MINUTES OF THE BALLARAT GOLF CLUB INC

124th ANNUAL GENERAL MEETING HELD AT THE CLUBHOUSE

ON MONDAY 25th of March 2019

Present:

President John King (President and Chairman) and 58 members as per the register of attendance.

The meeting opened at 7:05PM with the President welcoming all members noting in particular the Board members present, senior management and staff, Life Members Phil Trevenen and Heather Brauman, members of the ladies committee including the President and Captain.

The President congratulated Mr. Alan Ballard who had reached 50 years and Mrs. Kay Strickland, Mr. Les Walker and Dr Ambi Ambikapathy who had reached 30 years membership during the preceding year.

The President noted the passing of much liked and respected member Bill Walsh on the night before the meeting expressing his sympathy to Bill's family and friends.

Ashely Bennett - General Manager – then read the notice of the meeting.

Apologies:

Michael Dunne, Jill Dunne, Ross Jones, June Jones, Bruce Valpied, Kay Johnston, Trish Twaits, Doreen Roach, Alan Burns, Sandra Burns, Bob Widdison, Angela Widdison, Bernie Szapiel, Isabel Szapiel, Barclay Dowling, Gary Butcher, Michael Wilson, John Carr, Neil Titheridge, Lois Titheridge, Neil Livingston, Ron Clark and Bernadette Clark

Moved: S Byrne **Seconded:** A Smith that apologies be accepted. **Carried.**

The President asked for the confirmation of the minutes of The Annual General Meeting held 26th of March, 2018
Moved: M Erbacher **Seconded**: M Bibby. Carried.

Adoption of Annual Report:

The President presented the Annual Report noting that it was the 10th year that the Club had been at its present location. He thanked the Board for its work and support and of his belief was the outcome was one of the best sporting club's in Victoria.

The Presidents Report.
The President spoke briefly on his published report under the focus of the Strategic Plan as follows:

Course – The continual improvement over the 10 years and the impact of the Thomson Perrett master plan and the fantastic condition it was in especially when considering the extremely dry conditions being experienced.
Clubhouse – Noting the approval of the additional gaming machines and the planned refurbishments and kitchen update planned over the remainder of the year and into 2020.
Membership – The continual growth over the last few years of approximately 4% per annum which is well and above the industry trend and the focus on and growth of womens golf and membership.
John also noted the electronic voting used for the first time and the 66% of voting returns – more than double the 2 previous elections.
Marketing and Promotions – Highlighting what had again been a very busy function season, the support provided to many community Clubs throughout the year and the number of charity golf days run through the Club providing positive benefits to both the community and the Club
Financial Sustainability – Noting the break even year reported for 2018 in what had been a tight year but noting the considerable course works undertaken during the year along with other major investments and with the Finance Director to comment further is his report. He thanked Paul Foley for his continuing outstanding work as Finance Director.

Corporate Governance – Noted that the Board had undergone training in the Responsible Service of Gaming and had furthered all members understanding of the operations and responsibilities in an ever changing environment.

The President also noted
- that the Strategic Plan would undergo a full review in the coming year and the work undertaken to date on equal opportunity within the Club and the desire to increase female representation on the Board.
- that Michael Phillips (ex-GM) had left during the year and the excellent work he had done in establishing the Clubs bistro and functions offerings and welcomed Ashley Bennet as the new General Manager
- the awarding to the Club of a $125,000 Community Grant through Sports Australia for the building of a cover over the driving range and thanked Gary Fry for his work on the submission.
- the debt of thanks owed to the Club's team Leaders, the Chef and kitchen team, Jeff Powell and the course team, the Club professions – David Wallis and his team and all of the Dad's Army volunteers.
- the resignation of Carolyn Sertori from the Board during the year due to ill health, her contribution to the Club and how great it was to have her back in the Club.

The President then asked Captain Jason Sims to present his report.

The Captains Report
The Captain thanked John and reiterated the thanks to those earlier.
He noted 3 major issues of the previous year:
- 1 Tee start trial – noting that this had some issues and as a result was suspended.
- Introduction of new rules from January 1 which had very few issues and had helped with the pace of play.
- Club Championships – moved to March/April which had been well received but did clash slightly with District Pennant after the BDGA moved its dates.

He thanked the Board and members for allowing him the privilege of serving as Captain, the support he had received from many and his pride in serving in the role.

The President then asked Paul Foley – Finance Director - to present the Finance Report.

The Finance Director referred to his full report contained in the Annual Report and encouraged all to read it in detail. He noted that:
2108 was a break even year with a budgeted $130K profit which was updated to $45K after Thomson Perrett works were approved. There had also been consultancy costs incurred in the selection process of a new GM and a loss on some assets that had been changed over. He noted also the difficulty in managing wage and employment costs and the impact of and on these on securing a suitable chef.
He noted the significant cost contribution from the function, bar and bistro arms of the Club but that these had diminished somewhat on previous years which was to be expected given the high growth achieved of the preceding years and the while still very significant the net contribution from gaming had dropped all of which could add to pressure on the membership rates into the future but noting the restrictive nature of the local market.
He noted the significant investment into infrastructure of over $400K during the year including the solar installation which was performing as expected with a 5 year break even period.

In closing he thanked Louise Mead (office finance) for all of her help during the year along with the other administration staff and wished Ashley all the best as he made his mark on the operations and future of the Club.

He asked for any questions from the floor noting that he was happy to answer any after the meeting had concluded.

Phil Trevenen asked if any electricity saving had been built into the budget. Paul confirmed that they had but that he did not have the figures with him and would provide greater detail directly to him in the coming days

Noel Perry asked the cost of the solar installation, if batteries had been considered and the tariffs associated.
Paul advised that the cost had been just over $240K. At Paul's request Gary Fry then advised that batteries had been examined but due to the cost and the generation / usage profiles they had not been an economic option at this stage but that they system was designed and installed to allow for batteries should this

positions change. He also advised that the excess power being generated was being sold back into the grid and that the LGC rebates would be applied for at intervals throughout the year.

There being no further questions on his report the Finance Director thank the members for their support.

The President asked that members receive and adopt the Annual Report, Revenue Statement and Balance Sheet for 2017. **Move**d: P Trevenen. **Seconded:** Keith Wagner. Carried.

The President then asked the General Manager to read the items of Special business.

A Bennett then read the motions which were moved by G Anders Seconded: Paul Foley. He noted that the Rule alteration was to finalise the changes to the membership categories that had been introduced in 2018 as should have been done at the time.

Speakers for and against the motions were then sought.

Rob Dixon asked what the rationale was behind this change.
The General Manager explained that the previous Rule change had introduced the Young Adult category into the membership structure but they had not allowed for the age and associated structure within that category which was the intention and that this change was bringing the Rules up to where it had intended to be.

Noel Perry asked if the there was any financial or membership gain with this change.
The President responded that the changes had successfully attracted new members to the Club as well as retaining a number of those that may have moved away under the previous membership structure thereby bringing membership and associated revenues into the Club.

Rob Dixon asked the implication of not passing the motion.
From the floor Phil Trevenen explained that it would result in a single young adult membership category with a single fee for that category, and that the motion was simply formalising and legitimising the intentions and subsequent actions of the previous rule changes.

Noel Perry asked if this was finalising the change process that took place almost 2 years ago which was confirmed.

Keith Wagner then spoke supporting the motion noting that the category and its structure was working well, was formalising and finalising the intended previous changes and should be supported by members.

There being no further speakers the President noted that under the Rules it is a requirement for 75% of the members present and voting to approve the motion for it to be carried and then asked for a show of hands in favour of the motion. A count was taken and confirmed at 52.
The President than asked for a show of hands for those against. The count was 0.
The President declared the motion carried.

The President thanked the members for their support of the motion and then opened general business and called for questions from the floor.

- P Trevenen asked if the Club would be contributing to the cost of the driving range cover and where did the cash go to from the grant.

The General Manager advised that the Club had committed up to $50K in cash and kind in the submission for funds, and that the grant would be paid to the Club and the construction process managed by the Club not the Club Professional – but that funds derived for the use of the facility would be subject to the agreement in place between the Club and the Professional now and as may be changed in future.

- Sue Sidebottom spoke and thanked Jeff Powell and his team for the fantastic job on the course, the proshop staff whom she described as always friendly and helpful and encouraging member growth and to those responsible for the social media output which was great.

- Pauline Murphy asked why the main room could not have honour boards displayed as it was of interest to visiting members.

The President noted that the Titheridge room was the designated members room and that those honour boards on display in that room had been approved on the advice of the memorabilia sub-committee, noting that the TV's that were in the main room were an important source of information for members as well as providing an important advertising platform for both the Club and its sponsors. Further discussion ensued and following this the President did advise the matter would be taken back to the Board with particular emphasis on providing scrolling honour boards on the TV's.

- Phil Chamberlain asked how the Club came up with the $125K cost for the driving range cover, the proposed covering of the construction, whether appropriate engineering drawings had been provided and how was electricity to it was to be provided as solar would not be the solution.

The President advised that engineering drawings had been done by an external party to assist with costing which were thought reasonably accurate although precise costings had not been established at this point. He advised that the proposed covering would likely be iron and that lighting would be for the covering itself and provide for some light extending out approximately 75 meters into the range. Power would be provided through the Clubhouse and it was expected that some switchboard works would be required and that our electricians had provided some costing on that. He also advised that a building permit had been granted for the works. He noted that the Club were aware that the operating costs would need to be offset by the revenues and that the arrangement between the Club and Club professional would have to be considered in determining these.

- Kelvin Dunne asked if the Club was intending to try 1 tee starts again given its failure when it was trialled.

The Captain responded that the one tee starts had been officially suspended by the Board and was not currently on the agenda. He did note that the trial had some problems – notably the problems with the finish times and impact on functions held at the Club and the social experience at the end of the round but noting the positives of larger fields, more start time options and better pace of play.

- Rob Dixon asked about the number of days the course was closed to members and if the Club could look at a reciprocal arrangement with other local courses. It was suggested that there were 42 days in the year that the course was closed to members.

David Wallis – Club Professional spoke noting that there were very few days when the course was not available to members for a least some portion of the day – noting the futures tournament and the final of the ALPG event. He noted that for district events that closed the course he had cards which provided members the opportunity to play at other district course on such days.
The President noted that further reciprocal rights would also be examined and that Club was examining how to minimise the number of full closure days.

- Peter Byrne spoke thanking the members of the Board for the work they have done highlighting how large and complex the business had become and the outstanding results that were being achieved across all facets of the business. He wished in particular to thank John King for his time as President noting the outstanding job he had one during this period, the time he committed to the Club and how his welcoming nature and work ethic had filtered through to all levels of and that his would be his lasting legacy. He thanked the President on behalf of all members which was greeted by a hearty round of applause from those present.

- Phil Trevenen noted that the green fee rate had not increased and that the actual income from green fees was diminishing and asked was it not important to have this revenue stream increase.

Ashley Bennett responded that the market was very competitive and that bigger competition fields – which had provided increased revenue in this area - did have an impact on this revenue stream and that it was a balance between these two was trying to be achieved nothing that this would continue to be reviewed. The President noted that the more members played the less opportunity there was for green fee revenue and that the lifestyle membership category had perhaps replaced some of that revenue. It was also noted that the reflection of green fees in corporate course hire was also dependant upon how that hire was done.

There being no further questions the President thanked members for their questions then spoke on the election of directors and passed to the General Manager for the results.

Ashley Bennett noted that there were 4 vacant positions for which 6 candidates contested. He noted that 3 of the positions were for the full 3 year term and that the 4th vacancy was due to the casual vacancy being created through the resignation of Caroline Sertori during the year and that in accordance with the Rules the this vacancy was filled for the remaining term of the casual vacancy – in this case 2 years – and that the person with the 4th highest number of votes filled this vacancy.
He then announced that Michael Erbacher, John King and Lesa Gray had been successful in filling the vacancies for the 3 year terms and that Barclay Dowling had received the 4th highest number of votes and would fill the 2 year vacancy.

The President then congratulated all those successful and noted also his thanks to both Gill Fryatt and Cameron Bryce for nominating for the positions. He noted in particular the contribution Gill Fryatt had made to the Club over the last 6 years on the Board during which he served as both Captain and head of the Greens sub-committee where in consultations with Thomson Perrett, Jeff Powell and his team outstanding course improvements had been achieved.

Being no further business the President thanked all present for their attendance and participation and advised that the Board would now be meeting to elect the Officers of the Club and encouraged all those present to enjoy some light refreshments and that they Board members would join with them shortly, closing the meeting at 8:30 PM.