

## TREASURER'S REPORT – LYNN GRAY

The Financial Reports for 2018 – 2019 prepared by the Treasurer will be tabled at the AGM conducted on 12 August 2019 and the Board welcomes any questioning of the documents. The Reports can also be viewed on the Club's website.

The Financial Reports were independently reviewed by Club member and Director of Maxim Accounting and Business Advisors, Scott Norrish.

On behalf of the Club, I extend our sincere thanks to Scott and Maxim Accounting and Business Advisors who are also represented by Partner Chris Sneddon. Having worked closely with Scott, I am aware that he and Maxim staff have spent many hours throughout the year and immediately prior to the AGM assuring the accuracy of our reporting.

My thanks are also extended to Retired Accountant and Club member Denis Hancock for guidance in the application of the software used by the Club.

In the comments following I have attempted to pre-empt questions that members may raise in relation to the Financial Reports, concentrating on the more major items.

### PROFIT AND LOSS

#### Income

##### Match Day Revenue (\$26,473)

Green Fees Collected

The substantial increase in green fees revenue (54.8%) is a direct result of increased attendance at the monthly events. The average attendance has increased from 45 in 2017/2018 to 59 in 2018/2019.

##### Membership Revenue (\$6,368)

The membership comparisons at the close of 2018/2019 and the three previous financial years is as follows:

	2015/2016	2016/2017	2017/2018	2018/2019
Life Members	5	5	5	5
Corporate Members	21			
Individual Members	64	77	91	106
Total	90	82	96	111

Membership fees run for the calendar year as opposed to the financial year. Accordingly, the membership revenue does not align with number of members multiplied by the annual fee.

Individual Membership has substantially increased albeit most new members are employed outside of the building industry. The Board would welcome any suggestions on means to increase membership with direct involvement with the building industry. We are particularly interested in attracting younger

members and trust that the subsidised fee structure currently in place will facilitate an increase in this group of members.

Members employed in larger organisations in the building industry are encouraged to promote corporate membership whereby the membership can be shared between staff members.

### **Special Event Revenue (\$1,164)**

This revenue was generated by the well-attended and popular visit to Ironbark Hill Winery which provided the opportunity to share a day in the winery with their partners with transport, beer, wine, food and music provided at a substantially subsidised rate.

Comments were so favorable that the event is being repeated on 27 October this year.

### **Sponsorship Revenue (\$11,500)**

As has been previously reported to the membership, sponsorship continues to prove increasingly difficult to secure. The figures in the Profit and Loss Statement reflect this position.

As always, the Board calls on all members to consider their own capacity to provide sponsorship and to contact any Board member with suggestions of potential sponsors.

### **Cost of Sales**

#### **Match Day Costs**

Match Day Food and Beverage Costs (\$9,550)

This item accounts for dinners provided at the Hawks Nest, Belmont and Pymble events. Snacks provided at other venues makes up the remainder of this expenditure item.

Prize Vouchers (\$2,982)

This figure is approximately the same as 2017/2018 (\$3168) when the line item also included the discontinued (in 2019) Members' Draw.

Transport Costs (\$3,905)

This item includes coach transport to and from events at Ironbark Hill Winery, Hawks Nest (two events in the Financial year), Kooindah Waters and Pymble. It is to be noted that the Ironbark Hill event was not included in the 2017/2018 financial year.

### **Special Events Costs**

Function Costs (\$1,742)

This expenditure relates to the Ironbark Hill Winery event.

### **Operating Expenses**

Club Uniform Costs (\$3,746)

The current financial years' expenditure covers the cost a new (Apple) Club Polo Shirt to all financial members at the subsidized rate of \$20.00.

## **BALANCE SHEET**

### **Assets**

#### **Bank**

##### **ANZ Cheque Account (\$6,928)**

This is the Club's Operating Account. An amount of \$16,000 was transferred from this account on 21 August 2018 into a Fixed Term account with the ANZ, explaining the substantial difference to the balance at 30 June 2018 (\$32,260).

##### **ANZ Online Saver (\$1,203)**

Currently invested at a variable rate. This account is held maintaining a minimum balance for use should a particular event arise requiring separation of transactions or should interest rates offered by ANZ become more attractive than other current Fixed Term deposits.

#### **Current Assets**

##### **Accounts Receivable (\$5,000)**

The majority of this figure is the result of some sponsors not honouring their pledges in a timely manner. Outstanding balances are being pursued.

##### **ANZ Business Notice Term Deposit # 9792-45603 (\$16,000)**

Term Deposit maturing 21 August 2020 invested @2.2%

##### **Newcastle Permanent Term Deposit #.....1402 (\$30,565)**

Term deposit maturing 26 March 2020 invested @ 2.6%.

**Newcastle Permanent Term Deposit #.....3807 (\$22,275)**

Term deposit maturing 26 February 2020 invested @ 1.9%.

**Newcastle Permanent Term Deposit #.....4100 (\$54,319)**

Term deposit maturing 17 April 2020 invested @ 1.9%

**Liabilities**

**Current Liabilities**

**Unclaimed Prize Vouchers (\$1,935)**

The Financial Reporting shows a total value of \$1,935 in unredeemed prize vouchers for the financial year. Members are encouraged to redeem their vouchers promptly to avoid expiry.

As in previous years, it is the Board's intent 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 National MBA Golf Tournament in Newcastle.

Members will note a net loss of \$4,163 for the 2018/2019 Financial Year which compares with a net profit of \$2,210 for 2017/2018. This result reflects the various actions taken by your Board during the past financial year to maintain the level of the Club's total equity and to provide increased benefits to the members.

Lynn Gray  
Treasurer