

# **Erina Rugby League Football Club Limited**

## **Minutes of 51st Annual General Meeting – 27 February 2022**

**Attendees:** As per Attendance register  
Ordinary/ Life Members -14  
Associate/ Sporting Members -14

Welcome and Open by President James Savage 9:04AM welcomed everyone

Apologies

Steve and Cassandra Gregory, Kylie Morrison,

Moved M. Field seconded G Kable Carried

Minutes of previous meeting 50<sup>th</sup> AGM Held 28<sup>th</sup> February 2021

Moved B Field Seconded Caroline Thomas Carried

Presidents Report

On The back of 2020 having been the most challenging year in the history of Erina Rugby League Club, It pales into insignificance with 2021 suffering a longer shut down and little to no Government support.

The governments forced shutdown and closure of licensed premises due to the Omicron Pandemic meant that we had to close with no notice for 3 months, in 2020 experts predicted that “many clubs across NSW would never reopen for business”. And sadly, this is the case for many clubs around the country Where we have not only survived but prospered.

Again, our staff received official employment stand down orders for our entire workforce from the 26 June 2021 and did not re-open until the 11 October 2021. The ELC continued to support its employees by paying staff their accrued leave entitlement payments and advising them of their ability to access the Commonwealth Emergency payment.

Your Board and staff have continued to work collectively and responsively to public health directives and compliance orders. Liaising constantly with, Clubs NSW, NSW Health, Liquor & Gaming and NSW Licensing Police to ensure we were up to date with the latest industry developments.

Challenges for the club were further impacted with Ben Priest CEO of 4 years and an employee for a further 18 resigned on the 26<sup>th</sup> Oct. Our head Chefs IMade and Wayan resigned soon after 15 plus years' service. Finally, our CFO Iryna resigned in December after 14 years of running the administration of the club and keeping the cogs turning, Brian McGrath Cob"" and Alana McMullen, loyal long-term employees retired in January after more than 20 years' service, between them are 90 plus years at ELC. Thankyou to all of them.

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As a Board we had to act with haste to keep the club running. Formulating a strategic plan in conjunction with our business partners Fortunity whom we cannot thank Adrian and his team enough for their guidance and support.

Our strategy to bring the club out of its 1980's style business structure and into the 2020's

We introduced "ZERO" accounting software, Deputy rostering system which is cloud based in place of the existing "BUNDY CLOCK".

We placed ads for staff and interviewed 15 Chefs, 12 Kitchen hands, 9 Bar staff, 6 Wait staff as a start

We also placed ads for CEO and interviewed several with no success.

By chance or good fortune Nathan Jackson resigned from the Elanora Hotel and we were excited to gain his services as secretary manager.

Nathan's 20 plus years managing hospitality venues is what we needed, and he hit the ground running and has improved overall operations, Senpos Till system, stock suppliers, and addressed staffing matters as a start. We are currently negotiating with new poker machine suppliers that will reduce the clubs' cost and increase profit.

Make sure you say G'day when you see him.

### **CLUB INCREASED EXPENSES**

- Land Rates have risen from 16k a year to over 24k a year
- Electricity continues to climb
- Fuel price increase are impacting delivery cost.

### **CLUB REDUCED COSTS**

- We have reduced salary by approx. 10K per week
- Reduced cost of waste collection by 50%, Installed a glass recycler in the bar
- Removed the green container that cost the club \$52,000. In Rental and was only full of rubbish.
- Reduced cost of Telstra by 45%! From \$2000 per month down to \$1000 Per Month
- Digital advertising of AGM and membership renewals saving \$12000.00 each time

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## ***CLUB UPGRADES & IMPROVEMENTS SINCE OCTOBER 26TH 2021***

- Installation of our CRM which saves on average 6 hours of manual banking per day.
- Upgrade software and operation systems from windows 7 to windows 11
- Instal accounting Software “ZERO” again reducing hours of back-office labour.
- Full upgrade and installation of new POS System. New cloud-based Server, all tills and printers updated, Scanner's bar code readers installed new club Server (no more data back up on USB sticks)
- Replace an ancient bundy clock with “Deputy a complete rostering system. Rostering that would take 2 days now takes a few hours
- 2 new AC units to replace the units that were broken and unrepairable, Upgrade of the main lounge AC units. Replacement cost quoted at \$250k the Board decided due to the proposed adoption of Erina Precinct Master Plan this cost was not feasible
- Roof repairs under the old AC units
- New Furniture on the family deck
- We Brought back Bingo
- Introduce Pilates classes
- New refrigerated prep bench in cafe
- Negotiated record sponsorship agreements for Erina

## ***NEW UPGRADES & IMPROVEMENTS March- April 2022***

- Completion of New Family outdoor eatery
- Installation of Pizza oven, Prep Bench and fridge.
- Create new access from kitchen to function room
- New Gaming layout indoor and outdoor
- Visual Content Digital Menu Boards
- 6 new poker machines and 4 Conversions Install date 26/03/2022
- Installation of Clever Q, a Restaurant ordering system reducing mistakes in the kitchen and reducing labour

## ***CLUB DEVELOPMENT UPDATE***

The club's development Plan had been stalled over the past 20 years with pipeline dreams and unachievable ideas.

We have partnered with SJH Consulting town planners and engaged Thrum Architects who have worked closely with the Board to bring the club a real Master Plan that will not only benefit

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our members but will set the standards in development and design in the Erina precinct insuring the financial future of the club.

### ***FOOTBALL***

After the most successful start to a season with first grade undefeated and Erina leading the club championship, again the Central Coast Rugby League season came to an abrupt halt and was cancelled Mid-season due to Omicron. Season 2022 we will field even stronger line up in all grades

Thank you to our loyal sponsors who have stuck with us, Football Manager Josh Lewis, the coaching staff led by Head Coach Dane Allen and the players. To our team of volunteers that are returning to help the club once more on game days, thank you.

The club will be playing most home games on Saturday nights in 2022, which is seen as a boost for revenue making opportunities for the club at the oval and after match celebrations.

### ***COMMUNITY & CHARITY SUPPORT***

Despite a forced government closure, Erina Rugby League Football Club Limited continues to support our community funding to local sporting, community, welfare and charity groups.

### ***THANK YOU***

A very special thank you to all the associations that we support including;

Erina Senior Rugby League Football Club

Erina Junior Rugby League Football Club

Erina Social Fishing Club

Erina Mens Shed

Erina Archery Club

Kincumber Avoca Cricket Club

Lions Baseball Club

Happy Wanderers Touring Club

Woodport Netball Club

Erina Pilates Club

# **Erina Rugby League Football Club Limited**

Thank you for your continued support of ELC.

To all the fantastic staff here at ELC thank you for your effort and looking forward to a great year ahead

To the Board of Directors, whose contribution to this club over the last year has been enormous.. I would like to take this opportunity to thank the entire board for their active roles and support over the last year, what we have collectively achieved together is a credit to you all. They have all volunteered their own time and worked tirelessly over the last twelve months to ensure the club continues to head in the positive direction.

Our auditor, Mr. Adrian Thompson and the team at Fortunity thank you for the professional service and support during the year.

## ***TO YOU THE MEMBERS***

Moved Leanne McGowan Seconded Kevin Jones

Carried

Management reports be accepted

## ***Auditors Report***

Thank you Chair and thank you Members

Fortunity are pleased to confirm that we have completed our audit for the year ended 30 September 2021 and are happy to announce that we have issued an unqualified audit opinion stating that the financial statement presented are stated fairly at balance date.

As pointed out by Jamie your President, it has been a very challenging year with the Club suffering for a second time from the impact of a COVID19 lock down from the 26 Jun 2021 to the 11 Oct 2021. Importantly the lock down covered the end of the financial year and occurred part way through the 2021 rugby league season when the majority of the costs have already been incurred. Members should understand that the duration and timing of the 2<sup>nd</sup> lock down which was longer and occurred at point in the rugby league season which had a more significant impact on the Club when compared to 2020.

I will also point out that the while the Club generated an operating surplus of \$159k, when compared to \$405k in 2020, the Members should note that the Club received just \$196k of government support in 2021 when compared to the 2020 where the Club received \$910k. The reduction of \$900k in revenue can be put down to primarily lower government subsidies rather than a reduction in trading activity of the Club.

Overall, the Club has managed to improve its current asset position, while reducing it liabilities which is an excellent result considering the Club was shut for quarter of the trading year. Your directors have put a lot of effort and time into your Club to ensure that your Club was in a position to re-open when the

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lock-down finished on the 11 October. The fact your Club has managed to re-open and trade even with the loss of key employees is a testament to how effective your Board have been.

I would like to thank your directors, including specifically Jamie and Steve for their assistance during the audit which was made more difficult to complete during the lock down period.

I am happy to take any questions from the floor.

Thank you Members and Directors.

### **ORDINARY RESOLUTION 1**

That the members consider and, if fit pass the Ordinary Resolution 1 to appoint Fortunity Assurance as Auditors of the Company.

#### ***Notes to Members Ordinary Resolution 1***

1. Ordinary Resolution 1 seeks member's approval for appointment of Fortunity Assurance as auditor.
2. To be passed Ordinary Resolution 1 must receive a simple majority vote from those member's present at the meeting and eligible to vote.

Malcolm Brian objected to the Resolution, stating He thought it was too much and that Central coast Leagues President receives \$15,000 per year and Central Coast League's Board receive \$1000 per month.

Caroline Thomas praised the board and stated, "the boys" deserve more than this offer for their hard work and effort they have put in to keep the club running and the doors open."

Kevin Jones stated every time he attended the club, he would see Jamie and Steve working in the club and a far greater effort than any previous management. Kevin went on to say thank you Jamie, Steve, and the board for their effort during these times.

Steve Buckett stated he supports fully the resolution but wants to make sure there is no precedence set.

Vote took place by show of hands          26 For          2 Against          Motion Carried

### **ORDINARY RESOLUTION 2**

That pursuant to the provisions of the Registered Clubs Act:

- a) That members hereby approve the payment of the following Honorarium in respect of service to the club until the following Annual General Meeting.
  - (i) The president receive an Honorarium of \$25000 paid weekly
  - (ii) The Vice President receive an Honorarium of \$10000 paid weekly
- b) The members acknowledge that the benefit in paragraph (a) is not available to members generally but only for the member (President and Vice President) noted.

#### ***Notes to Members Ordinary Resolution 2***

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1. Ordinary Resolution 2 seeks member's approval for Honorariums being paid to the President and Vice President.
2. To be passed Ordinary Resolution 2 must receive a simple majority vote from those member's present at the meeting and eligible to vote.

**Vote took place by show of hands**

**Motion Carried**

### **ORDINARY RESOLUTION 3**

That pursuant to the provisions of the Registered Clubs Act:

- a) That members hereby approve and agree to expenditure by the club in a sum not exceeding \$9,000 (nine thousand dollars) until the next Annual General Meeting of the club for the following activities of the Directors:
  - (i) Reasonable costs for the Board of Directors and their spouses/partners for an annual function for the purpose of recognising their contribution.
  - (ii) Reasonable costs of an electronic device (laptop. Tablet or similar) and internet access being made available to Directors in respect to their function as a Director of the Club.
  - (iii) That the Board of Directors be entitled to a meal in conjunction with a regular Board Meeting or a Special Board Meeting.
  - (iv) That the Board of Directors receive a uniform for use when representing the club.
  - (v) Reasonable expenses incurred by Director in relation to such other duties, including entertainment of special guest to the Club and other promotional activities and the expenses there from are approved by the Board before payment is made on production of receipts invoices and other proper documentary evidence of such expenses.
  - (vi) The provision and marking out of car parking spaces for exclusive use by Directors and Management.
  - (vii) The payment of the premiums for Directors and Officers insurance cover.
- b) The members acknowledge that the benefits in paragraph (a) are not available to members generally but only for those members (Directors and in respect to (a) (i) Directors spouses/partners) noted.

### ***Notes to Members Ordinary Resolution 3***

1. Ordinary Resolution 3 seeks member's approval for a number of expenses which may be incurred, and a number of benefits being provided to Directors (and in respect to (a) (i) their spouses/partners) of the Club.
2. To be passed Ordinary Resolution 3 must receive a simple majority vote from those member's present at the meeting and eligible to vote.

**Vote took place by show of hands**

**Motion Carried**

### **ORDINARY RESOLUTION 4**

That pursuant to the provisions of the Registered Clubs Act:

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- a) That members hereby approve and agree to expenditure by the club in a sum not exceeding \$5,000.00 (five thousand dollars) until the next Annual General Meeting of the club for the following activities of the Directors:
  - (i) Reasonable costs for the Board of Directors to attend intra and interstate conferences, business studies and meetings for the purpose of gaining knowledge to assist the future planning of the Club.
- b) The members acknowledge that the benefits in paragraph (a) are not available to members generally but only for those members (Directors) noted.

### ***Notes to Members Ordinary Resolution 4***

- 1. Ordinary Resolution 4 seeks member's approval for expenses which may be incurred with respect of professional development of Directors of the Club.

To be passed Ordinary Resolution 4 must receive a simple majority vote from those member's present at the meeting and eligible to vote.

**Vote took place by show of hands**

**Motion Carried**

### **ORDINARY RESOLUTION 5**

That the members consider and, if fit pass the Ordinary Resolution 5 to accept the strategic plan for the Club tabled by the Directors which includes the preliminary plans for the future re-development of the Club and its surrounding property.

### ***Notes to Members Ordinary Resolution 5***

- 1. Ordinary Resolution 5 seeks member's approval for adoption of the strategic plan for the Club tabled by the Directors.
- 2. To be passed Ordinary Resolution 5 must receive a simple majority vote from those member's present at the meeting and eligible to vote.
- 3.
- 4. **Vote took place by show of hands** **Motion Carried**

Due Notice of Business

Nil Received

General Business

Steve Bucketts Member #20 Congratulated the club on its recent achievements

Caroline Thomas, Happy wanderers- Thanked and praised the board for keeping the doors open and improving the club since October

Kevin Jones, Erina Fishing Club- Thanked the board and what we have achieved in a short time.

Ben Campbell, KACC thanked the club for the continuing support and building a strong relationship between the clubs

- 8. Meeting Closed 10:47