

## **DURAL COUNTRY CLUB 2020 AGM PRESIDENTS REPORT 30<sup>th</sup> NOVEMBER 2020**

2020 WILL DEFINITELY BE REGARDED AS AN EXTRAORDINARY YEAR, FOREVER KNOWN AS THE YEAR OF THE PANDEMIC. IT HAS AND WILL FOR THE FORSEEABLE FUTURE CONTINUE TO BRING MANY CHALLENGES.

THE HOSPITALITY INDUSTRY HAS SUFFERED IMMENSELY AS A RESULT OF COVID-19. THE INDUSTRY HAS SEEN A SUBSTANTIAL DECLINE AS A DIRECT RESULT OF HAVING TO OPERATE UNDER DEPARTMENT OF HEALTH RESTRICTIONS.

THE HEALTH ORDER MANDATED THAT WE CEASED OPERATING FOR A PERIOD OF TWO MONTHS AND ONE WEEK. WHILE THIS MEANT THAT WE HAD NO INCOME AT ALL WE WERE STILL HOWEVER REQUIRED TO CONTINUE TO MEET OUR ONGOING LIABILITIES AND COMMITMENTS.

MANY OF OUR SUPPLIERS WERE SYMPATHIC TO OUR SITUATION AND GRANTED US ASSISTANCE BY ALLOWING PAYMENTS TO BE DEFERRED. THERE WERE SOME PAYMENTS THAT WERE CRUCIAL AND COULD NOT BE DEFERRED SUCH AS OUR PROPERTY AND WORKERS COMPENSATION INSURANCE PAYMENTS, BECAUSE FAILURE TO PAY THESE MEANT THAT WE WOULD BE LEFT WITHOUT INSURANCE COVER. THAT WOULD POSE AN UNACCEPTABLE HIGH RISK. IT WAS PLEASING TO SEE THAT OUR LARGEST CREDITOR THE ANZ BANK OFFERED US A RELIEF PACKAGE WHICH ALLOWED US TO DEFER OUR MONTHLY PRINCIPAL AND INTEREST PAYMENTS BETWEEN APRIL AND SEPTEMBER.

WHILE WE WERE GRATEFUL FOR THE DEFERRED PAYMENTS IT ONLY MEANT THAT THESE PAYMENTS ACCUMULATED ON A MONTHLY BASIS AND RESULTED IN US HAVING TO REPAY THOSE DEFERRED PAYMENTS IN A LUMP SUM SOMETIME DOWN THE TRACK.

DURING THE LOCKDOWN WE TOOK THE TIME TO UNDERTAKE SOME REPAIRS AND MAINTENANCE. THE STAFF ROOM WAS COMPLETELY RENOVATED WITH NEW CEILING PAINTING AND NEW CARPET. THE LOUNGE AREA CARPET WAS STEAM CLEANED AND PAINTING WAS DONE IN THE MAIN AREA.

SOCIAL DISTANCING AND THE LIMITS TO THE NUMBER OF PATRONS ACCESSING THE CLUB POSED ITS ONGOING CHALLENGES FURTHER IMPACTING ON TRADE. THESE LIMITS IMPACTED ON THE NUMBER OF DINERS THAT COULD BE ACCOMMODATED IN FEDELES RESTAURANT. HOWEVER DUE TO OUR LARGE FOOTPRINT WE WERE ABLE TO INCREASE THEIR PATRONAGE BY BEING ABLE TO USE THE LOUNGE AND DANCE FLOOR AREAS AS ADDITIONAL DINING AREAS.

THE HEALTH RESTRICTIONS ALSO MEANT THAT MANY OF OUR SOCIAL CLUBS WERE INITIALLY PREVENTED FROM OPERATING. NOW WITH COVID PLANS IN PLACE MANY HAVE BEEN ABLE TO RETURN TO A SAFE AND FRIENDLY ENVIRONMENT.

THESE CHALLENGES ARE NOT EXCLUSIVE TO OUR CLUB. MANY CLUBS HAVE AND WILL CONTINUE TO CLOSE OR TO AMALGAMATE AS A RESULT OF BEING UNABLE TO WITHSTAND THE FINANCIAL LOSSES.

THERE WERE THOSE WHO THOUGHT THAT DCC WOULD FOLLOW THE SAME FATE AND WOULD NOT BE ABLE TO SURVIVE THE EFFECTS OF THE PANDEMIC

HOWEVER I AM PLEASED TO REPORT THAT DUE TO THE ASTUTE MANNER IN WHICH THE BOARD MANAGED THE FINANCIAL POSITION WE WERE ABLE TO ACHIEVE A CASH PROFIT OF \$180,668 AND IF IT WERE NOT FOR THE COVID-19 RESTRICTIONS WE WOULD HAVE BEEN ON TRACK TO ACHIEVE GREATER REVENUE AND PROFIT.

I AM CONFIDENT THAT OUR POSITION HAS IMPROVED AND THERE IS LIGHT AT THE END OF THE TUNNEL. WE HAVE BEEN ABLE TO REPAY ALL OF THE DEFERRED PAYMENTS INCLUDING ALL OF THE ARREARS OF PRINCIPAL AND INTEREST DUE TO THE BANK. THIS MEANS THAT WE ARE BACK ON TRACK WITH OUR LOAN PAYMENTS AND WE ARE NOW IN THE POSITION WE WERE IN BEFORE COVID HIT.

NOTWITHSTANDING THE DIFFICULTIES WE FACED WE WERE ALSO ABLE TO UNDERTAKE SOME WELL NEEDED IMPROVEMENTS AND REPAIRS. YOU WILL NOTE THE INSTALLATION OF THE NEW ELECTRONIC DIGITAL SIGN ON THE MAIN ROAD AT THE FRONT OF THE CLUB AT A COST OF \$50,000. WE ALSO WERE REQUIRED TO REPLACE A COMPRESSOR AT A COST OF \$7,700. WE PURCHASED TWO OUTDOOR STRIP HEATERS AND A DELUX HEATER AT A COST OF \$1,500. WE ALSO SPENT \$2,500 ON REPAIRING THE AIR CONDITIONING UNITS.

THESE EFFORTS ARE ALL DUE TO THE HARD WORK AND DETERMINATION OF YOUR CURRENT BOARD. I AM TRULY GRATEFUL FOR THEIR ASSISTANCE AND SUPPORT AND IT IS APPROPRIATE THAT THEIR EFFORTS BE PUBLICLY ACKNOWLEDGED.

FIRSTLY MAREA NICHOLSON OUR VICE PRESIDENT HAS BEEN INSTRUMENTAL AND RESPONSIBLE FOR THE IMPLEMENTATION OF THE EVER CHANGING COVID PLANS AND POLICIES. THIS HAS ENSURED THAT WE WERE AT ALL TIMES COMPLIANT WITH THE HEALTH REGULATIONS AND THAT WE WERE ALWAYS ABLE TO PASS COVID INSPECTIONS.

JOHN LENNON HAS BEEN A VALUABLE ASSET TO THE CLUB. WITH HIS ACCOUNTING AND MANAGEMENT EXPERTISE HE HAS ASSISTED MERVYN WITH THE MONTHLY FINANCIAL ACCOUNTS AS WELL AS FORMULATING THE ANNUAL BUDGET AND SERVING ON THE BUILDING AND GROUNDS COMMITTEE. JOHN HAS ALSO BEEN INSTRUMENTAL IN ORGANISING WORKING BEES AND SERVING AS MINUTE SECRETARY AT BOARD MEETINGS.

SUSAN BINSKIN HAS TAKEN ON HER ROLE AS DIRECTOR WITH GREAT ENTHEUSIASUM. SHE NOT ONLY HAS ASSISTED THE BOARD WITH HER EXPERENCE IN THE INSURANCE INDUSTRY BUT SHE IS REGULARLY ROSTERED ON AT THE FRONT DOOR TO SIGN IN MEMBERS AND GUESTS. SHE ALSO HAS NEVER HELD BACK IN VOLUNTARING AND HAS OFFERED HER HELP TO THE FRIENDS OF DCC BY BEING A WAITRESS AT FUNCTIONS.

GORDON SCOBLES IS A VALUABLE MEMBER OF THE BOARD WHO IS RESPONSIBLE FOR ENSURING OUR ASIC COMPLIANCE IS MET. HE ALSO REPRESENTS THE INTEREST OF THE LAWN BOWLERS ON THE BOARD.

GEORGE TRUELOVE IS THE CURRENT SPORTS DIRECTOR AND IN HIS ROLE HE IS RESPONSIBLE FOR COMMUNICATING BETWEEN THE BOARD AND THE INTRA SPORTS CLUBS AS WELL AS SERVING ON THE CLUB GRANTS COMMITTEE.

SAM RUSSO HAS BEEN A RECENT ADDITION TO THE BOARD. WITH HIS DEGREE IN WORK HEALTH AND SAFETY HE HAS BEEN ABLE TO USE HIS QUALIFICATIONS FOR THE BENEFIT OF THE CLUB GIVING THE BOARD THE ABILITY TO IMPLEMENT A WORK HEALTH AND SAFETY COMMITTEE.

BEING A DIRECTOR OF DCC IS NOT AN EASY TASK. BEING ON THE BOARD IS NOT FOR EVERYONE. AS THIS IS AN ELECTION YEAR I CAN SAY THAT ALL DIRECTORS WILL BE EXPECTED TO BE HANDS ON, WORKING AS A TEAM AND IN HARMONY FOR THE BENEFIT OF THE CLUB. ALL DIRECTORS MUST UNDERTAKE MANDATORY DIRECTOR TRAINING AFTER BEING APPOINTED AND EVERY YEAR THEREAFTER ENSURING THAT THEY ARE KEPT UP TO DATE WITH CURRENT CHANGES IN REGULATIONS. I CAN REPORT THAT ALL THE CURRENT DIRECTORS ARE COMPLIANT.

IDEAS ARE GREAT AND ARE VERY WELCOMED BUT WITHOUT FINANCIAL RESOURCES THEY ARE DIFFICULT IF NOT IMPOSSIBLE TO IMPLEMENT. WHERE WE LACK IN MONEY WE MAKE UP WITH ENTHUSIASM AND THE WILL TO SEE THE CLUB SUCCEED.

THE NEW BOARD WILL BE FACED WITH CONTINUAL CHALLENGES AND PRIORITIES. APART FROM COMPETITION FROM UPMARKET AND TRENDY VENEUS THE BOARD WILL NEED TO ADDRESS THE NEED TO REPLACE THE BAR WITH A POSSIBLE EXPENDITURE OF \$140,000 AND TO RE MODEL THE GAMING ROOM WITH A VIEW TO INCREASE THE SMOKING AREA. THESE WORKS CANNOT BE DELAYED FOR TOO LONG. THE NEW BOARD WILL HAVE TO FACE THE DIFFICULT TASK OF ENSURING THAT THESE ARE CARRIED OUT IN CIRCUMSTANCES WHERE FUNDS ARE LIMITED.

OVER TIME WE HAVE DEVELOPED AND INSTILLED IN ALL DIRECTORS A CULTURE OF VOLUNTEERING. THEY UNDERSTAND THAT BEING ON THE BOARD MEANS GIVING SERVICE NOT TO THEMSELVES BUT TO MEMBERS. ALL THAT THEY DO RESULTS IN SAVING WAGES FOR THE CLUB.

WE ARE ALSO FORTUNATE THAT THE SPIRIT AND CULTURE OF VOLUNTEERING ALSO EXTENDS BEYOND THE BOARD AND IS ALIVE AND WELL WITH THE FRIENDS OF DCC. I WOULD LIKE TO MENTION NORM NICHOLSON WHO GIVES HIS TIME WORKING ON THE DOOR AND ORESTE BATTISTI WHO SERVES ON THE BUILDING AND GROUNDS COMMITTEE.

I NEED TO ALSO ACKNOWLEDGE JENNY PULEO. JENNY CAN BE SEEN EVERY FRIDAY NIGHT RUNNING THE MEAT RAFFEL AND ORGANISES THE COLLECTION OF THE RETURN AND EARN BOTTLES. I AM PLEASED SAY THAT TO DATE THE FRIENDS OF DCC HAVE BEEN RESPONSIBLE FOR RAISING \$16000. JENNY WITH MAREA HAVE ALSO BEEN RESPONSIBLE FOR PUTTING TOGETHER THE MAJOR RAFFLES AS WELL AS DECORATING THE CLUB ON CHRISTMAS AND OTHER SPECIAL OCCASSIONS.

I WOULD AT THIS STAGE LIKE TO THANK MERVYN AND GRACE FOR ASSISTING THE CLUB IN STEPPING UP INTO THE MANAGEMENT ROLE.

I WOULD LIKE TO ACKNOWLEDGE THEIR SERVICE AND THE GREAT EFFORT THEY PUT INTO ENSURING THE CLUB IS SUCCESSFUL. IT'S OBVIOUS THAT THEY HAVE THE CLUB'S INTEREST AT HEART. BOTH ARE A GREAT ASSET TO THE CLUB AS ARE ALL OUR WONDERFUL EVER FRIENDLY STAFF. I THANK YOU ALL FOR WHAT YOU ALL DO FOR THE CLUB.

I WOULD ALSO LIKE TO MENTION THE SOCIAL AND SPORTING CLUBS AND THANK THEM FOR THEIR SUPPORT IN WHAT HAS BEEN A DIFFICULT YEAR. I AM CONFIDENT THINGS WILL GET BETTER.

FINALLY A BIG THANK TO ALL OUR MEMBERS FOR SUPPORTING WHILE WE HAVE HAD TO OPERATE UNDER VERY RESTRICTIVE CONDITIONS. WITHOUT YOU THE CLUB CANNOT EXIST. WE ARE VERY GRATEFUL FOR YOUR UNDERSTANDING AND THE MANNER IN WHICH YOU HAVE COMPLIED WITH THE REGULATIONS. YOU HAVE MADE OUR JOB VERY MUCH EASIER. WE LOOK FORWARD TO CONTINUING TO SERVE YOU IN 2021 AND BEYOND.

JOHN PULEO

PRESIDENT