

<b>DATE:</b>	Monday 6 <sup>th</sup> August 2012	<b>TIME:</b>	c. 5:00 pm	
<b>LOCATION:</b>	Newcastle Golf Club			
<b>ATTENDEES:</b>	President ~ Gary Sheppard	George Buckton	Brian Hanson	Neil Morrison
	Vice Captain ~ Kev. Woodcock	Ben Chard	Russ Holliday	Trevor Mowbray
	Secretary ~ Jon Heppell	Bill Cook	Col Hutchinson	Rick Muldoon
	Treasurer ~ Lynn Gray	Mark Corrigan	Cr. Hutchinson	Michael Nicholas
	Committee ~ Phil Jones	Glenn Davies	Chris Jolley	Scott Norrish
	Membership ~ Neville Allsopp	Peter Davis	Ken Jolley	Brian Parker
	Charles Atkin	Col Dixon	Terry Keelan	Michael Parker
	Brian Atkins	Peter Drury	Tom Michilis	Bill Pitt
	Chris Bart	Don Eagar jnr	Col Macrae	Dennis Roy
	Gary Beveridge	Jim Gizzi	Chris Momsen	Greg Ryall
	Tony Blackmore	Barry Fox	Ian Morrison	Mark Wyborn
<b>DISTRIBUTION:</b>	Membership, File			

ITEM	MINUTES	ACTION	
<b>1</b>	<b>APOLOGIES</b>		
1.01	Denis Barnett, Rodney Brown, Bill Collins, Warren Deane, Peter Di Prinzio, Jon Henderson, Bob Roberts, Troy Stonestreet.		
<b>2</b>	<b>PREVIOUS MINUTES (Meeting 04/2011 ~ 6<sup>th</sup> July 2011)</b>		
2.01	Proposed by Don Eagar jnr, seconded by Tony Blackmore	accepted.	
<b>3</b>	<b>PRESIDENT'S ADDRESS</b>		
3.01	The President thanks the <b>Trophy Sponsors</b> who are on board for 2012. They are:		
	Aarque Anitech P/L	Hunter Star Mercedes	NHS Plasterboard & Timber
	Airview Aluminium Pty Ltd	Hunter Valley Granite & Marble P/L	ReoWeld Pty Ltd
	Australian Heritage Restorations	IronBark Hill Wines	Rovert Lighting & Electrical
	Australian Truck & Bus Fin. Services	MBA Group Training	TC Manufacturing Jeweller
	Bass Floor Co	MGA Insurance Brokers	Tozer Airconditioning
	BlueScope Steel	Newcastle MBA	Trojan WorkForce
	CSR Gyprock & Cemintel	Newcastle Permanent	The Nova Team
	<b>and Participating Pro Shops</b>	(sponsoring NTP's)	
	Charlestown	Muree	Shortland Waters
	Hawks Nest	Morisset	The Vintage
	Kooindah Waters	Newcastle	Toronto
	Merewether	Pacific Dunes	Waratah
3.02	Sponsors are becoming very hard to find and we are extremely grateful to all of the above, who have provided us with the ability to run our events, provide golf day prizes and yearly prizes to the high standard we all enjoy. Once again thank you to our sponsors. Please keep them in mind when looking for the services they provide.		
3.03	The implementation of managing our monthly events via our subscription to GolfLink has proven to be a success. The Tier 1 access to GolfLink allows us to set up an event, manage the event, while closing the competition gives us all placegetters and forwards results to GolfLink for handicapping.		
3.04	Last year in August our annual Builders-v-Architects day succeeded in raising \$10,000 for Royal Institute of Deaf and Blind Children and Camp Quality in the Hunter. Thank you to all the sponsors on the day with Auction Items and Raffle prizes. Thanks goes to all the successful bidders in the auction, all who made donations on the day and all participants for making it a very successful day.		
3.05	The committee has been working diligently through the business of Incorporation of the Golf Club. The process is very close to completion and I thank the committee for the time given out of their busy schedules to complete this task.		
3.06	Thank you to Mr Wayne Deane President of Newcastle MBA for fulfilling the position of Club Patron. Wayne's term as President is coming to an end. Incoming President Mr Simon Webber has accepted the invitation to be our Patron.		

- 3.07 This year again saw a group from N MBA GC visit Coffs Harbour for the now annual event of the Blues-v-Maroons Golf Match at Bonville. The visit coincided with game 2 of the State of Origin. Unfortunately the Maroons were victorious in the golf. Our thanks go out to Steve Bartlett from the Gold Coast Master Builders Golf Club for organising the 3 day event.
- 3.08 The fellowship and enjoyment had participating in our monthly events, special events and the National Tournament for the Hornibrook Cup is something we all look forward to. In recent years the National Tournament has provided some of us with the opportunity to visit the host state pre-tournament, to experience some golf on premium courses. This year's coming Tournament will see a trip to SA prior to the event to experience Golf on the Fleurieu Peninsula.
- 3.09 Last but not least thank you to the committee over the last 12 months. Thanks to Peter Di Prinzi, Jon Heppell, Lynn Gray, Kevin Woodcock, Mark Connors and Phil Jones. Thanks also to George Buckton for his help every month with the competition results. Also thank you to all our members for your participation in the last 12 months' events.

#### **4 CAPTAIN'S REPORT**

- 4.01 Thank you to our club's Vice Captain Kevin and his assistant George for their efficient work in processing the scores and providing the day's results.
- 4.02 Thanks to Lynn for his money collection expertise and keeping the books up to date.
- 4.03 Thanks to all the pro shops and staff for looking after us and providing prizes.
- 4.04 Thanks to all the golf clubs we attend, they always make it easy for us.
- 4.05 Hornibrook Cup in Brisbane last year was a success, although we did not bring home the cup, but a great time was had by all. Catching up with friends from interstate each year is great. This is a tournament I would strongly recommend to any member who has not yet experienced it.
- 4.06 Some issues are still haunting us on our regular golf days, such as slow play. This needs to be addressed by each group because there are various reasons causing this problem.
- 4.07 The introduction of shot gun starts has been a fantastic idea, we are retaining more members for presentation and the fellowship is much better.
- 4.08 Sponsors are to be thanked for their support as the economic times are difficult and money for sponsorship is scarce. With that in mind we need to more aware of our sponsors and what their businesses offer. If we can promote and do business with these sponsors continuing support from them is more likely. When dealing with them let them know that you are from N MBA Golf club.
- 4.09 I would like to especially thank Secretary Jon for his endless work and ideas, it has made the N MBA Golf club the club others would like to copy. A new web site established by Jon has been a fantastic addition, so much so that the other states have asked Jon to do a National web site for the Hornibrook Tournament.
- 4.10 Finally thanks to all the members for their participation throughout the year. We have an amazing group of fellows and it is always a pleasure playing golf and socialising with you.

#### **5 SECRETARY'S REPORT**

- 5.01 I am very encouraged by the level of acceptance by you the members of the recently introduced web-based event registration facility. I can envisage that soon the amount of time invested in it will pay dividends in part -automating the set up of the golf days. Thank you very much for your assistance in streamlining the process. A few members seem hesitant to embrace it, and I encourage them to seek some assistance in becoming familiar with a process that in reality is very easy. No internet expertise needed !!!
- 5.02 Committee meetings are still occurring every 2 months, and are well attended by the members, with attendance levels consistent at 85%. Outside of these meetings however, your committee continues good work. Lynn Gray, thank you very much, especially for handling the green fees and the sartorial duties, to Mark Connors for keeping abreast of the sponsorship situation, and to Gary Sheppard for keeping Mark focussed.
- 5.03 Membership growth in the last 12 months has declined, with 12 new members since our last AGM. This is more than offset by the absence or loss of nearly 20 members. With the majority of these losses being younger members, it would seem that work and economic pressures are impacting on those with younger businesses and families. Keenly missed will be longtime club stalwart Barry Barrett, resigned for personal reasons.
- 5.04 Recognition also to all the members, without whose interest and participation, the club wouldn't exist. You make the job of secretary both interesting, challenging and, with the occasional thank you or compliment, rewarding.

5.05 Finally, please share your ideas for improvements to the club. There is always room for improvement, which is what we are all trying to achieve, so please feel encouraged to contribute what you think is a good idea. I look forward to seeing all of you..... on a golf course..... somewhere..... soon.

## 6 TREASURER'S REPORT

6.01 The Financial Reports for 2011 – 2012 prepared by your Committee have been circulated to all financial members and your committee welcomes any questioning of the documents.

6.02 Attached to the Financial Reports was the Independent Assurance Practitioner's Review Report prepared by Club member Scott Norrish, Director of VBD Chartered Accountants.

6.03 On behalf of the Club, I extend our sincere thanks to Scott for his work as Honorary Accountant.

6.04 In the comments following (6.5 to 6.12) I have attempted to pre-empt questions that members may raise in relation to the Financial Reports.

6.05	Statement of Assets and Liabilities	June 30, 2012	June 30, 2011
	ANZ Cheque Account Balance	28,913.58	9,455.15

The Cheque Account balance as at June 30, 2012 was temporarily inflated pending payments for the Xmas in July function, outstanding green fees and payment of team member Registration Fees for the 54<sup>th</sup> Annual Golf Tournament to be held in South Australia.

6.06	Statement of Income and Expenditure	<b>Jul 2011 – Jun 2012</b>	<b>Jul 2010 – Jun 2011</b>
	Match Day Fees	34,678.48	41,183.48

Match Day fees are down by \$6,505 from the preceding financial year as a result of

- ! reduced attendance,
- ! the cancellation of the Toronto Country Club event in April, and
- ! As hosts of the Newcastle -v- Sydney event in 2011, we collected \$4080 revenue from the Sydney guests. This position was reversed in 2012 when Sydney were the hosts.

Fees for our Club fixtures have remained the same.

6.07	Total Sponsorship	23,945.45	29,613.64
------	-------------------	-----------	-----------

We continue to receive financial support for the Annual Tournament (Hornibrook) from MBA Group Training and Personnel (\$2000 pa) for which we are most grateful.

Sponsorship is increasingly difficult to obtain and has become a major time consuming task of the Committee. Any member who believes that one of their suppliers could be a potential sponsor is urged to contact one of the Committee who will make the necessary representation on behalf of the Club. A range of sponsorship opportunities exist at varying levels of contribution.

6.08	Miscellaneous Revenue	3,804.78	2,715.18
------	-----------------------	----------	----------

This somewhat obscure line item is made up of income from various raffles, fees for friends and partners dinners, Charity Golf day income from novelty events and sale of items of the Club's uniform.

6.09	Bad Debt or Write off	1,695.20	1,054.55
------	-----------------------	----------	----------

The figure for 2011 – 2012 largely results from the withdrawal of Gould's Building Supplies from an undertaking to sponsor the Hawks Nest event held in July.

6.10	Donations	2,871.00	1,467.00
------	-----------	----------	----------

These figures represent outgoing payments to various charities from the Miscellaneous Revenue item (detailed above)

6.11	Team Uniform	10,588.29	2,114.64
------	--------------	-----------	----------

The \$8,473 increase from the preceding year is primarily as a result of the supply of the much loved black Nike Club polo shirt.

6.12	Member Amenities	12,310.17	6,618.72
------	------------------	-----------	----------

The \$5,691 increase from the preceding year is the result of increased food and beverage supply to members at Club events.

6.13 It is the Committee's intention to continue to return funds to the members in the form of increased benefits and subsidies whilst at the same time being mindful of the need to retain sufficient funds to ensure successful conduct of the next Annual MBA Golf Tournament in Newcastle, scheduled for 2016.

- 6.14 In view of the \$25,695.23 turnaround in net income for 2011 – 2012 (\$10,681.22 loss in 2011 – 2012 against \$15,014.11 profit in 2010 - 2011) and to slow the erosion of the Club's total equity, your Committee makes the following recommendations:
- ! Membership fees be increased from \$40 pa (pre-dating Club shirt surcharge) to \$50 pa
  - ! Corporate Membership fees be increased from \$500 pa (pre-dating Club shirt surcharge) to \$550 pa (equivalent to a 17% discount incentive – total value of golf & membership is \$650 pa).
- 6.15 In pursuit of further economies, the Committee will review selected member benefits for cost effectiveness.

Dennis Roy moved that the above **REPORTS** be accepted. Ben Chard seconded the motion which was duly carried.

## 7 ELECTION OF COMMITTEE FOR 2012 ~ 2013

- 7.01 All Executive and Committee Member positions were declared vacant.
- 7.02 There were not sufficient nominations for the Executive and Committee to necessitate the conduct of a ballot. Nominations and N MBA membership majority criteria remain unchanged from 2011. The unopposed results are to be announced at the close of the meeting.

## 8 GENERAL BUSINESS

- 8.01 Annual Subscription  
Committee recommendation for Annual Fees ~ \$50  
**Proposed** Dennis Roy    **Seconded** Mark Wyborn    **Duly carried** (show of hands)
- 8.02 Annual Corporate Fee  
Committee recommendation for Annual Corporate Fees ~ \$550  
**Proposed** Jon Heppell    **Seconded** Lynn Gray    **Duly carried** (show of hands)
- 8.03 Notice of motion.....  
....that Kevin Woodcock be accepted as life member of the Newcastle MBA Golf Club. His outstanding attendance record and registering of scores at the monthly games and Hornibrook Tournaments over a very long period of time make him worthy of this award.  
Signed Warren Deane, Past President and Life Member.  
**Seconded** Gary Sheppard    **Duly carried** (unanimous show of hands)
- 8.04 Notice of motion.....  
....that Barry Barrett be accorded life membership of the Newcastle MBA Golf Club. Outstanding support of our Hornibrook Tournaments for nearly 40 years and his contributions to the club as committeeman and stalwart make him a standout for this recognition.  
Signed Mark Connors, Life Member.  
**Seconded** Gary Sheppard    **Duly carried** (unanimous show of hands)
- 8.05 Treasurer Lynn Gray proposed that a letter of appreciation be sent to 2012 sponsors. Duly carried.

9 DECLARATION OF COMMITTEE FOR 2012 ~ 2013					Newcastle MBA Membership
9.01	Executive	nominations	result		(current or former)
9.01.01	President	Gary Sheppard	unopposed	Gary Sheppard	y
9.01.02	Captain	Peter Di Prinzio	unopposed	Peter Di Prinzio	y
9.01.03	Secretary	Jon Heppell	unopposed	Jon Heppell	y
<b>9.02 Committee</b>					
9.02.01	Treasurer	Lynn Gray	unopposed	Lynn Gray	n
9.02.02	Committee (3)	Mark Connors	unopposed	Mark Connors	y
		Phil Jones	unopposed	Phil Jones	y
		Kevin Woodcock	unopposed	Kevin Woodcock	y

**MEETING CLOSED:** c. 5:30 pm

**NEXT MEETING:** 50<sup>th</sup> AGM, Wed 5<sup>th</sup> August 2013

**VENUE:** Newcastle Golf Club

**NOTES COMPILED:** Gary Sheppard

**MINUTES:** Jon Heppell

**ATTACHMENTS:** Financial Statements.