

From the Boardroom

Dear Members,

It has been six months since we provided you with our last “from the Boardroom” update.

We thought we would again take this opportunity to update members in relation to few items from those last six months, as well future opportunities that Management and the Board of Directors have been working on.

Recent Trading patterns and the impact of the weather and Covid-19

I don't think many of you will need to be reminded of these figures but just in case-

	Rain mms	rain days
December	132mm	15
January	165mm	12
February	356mm	15
March	554mm	21

Over the period of the 16 weeks above, the Kids Backyard was fully operational for 4 weekends only.

Covid-19 saw only 5 of our current team of 20 staff not having to isolate for 7 days. This is only since February this year. There has been many of our members in isolation and many functions and restaurant bookings cancelled due the current wave/s

These items have had an impact on trade, with one example being the loss of \$20,000 in just green fees in February and March alone.

We are now seeing a gradual return to normal trade and reasonably normal weather, and we look forward to several months of the same.

Your Club needs to look at “weather proofing” as many areas as possible, for not only rain, but the extreme heat we can endure, and this is one of several items that are in the planning stage.

Future Planning

1. Continued discussions with other Clubs.

This was a point raised in our last “From the Boardroom” update and these discussions are continuing.

We are still looking into our financial options; this includes conversations with a few of the big 4 banks as well as other Clubs. WE are endeavoring to ensure that our club continues to be viable we need to ensure we are always providing a modern, warm, and welcoming environment. Part of this includes the “weather proofing” of our outdoor dining areas in the Kids Backyard.

We need to provide people with the confidence to know when they wake up on a wet or hot weekend, they do not have to think about cancelling their bookings or changing their groups plans, as we can provide them with all-weather options.

To do this, and other items to position ourselves well in a competitive market, we need to look at our options to increase our current facility, providing the funds we need to increase revenue streams in areas such as –

- The extension and modernization of our gaming room.
- The covering of the current bowlers/ smoker's balcony including an all-weather sports bar option.
- The construction of an undercover deck, with all-weather seating for approximately 150 in the Kids Backyard area, creating a modern dining precinct.
- General upgrade of public area carpets, paint, lighting.
- Upgrade of the female toilets.

Working closely with a prominent industry Design and Construction firm, these are some of the key items your Board and Management are currently working on and as we progress, the information we provide to you will also progress.

2. Grant opportunities past and present

“WESTINVEST”

Some of you may have heard of “*Westinvest*”.

Briefly, *Westinvest*, is an initiative of the State Government of New South Wales to invest \$5 billion into infrastructure in Western Sydney. Of this amount \$3 billion will be used by the State Government for infrastructure projects, \$400 million will be allocated to Local Councils and the remainder \$1.6 billion will be allocated to various Community bodies to improve living conditions in Western Sydney.

We are currently in the process of making application for a grant to come from the last of those allocations.

If successful, we will use the grant to: -

1. Excavate (or excavate under) the Arthur Groves Green. Build an underground car park with a capacity of 70 cars. Then re-establish a Grass Green on top of the carpark.
2. Realign the Barbara Anderson and David Swindail Greens, so as to form a 12-rink bowling green. This green will have a synthetic surface and be fully covered.
3. Provide further undercover Food and Beverage Facilities and seating options.
4. Provide flexible, undercover function facilities.

An accurate costing is not yet available, but estimates suggest an all-up cost in the vicinity of \$7.5M. Accordingly we will be seeking a grant to cover 100% of the cost.

A Committee comprising Trevor Oldfield, Peter Kindleysides, Brett Hughes, Peter Swaby and Dick Wallace has been formed.

Westinvest has already indicated that our proposal broadly meets their guidelines and have invited us to proceed to full application. We are presently in Stage 2 of the application process.

Our application has the support of Mr Mark Taylor MLA – local member for Seven Hills.

Applications close on 27th June, with results expected to be known by late November 2022.

There is a lot of work involved in this and you may have many related questions, but at this stage we only have some of the answers. As time progresses and things become clearer, we will pass information along as it comes to hand.

Other Grants applied for.

Recently, with the hard work of many Board Members, your club has applied for several Grants and has been successful with a few. This gives hope to the *Westinvest* Application, as well as others we will be applying for to upgrade our Kitchen facilities and provide outdoor toilets.

We were successful with a \$65,000 application for Deck construction, and this will assist with the project mentioned earlier.

Also received –

- \$12,000 for greens irrigation and lighting upgrades, with all works completed
- \$12,000 for new scoreboards, rink numbers and various other greens signage, with works completed
- \$5000 towards Junior bowls development. A coach has been appointed, certain equipment purchased, and this will be ongoing to help with the future of bowls within your club.

These are some of the key items that come under the heading of future planning, that your Board and Management are currently working on. There are many more day-to-day items being looked at, with the aim at all times of securing the future of your Club for all to enjoy.

Membership

Even through these last few tough months, we have been averaging over 60 new members a month, with many taking advantage of the great 5 year offer we currently have in place.

We are now in the process of accepting renewals in the months of May and June, with membership expiring on the normal pre Covid date of June 30th, 2022.

The 5 year “Join or Renew” promotion is back on for both Social and Bowling members. You all have the chance to win a beautiful weekend away at Angourie Resort Yamba including dinner for two. How? Just renew in May or June.

If you are currently a 5-year member you will automatically receive an entry into the draw.

The Club currently has a total membership of 4043.

The last Membership matter we need to advise of is, that due to the requirement to “fall in line” with the Bowls NSW structure we will no longer be able to provide the Social Bowlers Membership option and we encourage the few social bowlers we have to renew as a Bowling Member for only \$90 which covers all registration fees that we have to pay for all bowling Members. If any of you have a concern with this payment, please see myself (Peter Swaby) or Hannah and we will work something out.

Sponsorship update

Left this item to last as over the years has been one of the most important support mechanisms we have.

This year (yet again) we welcomed back Peter Darrock and Globe Memorial as our Major sponsor and we thank Peter for his current and past support to our club.

Hills Roofing, The little Doers, Manor Real Estate and Lady Anne Funerals jointly make up or next level of silver sponsors and we thank you all again for your support. We encourage all Members to utilise all sponsors where practical and more information can be provided from our Admin Team or there are links on our website.

Shirt sponsors – Recently we have been fortunate to be able to design, produce and provide an upgrade to your bowls shirts. I say fortunate enough, as these shirts were sponsored to the total of \$ 10,000 and without this valued sponsorship this could not have occurred.

A big thankyou goes to Peter Darrock (again!). Igor Jugovic of Manor Real Estate, who provided separate sponsorship to their annual, and Last but not least our own MJH Turfcare (Mick Harry). We have proudly placed their logos on these new shirts and many compliments were received regarding these at the recent state finals in Warilla.

We are currently working closely with Australian Unity and look forward to welcoming them on board as a silver sponsor very soon. Many of you will know this company as owners of the Constitution Hill Retirement Village.

General Business

Constitution update

As we as all the areas mentioned above a committee has been set up to look at modernising the Clubs Constitution. This is a recommended best practice act to ensure that the document remains relevant. As these changes are agreed to, we will provide you all with the suggested changes.

New Jackets – The new Bowls Jackets are here and look great. Thanks again to the help from Dick Wallace and Peter Kindleysides they should be ready for distribution next week.

We hope that the above provides you all with some insight into what is being worked on by your Board and Management. As you can see it may have been a bit quiet revenue wise for the last few months, but plenty has been going on behind the scenes to ensure the future of your club.

In ending this “From the Boardroom” update, we encourage you all to also help secure the future of your Club, come up for that extra meal or raffle once a week, it all helps.

We look forward to seeing you in your Club soon.

Peter Swaby
General Manager

Trevor Oldfield
President