



# **2019 AGM Reports**

**Presidents Report**

**Finance Directors Report**

**Women's Golf Report**

**Men's Golf Report**

**Greens Report**

**House Report**

**Club Manager's Report**



## **2019 AGM - CGC President's Report**

Welcome to the 2019 AGM. I wish to begin this report by thanking the Club's small team of hard-working staff, the many dedicated members and the numerous sponsors who have jointly helped to keep the Club running through the ups and downs of an eventful year. Particularly, I would like to thank Andrew Dick and Peter Piggott for stepping in and filling casual vacancies on the Management Committee, and Geoff Edwards who, as Finance Director, has had the unenviable task of guiding the Club through difficult financial times.

The events, both positive and negative, of the past year have been numerous. They have included: a fire in the switchboard which went close to burning the clubhouse down; weeks and weeks of wet weather which closed the course and cancelled many competitions; the construction and stocking of a new proshop; the creation of a new mural on the front of the clubhouse; landscaping of the creek banks (thanks to Landcare); the formation of a Marketing and Communication Committee; and the appointment of Marty Hunt, Member for Nicklin, as Club patron.

### Membership

The number of Club members currently stands at 367. Golf participation rates across Australia have been dropping for many years, with rates in Queensland dropping by 3.6% in 2018 alone. Cooroy Golf Club has not been immune and was hit particularly badly this year with 70 members not renewing. The membership drive at the beginning of this year resulted in at least 20 new members and a similar drive will be undertaken at the beginning of 2020. The proposed change to our constitution to allow for the creation of additional classes of members, if passed, should assist in boosting our membership numbers back to a healthier level.

### Finances

Financially, 2019 has been a difficult year for the Club and the Management Committee have had to make some tough decisions, two of which are outlined below.

The Toro rental agreement was terminated by purchasing the equipment concerned. This was achieved thanks to 36 members who paid 5 years of subscriptions in advance. This means that the Club is effectively 'borrowing' against future subscription income, however the net result of this exercise is a saving of more than \$10,000/year.

The Management Committee also had to make the decision to relinquish an \$80,000 state government grant for renovating three of our greens. One of the reasons for this was that a condition of the grant was that the Club had to put \$20,000 towards the project. This was \$20,000 that we just couldn't afford.

### GemLife

GemLife have lodged their development application with Noosa Council for the proposed over-50's active lifestyle resort on the vacant land adjoining the course. In the meantime, the Management Committee are continuing negotiations with GemLife so that, in the event that the Council looks favourably on the application, the project can commence with minimum delay and maximum benefit to the Club.

### The future

The Management Committee's main focus for 2020 will be to improve the Club's financial position. The way to increase income is to get more people playing golf on our course. To this end we will undertake: (1) a membership drive similar to the successful one of earlier this year, and (2) a marketing campaign in both the print media and online media aimed at attracting more social players and visitors to the course.

The Club currently has neither a strategic plan nor a course master plan in place. By the 2<sup>nd</sup> half of 2020 we should know whether the GemLife development will be proceeding or not and whether or not the Club will subsequently be getting a new clubhouse and associated course changes. A strategic plan and course master plan can then be developed accordingly.

Regards,  
Greg Michael  
President, CGC.

## **AGM FINANCIAL REPORT INCORPORATING:**

- **AUDITED FINANCIAL ACCOUNTS FOR YEAR ENDING 30-06-19**
- **MANAGEMENT ACCOUNTS FOR QUARTER ENDING 30-09-19**

### **YEAR ENDING 30-06-19**

In my June report I indicated that the Club made a small profit of \$690 as reflected in the P&L management accounts. Actual negative cashflow result was \$29,476.

Since then, the management accounts have been audited and adjustments made. This resulted in an adjusted/increased net loss for the year of \$31,555 (before depreciation). Along with the loss of \$31K, we also had financial/loan repayments that, for the full year ending 30/6/19, the Club produced a cash flow loss of \$60K. (In February 2019, the Toro Rental agreement was paid out and this assisted in reducing our monthly repayments by nigh on \$4,000).

The means to cover this loss is reflected in the balance sheet through the source and application of funds and was primarily covered by:

1. Reduction in cash of \$54K – supported by 2019 subscriptions received in the June month
2. Increase in Creditors of \$17 – deferring payments to creditors.

It goes without saying that financial the 2018 -2019 year was a very difficult year and, if not for the actions taken by the current committee, the likelihood of the club not being in a position to trade beyond December 2019 was very strong. All members were appropriately kept informed on the financial status of the Club and would be very much aware of the necessary steps taken (and continue to be taken) by the committee to ensure the Club meets its financial commitments.

Going forward, in a financial directive, the steps we have now taken include:

1. Engaging SPV Accounting to conduct the bookkeeping duties for the Club. This formally commenced on 15/9/19.
2. Engaging LMC Accounting and Financial Services as our Auditor for year ended 30-6-20 (subject to members' approval at the AGM).

Estimated savings of some \$5K per annum will be achieve and a by far more accurate and streamline presentation of reports going forward. SPV Accounting are a highly regarded local accounting firm. LMC was recommended by SPV who have dealt with LMC for many years.

3. Developing cash flows projections, driven by realistic future budgettning, along with basing future projections on historical data. The projections are a moving target and are closely monitored by the Management committee on a month to month basis. If necessary, decisions such as reducing staffing and course/house expenses will be made to ensure the profitability of the Club is achieved. At the same time, positive efforts are being delivered in increasing income through membership drives and alike.

### **FINANCIAL PERFORMANCE FOR THE FIRST QUARTER ENDED 30-09-19.**

More importantly, is the financial success of the Club going forward.

Members have received my report for the months of July and August, both being very positive outcomes. September was also a very strong trading month. In September 2018 a loss of \$6,888 was

achieved. In 2019, I am pleased to report a trading profit of \$16.6K was accomplished. A turnaround of \$23K.

For the 1<sup>st</sup> quarter ending 30-09-19, all have done their part in producing a cash flow negative result of only \$19K as against the same time last year of negative \$50K. Course expenses are down from same time last year of circa \$10K. Bar Gross profit of \$13.6K was up against same time last year. Other income - up \$22K. All other expenses have been kept in check and, as an all over consequence, we achieved a net trading cash flow loss of only \$19K, after meeting all financial commitments. (We budgeted a negative \$50K). This also included a one off pay back of a government grant of \$26.4K.

Although a very sound result, we have had need to also catch up on outstanding creditors of over \$30K and this too only comes from cash held.

It is a very difficult task to translate accrual accounting to cash accounting but I believe it is preferable to report results based on cash held at the end of the day. We started out with cash in the bank as at 1/7/19 of \$180K. At close of business 30-09-19, we hold \$158K. A reduction of \$22K however there are still outstanding creditors of \$11K.

As a result of the first quarter's result, adjusted projections for the remainder of the year indicates that we will be positive (albeit \$3K) at the end of this financial year.

As mentioned previously, monthly results will be monitored very closely with necessary steps taken to ensure the Club remains solvent and more importantly starts to build reserves to meet for future contingencies and capital/infrastructural growth.

**Geoff Edwards**

**Finance Director.**

## **Womens Golf Captain – Annual report 2019**

2019 has seen another successful year for Women's Golf. We had a very busy calendar of events and managed to complete all successfully.

Zone nett Pennants saw Cooroy bringing home the Runner up trophy. I'd like to thank all players for their continued support in Zone Open days and for representing their Club in a friendly and competitive fashion.

Our Open day was once again a great success hosting a field of 86. Many thanks to our Major sponsors Live Life Pharmacy Cooroy, and to all sponsors of Women's Golf Cooroy throughout the year.

Our Tee up for Cancer fund raising event held in October resulted in sending the Charity a cheque for \$1665. Many thanks go to Noosa River Canal Cruises for donating their boat cruise to us again, Caroline and Richard of Wildflower Fashions for their gift vouchers. Patsy Fayne and her cricketers for their marvellous support on the day, and the generosity of everyone involved.

I'd like to take this opportunity to thank my Match Committee for their hard work and wonderful support, Todd and his green team for the amazing presentation of our course and Manager Wayne Patston for his ongoing support.

I have enjoyed my time as Captain for the past two years and look forward to assisting Chris Michael in her Captaincy in 2020.

TERRI CAIRNS  
COOROY WOMENS GOLF CAPTAIN

### MEN'S CAPTAIN'S REPORT 2019

THE RAIN EARLIER IN THE YEAR DEALT A BLOW TO COMPETITIONS AND THE CLUB'S INCOME. NOW THE DRY IS THREATENING US BUT YOUR SUPPORT AS MEMBERS AND YOUR ACCEPTANCE OF SOCIAL PLAYERS THAT BOOST OUR REVENUE HAS SEEN THE CLUB COME THROUGH IT ALL. THERE IS LIGHT AT THE END OF THE TUNNEL AND OUR FINANCIAL BOTTOM LINE IS IMPROVING AND PROMISING. THANK YOU FOR THAT SUPPORT AND UNDERSTANDING.

THIS WAS A YEAR OF MANY OF THE RULES OF GOLF CHANGING. NO ONE KNOWS ALL THE RULES OF THE TOP OF THEIR HEAD AND THOSE WHO THINK THEY DO WILL QUICKLY COME UNSTUCK. READ AND FAMILIARIZE YOURSELF WITH THE RULES AS BEST YOU CAN AND REMEMBER WHEN YOU ARE MARKING SOMEONE'S CARD IT IS UP TO YOU TO KNOW WHAT SCORE THE PLAYER HAD, NOT MERELY TO ASK. THIS AGM SEES THE END OF MY TENURE AS CLUB CAPTAIN. IT HAS BEEN A PRIVILEGE TO SERVE YOU THE MEMBERS AS BEST I COULD WHICH HAS ALWAYS BEEN MY MAIN PRIORITY.

I HAVE BEEN FORTUNATE TO HAVE A DISPARATE AND DIVERSE BUNCH OF PEOPLE TO HELP ME PUT THINGS TOGETHER. ON A WEEKLY BASIS AND ESPECIALLY FOR SPECIAL EVENTS THANK YOU TO CAROLE, LYNN, SUE, SARAH, DAVE AND BRETT. RONNY AND BRONNY AND NICK HAVE ALWAYS HELPED OUT WHEN I CAME ASKING, THANKS HEAPS FOLKS. THE MEN'S MATCH COMMITTEE HAS BENEFITTED FROM A HARMONIOUS AND COLLABORATIVE PARTNERSHIP WITH THE WOMEN'S MATCH COMMITTEE. THANK YOU TERRI AND HER GIRLS, IT HAS BEEN A PLEASURE. A SPECIAL MENTION MUST GO TO BRENT JESBERG FOR HIS UNWAVERING HELP AS VICE CAPTAIN. FOR A YOUNG MAN HOLDING DOWN A FULL TIME JOB THE HOURS HE HAS PUT INTO THE POSITION AND HIS DEDICATION TO THE CLUB HAS BEEN OUTSTANDING.

THIS CAPTAIN HAS BEEN LUCKY TO HAVE AN EXCELLENT WORKING RELATIONSHIP WITH THE MANAGER. HIS ADVICE AND FRIENDSHIP HAS BEEN INVALUABLE. WE AS A CLUB ARE VERY FORTUNATE TO HAVE HIM. THANK YOU WAYNE, VERY MUCH. BEHIND THE SCENES MANY PEOPLE HELP OUT THE CAPTAIN AND FORGIVE ME IF I HAVEN'T NAMED YOU HERE. IT WOULD BE REMISS OF ME HOWEVER IF I DIDN'T SINGLE OUT, FOR MY DEEPEST GRATITUDE, KELVIN BRITTAIN AND ANDREW CAMPION. BALL REGISTERS, P.O.T.Y. CALCULATIONS, SPREADSHEETS ON THIS AND THAT, THE EVENT CALENDER AND MANY OTHER TASKS WOULD HAVE GONE UNDONE WITHOUT THOSE TWO (NERDS). THANKS GUYS.  
YOUR SINCERELY, CYRIL TRIST.

## GREENS REPORT

### COOROY GOLF CLUB AGM 13/11/2019

We on the Greens Committee have had it pretty easy thanks to the support we have received from our greens staff – so thanks to Todd, Paul, Brendan, Alex and Rex. Collectively they are doing a tremendous job as we all know and appreciate. Their commitment to maintaining and presenting this course the best it can be, in spite of the constraints they are up against, is exemplary. Recent examples have been the extra work they have done, at times outside normal working hours, to help make the ladies pink fund raising day a success, as well as the recent major greens renovation. Our greens will be back to normal in quick time in spite of the current drought and relatively low humidity for this time of year. Thanks also to other staff, fellow volunteers on committee, and members alike, for their encouragement and advice over the last two years.

We have had some disappointments since early last year, in particular contamination of tiff-dwarf stolons that went on our greens nursery LHS of 14<sup>th</sup> fairway, and our having to ask the State Government for a postponement of a Grant, to redo two greens, because of our financial situation this year. However, there have been many positives – new gardens around the first tee and clubhouse, stabilising creek banks thanks to SEQ Water funding, trimming of branches on fairways, raising the tree canopy throughout the course, extensive stump grinding etc. in that time.

The most pleasing of all has been small steps led by Todd towards addressing the fundamental issue holding this club back – our fairways. The construction of a green couch (wintergreen) nursery RHS of 4<sup>th</sup> fairway was done by understanding the soil we have and modifying the physical properties (busting up the clay by rotary hoeing) and chemical properties (gypsum to assist physical improvement, and other fertiliser to improve soil fertility). Stolons from this nursery were used recently on mounds RHS of first, only rotary hoeing there was not needed as a suitable surface soil was available. Hopefully this growing season we will be able to see green couch growing on the 17<sup>th</sup> fairway from near the ladies tee to the creek, using the same process as on the 4<sup>th</sup>. Then members will see benefits from fairway watering already in place.

Finally, can I say a big thank you to two extraordinary volunteers. The assistance that Rex Williams provides to the Green Staff has been likened to having a part-time service engineer/fitter and turner/bush mechanic (if you could find such a person) on our payroll and as such he saves the club a lot of money each year. Thanks also to Rod Booth for his assistance in advertising working bees, making and helping me write “From the Shed” articles, not to mention the enormous work he does behind the scenes to assist this golf club.”

Dave Lyons, Greens Director.



Subject:  
House directors report for AGM.  
From:  
Leith Barr <leithmb@hotmail.com>  
Date:  
09/11/2019, 8:52 AM  
To:  
Andrew Dick <secretary@cooroygolf.com.au>

HOUSE DIRECTORS REPORT AGM 2019

The House has achieved a significant amount of improvements this year, within the Clubhouse & also in beautifying the grounds around the Clubhouse

Major renovations within the clubhouse is the Pro shop which has proved to be very successful. Thanks go to Bob Reid, Brad Lavender, Peter Piggot & Andy Stewart.

The painting of the murals has been very well received, & we thank Gabi Dick & her team of volunteers, for all the time spent, achieving this transformation.

Thank you also, to Margie Lucas & her team of hard workers, who make such a difference to the gardens, especially the beautification of the practise green & the 1 st tee.

Thank you to John Cairns & the sub committee for their continuing work in maintenance.

Wayne has procured many sponsorships & the Hole in One on the 4th & 15 th are a great incentive for the players.

Finally, I would like to thank the committee for their support & cohesiveness, it has been a pleasure working with you

Leith Barr  
House Director 2019

Sent from my iPad

# **COOROY GOLF CLUB MANAGERS REPORT**

## **November 2019**

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### **THANK YOU TO MEMBERS:**

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I would like to take this opportunity to express my appreciation to all our members for supporting the Cooroy Golf Club. We have had a steady year on and off the golf course and your input and attendance make it what it is.

### **CLUB NEWS:**

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The start of 2019/2020 has seen a very big improvement for the club with Bar Sales. The social and group bookings have also been on the rise, which is a positive - especially after the year started out on a negative with the rain impacting these areas of play.

### **TITLEIST PRO SHOP:**

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September seen the new addition to the club with our new Titleist Pro-Shop (15 YEARS IN THE MAKING). Titleist has only done this with 10 other Clubs in Australia. Members and Social players have been supporting it well. Thanks to Lee for making this happen.

### **WITH THANKS:**

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### **SPONSORS:**

Many thanks to all our Sponsors – Members and the local Community for supporting our club. The support you give is invaluable and immensely appreciated. Our major Sponsor “COOPERS”, have been very generous with donations which assists the club. Thank you to Col for making this happen.

### **VOLUNTEERS:**

A big THANKYOU goes to all of our Volunteers on and off the Golf Course, The money you have save the club with your hard work and efforts is invaluable and immensely appreciated.

### **GREEN STAFF:**

To Todd and his Staff – Paul , Brendan and Alex - the course has never looked better. The appointment of Todd has been a great success to our club. Thank you for all of your hard work, it shows on the course.

### **COMMITTEE:**

To the Committee, Thank you for supporting myself and my staff, Its great to see a committee steer us in the right direction and looking into the future on a very positive note.

**To my awesome bar staff, Thanks for doing all you do – you are the back bone of my operation, and I could not do what I do without your hard work, unwavering support and assistance.**

In closing, I would like to thank Leith Barr and Terrie and John Cairns for all of the support they give me and the club. Your support is appreciated.

**Regards Wayne Patston**

**Club Manager**