men's Foursomes Nett Winners – Kim Towes and David Willmer

We don't run a lot of 36 hole events, but the Foursomes Championships was well supported by the members after being re-introduced this year. Thank you to Mike Lane for his generous support of this event.

The most recent event on the AGC Calendar, probably the most important for bragging rights for the next twelve months was the Schneider Cup. Again we had huge numbers for the event and thank you very much to Jeff Schneider and Cass Porter for their very kind support, along with Poachers Ridge Wines. As usual there were quite a few comments made as to the oppositions "heritage", however in the end the match was played in good spirits. Of course there has to be a winner and it is pleasing to say that the winners and full bragging rights for the coming year were:

- ▯ Rest of the World – Aply led by Co-Captains – Maureen Mason & Ian Skalko
- ▯ Women's Overall Winner – Sue Wise
- ▯ Men's Overall Winner – Peter Moir

It is unfortunate, but necessary to say goodbye to the losing Captain, this year we lost the overall Men's Winner, Peter Moir. With the loss of this worthy leader, we do welcome next year's Captain for the Australia, Gail Kneale. I'm sure she will do a great job, with official training starting immediately!!!

Our annual Men's Open Day was run on the long weekend in September with again good numbers and great weather. Thank you to our sponsors, Giles Lilley from Plunkett Homes, Neville Tutt from Landmark and Peter Gill from Fletchers. The winners received great prizes through this ongoing support:

- ▯ 1st Place – Colin Gunning & Stephen Grimmer from Denmark
- ▯ 2nd Place – Robert Smith & Les Wolfe also from Denmark
- ▯ Gross – Sam Western & Ryan Western

We are just about to commence organising the fixtures for next year. There has been an approach to reduce the number of Team Events, which have been running at about 1 per month, however for those that play both Wednesday and Saturday, this would mean they would be playing 2 per month. We will be looking at these events in conjunction with the Open Days as these are normally Team Events also, to ensure we have a reasonable balance for all members.

Finally, thank you to all members of the Match Committees for their ongoing support with presentations the general running of the golf at Albany Golf Club.

Barry Ross  
Captain

## WOMEN'S CAPTAIN'S REPORT

My first duty after taking over as Women's Captain in May was to form a Match Committee which consists of Vice Captain Kerry Lane, Noel Sutherland, Glenda Waugh, Elanor Stocks and Heather Painter, the Women's Co-ordinator. I take this opportunity of thanking them for their commitment, assistance and advice.

Ladies Open Day was a huge success attracting 108 competitors consisting of 62 members and 46 visitors. Our thanks go to Toni Hunter from Albany World of Cars who once again was the main sponsor of the day.

The inaugural handicapped singles knockout matchplay which started in March with 20 players concluded in May with Barbara Madden defeating Noel Sutherland. As this event has been rescheduled to begin in October and finish at the end of the winter season, another round is in place with 28 ladies competing in the first round. Diana Menzies sponsors this event with a trophy for the winner and the runner up. Thanks to her support.

The Ladies Match committee agreed to grade the 7 Monthly Medal stroke rounds into A B and C, alternating between 1st and 10th to keep it fair for all grades. This began in June covering the remaining 5 rounds of Monthly Medals. It was also agreed after requests from several ladies, to extend the timesheet from timeslots of 3 to 4. This will stay in place until the end of the winter season.

As there is an increasing number of women playing 9 holes on a Thursday, it was agreed that they shall play the same competition as the 18 holers whenever possible. This has been met with enthusiasm.

Bremer Bay was the host club for LGSWGA District Championships in June and 16 ladies represented Albany. Wendy Stewart excelled by winning the nett event in Silver 2.

Heritage Day sponsored by Ann and Ray George had 71 players compete for their trophy and the winner this year was Mary Selby. The mens winner for Mike and Kerry Lanes whiskey, was Tony Trevenan. Ann and Ray organized a light lunch of soups and a cheeseboard supplied by Lesley Wiles.

17 ladies from Albany travelled to Green Range to play in LGSWGA Foursomes Championships. Wendy Ferguson and Gail Kneale came 3rd.

The Silverspoon Golfwa event which is played over 5 nominated stroke rounds with the winner having the best four rounds was won by Noel Sutherland. Unfortunately Noel was unable to attend the playoff against all WA metro and country clubs.

The Women's Foursomes Championships was played over 18 holes and played in August. The winners were Wendy Ferguson and Pauline Ruoss and the nett winners were Margaret Skinner and Wendy Stewart.

The Women's Club Championships played over 4 days of stroke, was graded for all days and seeded for the last two days. There was also an 18 hole competition run concurrently and a 9 hole stableford tournament played over the 2nd and 4th rounds. The Championship was well supported and the winners were: Champion - Kerry Steicke, B Grade – Ann George, C Grade – L O'Meara and Betty Gaze won the 9 hole tournament. The presentations at the end of the competition run by Vice Captain Kerry Lane were a fitting end to an exciting championship.

Albany fielded 2 teams in Pennants this year and fought hard against Riverview, Denmark and Mt Barker/Narpanup but unfortunately did not have a win this year.

We have a few more upcoming events until the end of the winter season, namely Medal of Medals, Charity Day with proceeds to Foodbank and Ellen Wauters Memorial Day. Our visit to Riverview for the Riverview versus Albany trophy was not successful but we have high hopes that we may prevail on their visit to us next week.

Thank you to all the ladies who have sponsored an event and thanks also to Stamms Emporium, Inhairited, Albany World of Cars, Barefoot Clothing, Mark Blyth Jewellery, Yilgarnia, Gilberts Wines, Infinito, Marshall Family Law and Lower King General Store.

I'd like to extend my personal thanks to VC Kerry Lane who was thrown in at the deep end but ran and managed womens golf in my absence with aplomb and enthusiasm. I am grateful for the support and assistance given by the Match Committee, the guidance and advice by Director of Golf Ian Redmond and Davida's never-ending wealth of Club knowledge.

As always our gratitude and thanks to Hayley for her hospitality and ensuring we are well watered, fed and kept happy! The Proshop staff Dan, Bob, Rob, Wendy and Nicole, thank you for all the assistance and advice and ensuring our golf days run smoothly.

Pauline Ruoss  
Women's Captain

## COURSE REPORT

Great to be able to report that the course is in good condition after a very wet winter. Unfortunately the heavy rain has leached the fertiliser from the fairways but things are still looking good.

Members will note we have removed trees from around the greens, this is to allow more sunlight on them. Improved results can already be seen. I know a few Members are not happy with what we have done, but I can assure you we are only doing the very best for our course.

A few more trees will be trimmed on fairways and tees, simply to allow better use of the course. I would like to remind Members that in the in the 30 odd years I have been a member of the Club, the vegetation on the course has increased many fold. If we do not keep doing what we are, the course would soon become overgrown.

Whilst on trees, the committee has been asked to consider trimming the trees in the carpark, to allow staff to be able to see what is going on with the driving range. There has been incidents of people hitting balls in all directions. This needs to be monitored.

The greens have recently been cored, and are returning to good condition very quickly. Even No.17 is starting to look good!! Our staff are to be congratulated for their work.

After a long absence, rabbits are back on the course, Darren Michael has undertaken the job of coordinating their control. Thank you Darren.

I would like to now comment on the course in general, huge improvements have been achieved with the upgrade of the reticulation system. We are now able to fertilise through the retic, and have been able to reduce our water consumption. The condition of the fairways and greens are proof of these improvements.

We have a machinery replacement plan in place and along with a course improvement plan, the future looks bright.

Pathways are our major priority right now. With better weather we hope to start this project soon.

I would like to thank Jason and his team for their work on the course. The results of their work is a credit to them.

Also to my committee Narelle, Noel Ron, Steve & Ian, thank you all for your input and commitment to our objectives.

To the volunteers who continue to do a great job, thank you

Tony Trevenen  
Course Chairman

## MEMBERSHIP SERVICES & MARKETING REPORT

### Membership;

Currently we stand at 520 paid up members. This is down 20 from same time last year which is a concern if this trend continues thru summer but I am personally hopeful by March, numbers will creep back up closer to 550. Our goal is still 600 members across various categories. Biggest hits have come from Corporate Memberships that have declined from 23 to 16. This is more due to inactive Corporate members whom have either changed their status or simply not playing at all. Country 40 -100ks from 18 to 13. Our main membership base of Full and SP9 have remained pretty stable albeit a few down on last year. Pleasing to see Ladies memberships continuing to increase.

Again this lower subscription trend is Australia wide in Golf Clubs and more especially around the country but we won't rest on our laurels.

### Marketing;

The Clubs budget remains on track advertising all aspects of the Club around \$300 per week in total. The Albany Advertiser continues to play a big role in promoting our Club for well under normalised costs. GWN7 the same with enormous amounts of extra TV Commercials at no cost. We welcomed Jason Coutts from GWN7 this year as a Corporate SP9 Member. The Club will see extra ordinary exposure leading up till Xmas on GWN channels where the Australian Open and the PGA will be televised.

I have recently refreshed the Clubs library of 15 Second TV Commercials with a new TV Advertisement directed solely on the Golf Shop. The idea is to more heavily promote the Golf Shop as a real alternative retail store in the region for all things Golf. Commences November.

We did look at additional Hotel/Motel/Caravan Park and other accommodation flyer promotions but did not go through with this.

Radio was used sparingly this year promoting the Golf Shop Clearance sale on Gold MX with an excellent result given the cost. Congratulations to Dan and staff for an excellent result.

The Club continues to promote Community with Sponsorships to local Football Clubs and Cricket Clubs are now under consideration. We see these other sporting clubs as a future Segway into the AGC.

Hospice this year has taken a voluntary rest and replaced late last month by the "Proudies Foundation Charity Day" for young Warrick Proudlove. It's hoped we helped them raise around \$8000 on the day. Thank you for everyone that contributed. The Thursday Ladies had continued also with a successful Foodbank Charity Day earlier this month.

### Sponsorships;

This time of year I begin to hopefully re-sign our Saturday sponsors for 2018. Over the year Club members and visitors receive from our Business Sponsored Saturdays close to \$15000 given out to members in Vouchers and trophies that we as a Club do not have to pay for. Add to this corporate days and additional sponsored events and Club members, visitors etc receive close to an additional \$23000 in prizes, trips, vouchers and trophies that we as a Club, again don't not have to pay for. Then add to this again renewals of T Box signage Sponsors and with these signs hopefully an additional \$25000 income into the Club by mid-March if Advertisers renew signs and/or I get new Business on board.

On top of all this it is important to note that Elders still remain as our sole Wednesday Men's Competition Sponsor and have continued to do so for many years.

Finally, I'd like to acknowledge the Ladies Thursday members and players who for many years now continue by the most to fund their own trophies on average of around \$2000 a year so a great contribution to our Club. Thank you.

Members can see from this as a total we are receiving over a year a huge amount of financial support from local Business and selected members who also play golf and love the Club. Hence my continuing plea for members to support our Sponsors an every occasion where possible. I genuinely believe we are all very fortunate as Country Club to receive this amazing amount of support, have the facilities we have and only pay the fees we currently do.

All of our Premium Sponsors have stayed with us into 2018 and we welcome new names to the Club like South Coast Sports Medicine Group, Harvey Norman, Fridge and Washer City, Single File Winery, Helen Marshalls Family Law Group, Drum Muster/Chemclear plus a number of new businesses in Albany hopefully soon to commit.

Still on the table is another look at Corporate Sponsor type and tiered memberships to attract more business use of the Club. Work still in progress.

I would again ask all our members to remember those people and business's that support us and at least offer them opportunity when you are next looking for a product or service.

As usual the Clubs Admin, food and beverage along with the grounds and Golf Shop staff, continue to support this Chair whenever asked.

Needless to say various members (some more often than others) continue to help me with Corporate and Sponsored event days.

To all of you thank you. Collectively we make our Club a better place.

Once again my personal thanks to Ian Skalko and Greg Stocks part of this sub committee for helping out when I'm away which has been more than frequent this year.

Max Loveridge  
Membership services & Marketing

## HOUSE COMMITTEE REPORT

The House Committee has met on a monthly basis during the period since the AGM. The Committee is responsible (to the Management Committee) for all matters relating to the clubhouse and its immediate surrounds. Helen Groves and her small team of ladies continue to do a great job with the gardens around the clubhouse. They are currently preparing them for the summer calendar and I'm sure they will look great again from the first tee. There is presently an issue with an increasing number of rabbits damaging the gardens. The Committee is presently looking at what options are available to eradicate them. We have also repaired one of the retaining walls and thanks go to Mike Baker for helping out.

Our thanks again go to Steve Oplalinski for his ongoing efforts to keep the paths, car park, hedges looking great.

There is been an ongoing problem with a leak at the main entrance to the clubhouse. Water has been leaking down into the ladies toilet below. There is also likely to be some damage incurred internally. At the moment, a temporary repair has been made by using a sealant around the main entrance walls and doors. This has only partially stopped the leaking. We will need to investigate what a permanent repair would involve but it is not a situation that we can allow to continue.

Since the AGM, we have seen the acoustic panels fitted in the ceiling of the main club room. Feedback from members suggests that they have improved the acoustics. Our thanks go to Shane Griskonis for doing the work in a professional manner and at a good rate for the club.

The non-skid material was fitted to the main external steps and this has greatly improved the safety of negotiating the steps in the wet. Jan Ericson helped secure that material and we thank him for his efforts.

The House Committee is also managing the issue of golf cart storage. I have addressed this matter in my President's report and shall make no further comment.

Similarly, the potential for upgrading "grumble gully" has also been covered in the President's report.

Liz O'Meara and Heather Painter continued to successfully manage the catering requirements for both golf and social events. A big thanks to Liz and Heather and the ladies who volunteer their time to assist in the kitchen. We are fortunate to have such a committed group of people.

Concerning the kitchen, the Committee has decided to upgrade the ovens. The problems with the current ovens have been recognised for some time and they do need replacing. This is a significant cost item and has been discussed with the Treasurer. To help finance the work, the club is about to start a major raffle for members, visitors and the wider Albany community. At the time of writing, tickets are very close to being made available for sale. Books of ten tickets (\$50) will be offered with a first prize of \$3000. There are also 2nd and 3rd cash prizes. I understand the winning tickets will be drawn on the final Sunday of the Wittenoom week. Please get behind this revenue initiative by trying to sell as many tickets as possible. Most importantly, the club has to account for every ticket issued. This means that all unsold tickets must be returned to Davida Carroll

The efforts of Dan Northcott and his team in the golf shop have been terrific and we all look forward to how the success of the shop further develops.

Thanks to Hayley and her team behind the bar. They do a great job helping us to enjoy and (occasionally) commiserate with us following our golfing efforts. Hayley also is a valuable contributor to the House Committee and we appreciate her input.

Finally, a big thanks to Ian Redmond and Davida Carroll. Guys you do a fantastic job and we all appreciate your efforts.

Mike Lane  
Chair, House Committee

## TREASURERS REPORT

The half year to 31 August 2017 has seen income come in excess of Budget and Expenses less than Budget resulting in a very good result with net income exceeding plan by \$68k.

This current half produced Gross Profit of \$785k and Total Expenses of \$587k.

Comparison to 31 August 2016 is also shown with that half Gross Profit \$794k and Total Expenses \$573k.

Actual variances over 2016 are Income -\$9k (-1%) Expenses +\$14 (+2%)

See below for six months' breakdown year to date.

ALL FIGURES ARE TO THE NEAREST \$000's		MAJOR COMPARISONS			HALF YEAR TO 31/8/2017
2016	INCOME	Plan	Actual	Variance to Plan	Comment (Actual result to Plan)
125	Bar Sales	126	136	10	8% above plan
235	Pro. Shop Sales	214	277	63	29% above plan. Good result
47	Total Comp Fees	46	46	0	To plan
11	Functions	12	10	-2	17% below plan
45	Green Fees	46	38	-8	17% below plan
432	Subs etc	412	430	18	4% above plan
15	Misc. Income	27	17	-10	37% below plan ..Fundraising down
22	Sponsorship	11	13	2	27% above plan
794	GROSS PROFIT	741	785	44	6% above plan
	EXPENSES				
71	Administration	79	66	-13	16% below plan, down across the board
6	Advertising	9	5	-4	controlled
61	Clubhouse Costs	69	69	0	to plan
68	Course Costs	62	49	-13	Timing, more due second half
33	Competition Costs	37	31	-6	Well held
315	Employment Costs	335	340	5	1.5% above plan
573	TOTAL EXPENSES	608	587	-21	3% below plan
219	NET INCOME	130	195	65	52 % above plan.

## Pro Shop

Our Pro Shop has now undertaken change with Dan now being a full-time employee of the Club. As such we have placed the Pro Shop as a single business unit so as to properly monitor its profitability performance over time. This will also provide historical figures to enable future trend analysis to be undertaken.

Half year to date profitability is approximately \$7k with full year to 28 February 2018 forecast to be \$14k.

Total 6 month's income is circa \$284k for the half year.

Gross Profit            6 months        circa    \$126k

Expenses              6 months        circa    \$119k (includes all employment expenses)

In summary, this result is satisfactory. The business unit provides members with a Professional, retail outlet and servicing to members for the operation of and running of competitions together with social golf for green fee players. It also provides the Club a profit after allocation of costs and income, viz a viz: a percentage of administrative costs and competition and green fees income.

Income for the Pro Shop is seasonal with January being the busiest month.

### Major Trends

Green Fees	6 months 2015	6 months 2016	6 months 2017
Income	\$50K	\$44K	\$38K
Players	2009	1779	1456
2nd Half Sep - Feb	\$63K	\$51K	Not yet available
Players	2502	2058	Not yet available
Full Year	2015	2016	2017
Income	\$113k	\$96k	Not yet available
Total Players	4511	3850	Not yet available
Competition Fees	6 months 2015	6 months 2016	6 months 2017
Income	\$46K	\$47K	\$47K
Full Year	\$95K	\$99K	Not yet available

Whilst competition income has grown very marginally, green fee income and numbers have reduced considerably – in fact, one could say dramatically. This disturbing trend needs to be addressed.

I consider the match committee needs to review times available for green fee players on a day to day basis, particularly the weekend, late afternoon and early morning. They need to make more slots available for members of the public to play on our course.

Thanks to Ian Redmond for extracting these statistics.

This issue has been discussed at a recent committee meeting and a move is afoot to address the matter.

#### Bar Trading

Description	Half Year 2016	Half Year 2017	Variance
Sales	\$124k	\$136k	+\$12k
Gross Profit	\$74k	\$78k	+\$4k
Expenses	\$48k	\$52k	+\$4k
Net profit	\$25k	\$26k	+\$1k

Employment costs have risen \$4k over the previous half year, with other costs remaining fairly static. Overall, an acceptable position.

#### General Comments

Overall, our Club has been travelling along much the same over the past two years achieving a cash flow surplus of approximately \$100k per annum.

This has been achieved in the main by focussing on cost cutting.

There is a developing trend where we have budgeted for less green fees and competition fees based on the previous years' figures.

Repairs and maintenance will increase over time as our Clubhouse ages, e.g. kitchen, bar, furnishings. Also, there are expectations from members that rises in membership costs will stay at a minimum.

Course maintenance e.g. reticulation, is forever being discussed and it will be costly to ensure good and proper water management security in the future.

We are aware that we are on favourable terms regarding water supply (Water Corporation) and with the City of Albany in regard to rates. Hopefully, this will not change in the future.

What we need to be careful of is that we don't reduce our working capital and spend surpluses on balance sheet items, e.g. new sheds, cart storage etc. These assets are nice to have and in some cases essential, but providing our own working capital from retained earnings and surpluses is more important than increasing the Club's Balance Sheet assets. It is, however, recognised that our demographics is changing with age, and more members are expecting cart storage as an important part of their future involvement with the Club.

Our primary aim should be to extinguish our reliance on the bank to provide seasonal finance. After that is achieved we can look at long term borrowings for members' comforts and expectations balanced with what is required for the Club to flourish into the future.

We must strive to increase income through increased membership, green fees and other means.

Finally and importantly I would like to thank Ian & Davida for their help over the last 6 months.

John Vincent  
Hon. Treasurer

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20-10-17

Accrual Basis

**Albany Golf Club Inc**  
**Profit & Loss Prev Year Comparison**  
**March through August 2017**

	Mar - Aug 17	Mar - Aug 16	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Bar</b>				
Bar Takings	121,312.02	112,539.17	8,772.85	7.80%
Pro Shop Alcohol Sales	9,746.31	7,137.69	2,608.62	36.60%
Pro Shop Food Sales	5,025.46	4,896.34	129.12	2.60%
<b>Total Bar</b>	136,083.79	124,573.20	11,510.59	9.20%
<b>Club Competition Fees</b>				
<b>Club Competitions (Major)</b>				
Albany Classic	752.39	617.03	135.36	21.90%
Holden Scramble	0.00	6,210.42	-6,210.42	-100.0%
Club Competitions (Major) - Other	19,955.55	6,890.65	13,064.90	189.60%
<b>Total Club Competitions (Major)</b>	20,707.94	13,718.10	6,989.84	51.0%
<b>Competition Contributions</b>				
Club Contrib - Course Maint	6,920.90	6,850.03	70.87	1.0%
Comp Contrib - Water	6,920.90	6,850.03	70.87	1.0%
<b>Total Competition Contributions</b>	13,841.80	13,700.06	141.74	1.0%
<b>Competition Fees</b>				
Comp Fee - Monday & Probus	2,579.56	2,817.29	-237.73	-8.40%
Comp Fees - Ladies (Turs/Thurs)	11,132.24	10,938.17	194.07	1.80%
Comp Fees - Mens (Wed/Sat)	27,374.52	28,866.37	-1,491.85	-5.20%
Mixed Comps (Sunday)	5,401.83	4,470.90	930.93	20.80%
Twilight Golf	0.00	146.73	-146.73	-100.0%
<b>Total Competition Fees</b>	46,488.15	47,239.46	-751.31	-1.60%
<b>Total Club Competition Fees</b>	81,037.89	74,657.62	6,380.27	8.60%
<b>Club Functions and Seminars</b>				
Club Functions	3,705.23	4,349.27	-644.04	-14.80%
Facility Hire	5,269.10	6,037.70	-768.60	-12.70%
Kitchen Hire	772.73	272.73	500.00	183.30%
<b>Total Club Functions and Seminars</b>	9,747.06	10,659.70	-912.64	-8.60%
<b>Green Fees</b>				
Green Fee Takings	37,537.62	44,799.72	-7,262.10	-16.20%
<b>Total Green Fees</b>	37,537.62	44,799.72	-7,262.10	-16.20%
<b>Members Subs, Levy, Ancillaries</b>				
Membership Subs	96,222.99	109,920.82	-13,697.83	-12.50%
Members Subs, Levy, Ancillaries - Other	333,810.60	322,033.07	11,777.53	3.70%
<b>Total Members Subs, Levy, Ancillaries</b>	430,033.59	431,953.89	-1,920.30	-0.40%
<b>Miscellaneous Income</b>				
Franks Wheel	2,308.60	3,941.50	-1,632.90	-41.40%
Franks Wheel - Sunday	0.00	91.60	-91.60	-100.0%
Fundraising	10,834.10	9,572.75	1,261.35	13.20%
Grants & Donations	1,863.64	215.00	1,648.64	766.80%
Interest	76.02	49.70	26.32	53.0%
Ladies Fundrasing	1,535.00	815.00	720.00	88.30%
<b>Total Miscellaneous Income</b>	16,617.36	14,685.55	1,931.81	13.20%
<b>Pro Shop</b>				
Clinics	704.55	2,929.09	-2,224.54	-76.0%
Clothing & Accessories Sales	93,242.40	86,158.36	7,084.04	8.20%
<b>Food &amp; Beverages Sales</b>				
Confectionery	3,557.31	4,434.89	-877.58	-19.80%
Hot Food Sales	4,620.74	4,039.21	581.53	14.40%
Soft Drink Sales	8,878.74	9,019.07	-140.33	-1.60%
Water Sales	2,300.50	2,374.00	-73.50	-3.10%
<b>Total Food &amp; Beverages Sales</b>	19,357.29	19,867.17	-509.88	-2.60%
Golf Cart Hire	22,344.75	22,630.02	-285.27	-1.30%
<b>Golf Equipment Hire</b>				
Range Balls	11,055.90	6,748.17	4,307.73	63.80%
Golf Equipment Hire - Other	4,237.94	3,772.94	465.00	12.30%
<b>Total Golf Equipment Hire</b>	15,293.84	10,521.11	4,772.73	45.40%

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Accrual Basis

**Albany Golf Club Inc**  
**Profit & Loss Prev Year Comparison**  
**March through August 2017**

	Mar - Aug 17	Mar - Aug 16	\$ Change	% Change
Golf Equipment Sales	114,941.10	81,633.69	33,307.41	40.80%
Regrips & Repairs	10,997.28	11,433.37	-436.09	-3.80%
<b>Total Pro Shop</b>	<b>276,881.21</b>	<b>235,172.81</b>	<b>41,708.40</b>	<b>17.70%</b>
Rebates and Refunds	2,193.39	9,525.73	-7,332.34	-77.0%
Sponsorship				
Sponsorship Income	12,839.97	22,048.11	-9,208.14	-41.80%
<b>Total Sponsorship</b>	<b>12,839.97</b>	<b>22,048.11</b>	<b>-9,208.14</b>	<b>-41.80%</b>
<b>Total Income</b>	<b>1,002,971.88</b>	<b>968,076.33</b>	<b>34,895.55</b>	<b>3.60%</b>
<b>Cost of Goods Sold</b>				
Bar - Cost of Goods Sold	57,672.14	50,153.64	7,518.50	15.0%
Pro Shop - Cost of Goods Sold	160,005.88	123,350.36	36,655.52	29.70%
<b>Total COGS</b>	<b>217,678.02</b>	<b>173,504.00</b>	<b>44,174.02</b>	<b>25.50%</b>
<b>Gross Profit</b>	<b>785,293.86</b>	<b>794,572.33</b>	<b>-9,278.47</b>	<b>-1.20%</b>
<b>Expense</b>				
<b>Administration</b>				
Audit Fees	950.00	950.00	0.00	0.0%
Bank Loan Interest	0.36	310.61	-310.25	-99.90%
Bank/Merchant/EFT/DD Fees	4,198.42	3,443.07	755.35	21.90%
Computer Maint & Software	1,863.33	1,024.81	838.52	81.80%
Consultancy Fees	3,063.64	0.00	3,063.64	100.0%
Fundraising Expenses	2,753.45	5,856.79	-3,103.34	-53.0%
Golf Affiliation Fees	19,088.47	20,410.51	-1,322.04	-6.50%
Insurance	23,107.20	21,994.16	1,113.04	5.10%
Interest Paid (Inc ATO)	766.98	1,087.00	-320.02	-29.40%
Licensing Fees	3,377.21	4,950.10	-1,572.89	-31.80%
Postage	259.68	583.35	-323.67	-55.50%
Printing & Stationary	3,297.48	6,509.68	-3,212.20	-49.40%
Slice Fees	900.00	600.00	300.00	50.0%
Telephone & Internet	2,762.09	2,762.91	-0.82	0.0%
Trade Journals/Newspapers	67.62	101.43	-33.81	-33.30%
<b>Total Administration</b>	<b>66,455.93</b>	<b>70,584.42</b>	<b>-4,128.49</b>	<b>-5.90%</b>
<b>Advertising</b>				
Electronic Advertising	0.00	500.00	-500.00	-100.0%
Marketing & Promotions	656.91	779.48	-122.57	-15.70%
Press Advertising	3,240.61	3,580.78	-340.17	-9.50%
Radio/Television Advertising	1,792.00	1,112.72	679.28	61.10%
<b>Total Advertising</b>	<b>5,689.52</b>	<b>5,972.98</b>	<b>-283.46</b>	<b>-4.80%</b>
<b>Clubhouse Costs</b>				
Cleaning	18,715.03	18,929.39	-214.36	-1.10%
Club Function Catering	1,378.25	2,825.42	-1,447.17	-51.20%
Electricity	12,371.46	13,331.09	-959.63	-7.20%
Gas	2,137.76	1,698.05	439.71	25.90%
Kitchen & Crockery Replacement	383.29	361.82	21.47	5.90%
Laundry	1,530.18	1,544.72	-14.54	-0.90%
Other expense	3,690.58	1,185.23	2,505.35	211.40%
Rates & Taxes	1,686.81	0.00	1,686.81	100.0%
Repairs & Maintenance	18,491.46	12,630.45	5,861.01	46.40%
Security	1,575.84	2,290.56	-714.72	-31.20%
Waste Collection	4,530.50	4,147.27	383.23	9.20%
Water Rates & Consumption	2,272.95	2,202.12	70.83	3.20%
<b>Total Clubhouse Costs</b>	<b>68,764.11</b>	<b>61,146.12</b>	<b>7,617.99</b>	<b>12.50%</b>
<b>Competition Costs</b>				
All Major Competition Costs				
Albany Classic Expenses	4,964.49	3,781.98	1,182.51	31.30%
Holden Scramble	0.00	4,564.64	-4,564.64	-100.0%
Wittenoom Cup Expenses	0.00	54.55	-54.55	-100.0%
All Major Competition Costs - Other	8,393.89	2,993.64	5,400.25	180.40%
<b>Total All Major Competition Costs</b>	<b>13,358.38</b>	<b>11,394.81</b>	<b>1,963.57</b>	<b>17.20%</b>
Competition Prizes	15,828.00	17,071.50	-1,243.50	-7.30%
Trophy Purchases	1,468.21	4,462.41	-2,994.20	-67.10%
<b>Total Competition Costs</b>	<b>30,654.59</b>	<b>32,928.72</b>	<b>-2,274.13</b>	<b>-6.90%</b>

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Accrual Basis

**Albany Golf Club Inc**  
**Profit & Loss Prev Year Comparison**  
**March through August 2017**

	Mar - Aug 17	Mar - Aug 16	\$ Change	% Change
<b>Course Costs</b>				
Course Maintenance	8,279.23	15,819.35	-7,540.12	-47.70%
Course/Clubhouse Signage	120.00	3,647.73	-3,527.73	-96.70%
Electricity - Pumps	4,847.55	4,580.50	267.05	5.80%
Equipment Maintenance	27,304.93	35,983.57	-8,678.64	-24.10%
Fuel	7,724.35	7,253.39	470.96	6.50%
Staff Amenities	553.18	526.41	26.77	5.10%
<b>Total Course Costs</b>	48,829.24	67,810.95	-18,981.71	-28.0%
<b>Employment Costs</b>				
Staff Amenities	465.22	753.25	-288.03	-38.20%
Staff Training	651.97	295.45	356.52	120.70%
Staff Uniforms	250.86	0.00	250.86	100.00%
Superannuation	29,053.44	26,746.32	2,307.12	8.60%
Wages & Salaries	310,011.71	287,568.67	22,443.04	7.80%
<b>Total Employment Costs</b>	340,433.20	315,363.69	25,069.51	8.0%
<b>Pro Shop.</b>				
Golf Cart Rental	15,880.97	15,457.99	422.98	2.70%
<b>Total Pro Shop.</b>	15,880.97	15,457.99	422.98	2.70%
<b>Reconciliation Adjustment</b>				
Bad Debit - Unpaid Invoices	550.00	3,809.75	-3,259.75	-85.60%
<b>Total Reconciliation Adjustment</b>	550.00	3,809.75	-3,259.75	-85.60%
<b>Sponsorship Expenses</b>				
Sponsorship Exp	9,462.00	0.00	9,462.00	100.0%
<b>Total Sponsorship Expenses</b>	9,462.00	0.00	9,462.00	100.0%
<b>Under/Over Banking</b>	0.00	302.90	-302.90	-100.0%
<b>Total Expense</b>	586,719.56	573,377.52	13,342.04	2.30%
<b>Net Ordinary Income</b>	198,574.30	221,194.81	-22,620.51	-10.20%
<b>Other Income/Expense</b>				
Other Expense				
Leasing	2,699.40	2,491.82	207.58	8.30%
<b>Total Other Expense</b>	2,699.40	2,491.82	207.58	8.30%
<b>Net Other Income</b>	-2,699.40	-2,491.82	-207.58	-8.30%
<b>Net Income</b>	<u>195,874.90</u>	<u>218,702.99</u>	<u>-22,828.09</u>	<u>-10.40%</u>

**Albany Golf Club Inc**  
**Balance Sheet**  
 As of September 30, 2017

	<u>Sep 30, 17</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Chequing/Savings</b>	
Brenda Wittenoom Bequest TD	18,000.00
Westpac Cheque Account	46,279.08
<b>Total Chequing/Savings</b>	<u>64,279.08</u>
<b>Accounts Receivable</b>	
Trade Debtors	6,053.10
<b>Total Accounts Receivable</b>	<u>6,053.10</u>
<b>Other Current Assets</b>	
Petty Cash - Admin	200.00
Petty Cash - Bar	2,000.00
Pro Shop Change	400.00
Stock in Hand - Bar	17,689.49
Stock in Hand - Pro Shop	121,908.29
Undeposited Funds	4,357.50
<b>Total Other Current Assets</b>	<u>146,555.28</u>
<b>Total Current Assets</b>	216,887.46
<b>Fixed Assets</b>	
<b>Land</b>	
Land at 2006 Valuation	1,725,000.00
<b>Total Land</b>	<u>1,725,000.00</u>
<b>Property &amp; Equipment</b>	
<b>Building Development &amp; Infra</b>	
Building Development & Infra	1,205.45
Less Accum Deprec	-1,205.45
<b>Total Building Development &amp; Infra</b>	<u>0.00</u>
<b>Buildings/Course</b>	
Buildings/Course	2,314,581.52
Less Accum Deprec	-595,587.00
<b>Total Buildings/Course</b>	<u>1,718,994.52</u>
<b>Furniture &amp; Fittings</b>	
Furniture & Fittings	132,312.48
Less Accum Deprec	-63,701.00
<b>Total Furniture &amp; Fittings</b>	<u>68,611.48</u>
<b>Kitchen Appliances &amp; Utensils</b>	
Kitchen Appliances & Utensils	21,717.12
Less Accum Deprec	-9,730.76
<b>Total Kitchen Appliances &amp; Utensils</b>	<u>11,986.36</u>
<b>Plant Club &amp; Office</b>	
Less Accum Deprec	-166,673.24
Plant Club & Office	293,031.42
Plant Club & Office - Other	1,818.18
<b>Total Plant Club &amp; Office</b>	<u>128,176.36</u>
<b>Plant Course</b>	
All Plant Course	533,786.38
Less Accum Deprec	-301,319.00
<b>Total Plant Course</b>	<u>232,467.38</u>
<b>Retic &amp; Water Supply</b>	
All Retic & Water Supply	588,366.10
Less Accum Deprec	-298,165.55
<b>Total Retic &amp; Water Supply</b>	<u>290,200.55</u>
<b>Total Property &amp; Equipment</b>	<u>2,450,436.65</u>
<b>Total Fixed Assets</b>	<u>4,175,436.65</u>
<b>TOTAL ASSETS</b>	<u><u>4,392,324.11</u></u>

**Albany Golf Club Inc**  
**Balance Sheet**  
As of September 30, 2017

	Sep 30, 17
<b>LIABILITIES</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
Accounts Payable	
Accounts Payable General	51,370.61
<b>Total Accounts Payable</b>	51,370.61
<b>Total Accounts Payable</b>	51,370.61
<b>Credit Cards</b>	
Westpac CreditCard	3,176.96
<b>Total Credit Cards</b>	3,176.96
<b>Other Current Liabilities</b>	
Membership Paid in Advance	4,975.14
Non Club Comp Suspense - Womens	426.00
Non Club Comp Suspense Pot Gold	7,937.00
Non Club Comps Suspense - Mens	1,145.00
<b>Payroll Liabilities</b>	
Accrues Annual Leave	24,988.17
PAYG Withholding Payable	8,640.00
Prov I Redman Lease ReNovation	4,025.42
Provision for Superannuation	4,335.87
<b>Total Payroll Liabilities</b>	41,989.46
Rounding - GST	-0.03
Tax Payable	33,648.23
Vouchers	15,300.01
Wage Deduction Balance	240.00
<b>Total Other Current Liabilities</b>	105,660.81
<b>Total Current Liabilities</b>	160,208.38
<b>Long Term Liabilities</b>	
CBFC Loan AAU1209917 Mower	
CBFC Loan Mower Unexpired int	-3,249.46
CBFC Loan AAU1209917 Mower - Other	3,596.62
<b>Total CBFC Loan AAU1209917 Mower</b>	347.16
CBFC Loan AAU1285083 Mower	
CBFC AAU1285083 Unexpired Inter	0.16
<b>Total CBFC Loan AAU1285083 Mower</b>	0.16
Swipe Sec Access Card Deposits	3,854.32
WPB3250-D Greens Mower	5,266.89
<b>Total Long Term Liabilities</b>	9,468.53
<b>TOTAL LIABILITIES</b>	<b>169,676.91</b>
<b>NET ASSETS</b>	<b>4,222,647.20</b>
<b>EQUITY</b>	
Asset Revaluation Reserve	1,600,000.00
Historical Balancing	-86,185.19
Opening Bal Equity	-25,766.36
Retained Earnings	358,292.44
Unappropriated Profits	2,198,688.00
Net Income	177,618.31
<b>TOTAL EQUITY</b>	<b>4,222,647.20</b>