

## Secretary Managers Report

Dear Members

IT is very satisfying to me personally to present to you with my first financial report following my appointment last September. I must say it has been a very challenging first year. With Directors support, I have been able to implement many essential changes to bring the club up to date in a number of the Club's operational areas.

Members should be pleased with the report and result that show a trading profit of \$187,167 which does not includes the sale of the Club's property \$61,422 and a net profit after depreciation and after the sale of the Club's property \$83,009.

This could not have been achieved without our committed staff and the dedication and free time given by Directors. The Club's Chairman Bob Gallagher has been able to give me an enormous amount of his free time and we have been able to form a valuable working relationship for the benefit of all Club Members .I am very proud to say the operational improvements introduced since my appointment have enabled the Club substantially reduce day to day costs, extinguish long term liabilities from \$394,530 to \$216,283.This has all come from our normal daily trading revenue and not our surplus savings. The Club is now debt free.

I now believe with Gai Adams wide experience as Office Manager and the support of Steve Greacen, Assistant Secretary Manager and David Newbury our new Supervisor and the rest of our great team ,together with the continued guidance of the Directors, the Club is now heading in the right direction for the Club's future.

We must at times make decisions that do not appease all, but in the current climate and circumstances where the Club's last financial profit was in 2006, urgent attention was required in different areas and restrictions from the government and governing bodies gave us no choice, if we are to survive.

As most members would be aware the deal struck with Gillard / Wilkie, regarding poker machines having to have a licence to play and ATM withdrawals limited to \$250, won't go away and this will place many clubs in jeopardy long term. We need to be prepared to meet this possible challenge.

The Club is now heading into a new and exciting era which will be spearheaded by the development of a Club renovation master plan. These alterations will then be carried out in stages over a number of years.

We have already made a number of improvements, like the smoking balcony new sliding door and tiling. All costs for these upgrades have been met from the Club's trading cash flow.

Entertainment as most members would be aware has proved to be a success with Mental As Anything playing at the Club in May and our first Dinner show in June with Carlotta was also a success. In September the Club brings, The Three Bees dinner show at \$38, a must for all to see, and in November we have a Beatles and British Invasion dinner show. Free Friday night entertainment has proved very popular and our Open Mic run by Jo Elliott on the last Sunday of each month is starting to find some good Musicians.

I must thank Col Russell, Henry James and Howard Russell for their voluntary work over a large number of years in assisting with the clubs financial accounting. Also the voluntary work from Alan Crimston who's work around the Club is also much appreciated, especially by our Cellarman Trevor Van Dyk.

Finally, I would personally like to thank the Club's Chairman, Bob Gallagher, for his support and guidance and all Directors who have provided their view and advice. We have also developed a good staff team who have worked very hard throughout the financial year. I personally appreciate all your efforts.

We do need Members support for our Club to be a success, so please support your Club with all promotions and entertainment and we will continue to progress the Club to enhance members needs for the future

Keith Langelaar

CEO