



# THE HILLS CLUB

THE HUB OF THE HILLS

## **Directors & Management Reports**

Year ending 31st May 2021

## Board of Directors



Chairperson  
Ken Carroll



Vice - Chairperson  
Elizabeth Leahy



Treasurer  
Joe Logue



Director  
Dennis Halford



Director  
David Smith



Director  
Phil Axiak



Director  
Karen McCann



## Chairperson's Report

Dear Members,

The 2020/21 financial year has been interesting to say the least. We started in June with the Club and the rest of society in Covid lockdown. We took the opportunity to freshen up the club and on opening in July we were quite overwhelmed by the numbers of members and visitors coming into the Club. This clearly showed us the importance that our club plays as a social and sporting hub in Baulkham Hills.

Our Treasurer, Joe Logue and our Auditors will outline in more detail the financial situation for 2020/21 but suffice to say it has been a remarkable turnaround from the previous Financial Year and as can be seen in the financial report we have made a solid profit for the year.

It is important to state again that this is a bowling club and as such we will continue to support bowls as much as possible. But it is equally important to understand that without a profitable club, bowls may be impacted. We are fortunate to be in a position to fully support all forms of bowls.

In May of this year, the majority of male and female bowling members in NSW voted in favour unifying the State level administrative arms of the previous two bodies – Bowls NSW and Women's Bowls NSW. There is now one organisation, Bowls NSW, that will oversee the continuing operations and growth of bowls in NSW. There will be no impact on how we run bowls for the foreseeable future. This may change of course, but will require significant consultation at all levels of the game, including at our club.

This year we were once again able to commemorate Anzac Day and we were privileged to have a good representation of local politicians. We were even able to run two-up in a Covid-safe way – much to the pleasure of the participants.

In late 2020, the Club commenced a review of the way men's bowling was being managed. This resulted in the creation of the Hills District Men's Bowling Club along with a new Constitution and management structure.

We have seen some great successes on the bowling greens this year with the standout being our Grade 6 winning the Zone 10 Pennant Flag. They were due to participate in the State Playoffs in July – but obviously that has now been postponed.



### **Chairperson's Report (Continued)**

The Club redevelopment project is still happening but with very little activity at the moment. The Club submitted the Planning Proposal to the Hills Council in March and we have since received comments back from the Council. The next step is to review those comments and make any adjustments necessary to obtain a complying proposal.

I would like to thank Angus and his hard-working team for the extraordinary efforts this year – sometimes under very trying circumstances. Even when wearing masks, they have been able to provide excellent service. Of course, we must not forget the great work done by Andrew in keeping bowls under control, and Wayne for looking after the greens.

A special thanks goes to David Smith and his team of volunteers who turn up every Monday to ensure the gardens and lawns are well maintained and looking great.

And finally, I would like to thank the Directors who have been providing outstanding service to the Club, including during the shut-down period.

Thankyou

Ken Carroll  
Chairperson



## **Treasurer's Report – Financial Year Ending 31st May 2021**

Dear Members,

It gives me great pleasure to advise you that in my first year as Treasurer I am able to announce that your club has produced a profit of \$182,387 which, you will agree, is a considerable improvement on the losses achieved in previous years. It is even more gratifying considering the obstacles we had to overcome.

In order to achieve this remarkable turnaround in our financial position, many people have to be thanked for their contribution. Firstly, we owe a debt of gratitude to one of your board members who provided substantial funds to allow us to continue trading and carry out the necessary refurbishing to make our premises an inviting place to visit.

Next, we have to thank our General Manager who had the foresight to provide the right balance to obtain a return on our substantial financial outlay. In addition, the entire staff have to be congratulated for blending in with their new surroundings and improved standard of service required to complete the picture.

Finally, believe it or not, the Covid virus. Although, it hit us hard in the previous year, when lock down was lifted, patrons were desperate to be able to circulate in the community and they did so with gusto and our profits started to mount. Combined, with the Government Jobseeker and Cash Flow Boost which offset a large proportion of our wage costs. Unfortunately, it also brought with it a lot of additional costs in supervising the Covid Health Rules.

Going forward, it is hoped that our efforts will allow us to continue down the same path. But once more, we have been hit with a second dose of the dreaded Covid virus providing a greater opportunity to prove ourselves.

In conclusion, it is hoped that when we sit down this time next year, we have achieved another healthy result.

Joe Logue  
Treasurer



## **General Managers Report 2020/2021**

Dear Members,

It is my pleasure to be able to present my report for the 2020/21 Financial Year, my first full financial year as General Manager.

It has certainly been an interesting time by all accounts. We commenced the year with the club under a pandemic forced lockdown and were please to be able to open in July. Shortly after the end of the financial year we again found ourselves in another forced closure.

### **Financial Results**

Pleasingly the club was able to achieve a significant turnaround from a \$646,860 loss to a \$182,387 profit representing a total turnaround of \$829,247 which is a remarkable result. The government stimulus assisted in the club being able to recover some costs throughout the forced shutdown which we must be thankful for however the key to the club's turnaround was mainly as a result of the decisive improvements that were made to the club's facility during the 2020 lockdown and a new approach to the club's operations. This included extended operating hours and improved efficiencies created within the operation which resulted in increased trading revenues and reduced costs. As a result of the positive result from the club operations we have fortunately been able to continue the support of the bowls department in a relatively normal manner despite covid.

Positively the club's trading revenues increased by approximately 1.06 million (29%) to \$4,670,555.

The club was fortunate to receive government stimulus of \$386,096 (\$435,991 – 2020). A portion of unworked job keeper amounts have inflated actual wage costs which is offset by the stimulus payments in other revenue.

Importantly the club's operating cashflows of almost one million are very strong. Despite an initial drawdown of \$700,000 on a loan facility to complete the improvements in the 2020 lockdown, we have recouped a significant portion of these funds and are continually improving the club's financial position. As we move on from covid lockdowns the club should continue to generate strong operating cash flows.



## **General Managers Report (continued)**

### **Club Facility**

Throughout the end of the last financial year and into this year the club completed some extensive renovations and refurbishments which were well received as the club came out of lockdown in July 2021. We have continued to invest in areas that will generate returns and also focus on areas of safety such as the club's entry with the addition of the awning and the resurfacing of the kitchen floors. The conversion of 'Green 2' into a functional club space that flows out from the deck has allowed the club further opportunities to grow and given the club a well-ventilated event space.

We have also continued to manage the maintenance of the bowling greens to excellent standards and I thank our greenkeeper Wayne for his efforts in providing quality surfaces for the bowlers. As the club's cashflow allows we continue to make improvements where we can.

### **Community**

Clubs are all about community and over the 20/21 year the club was able to continue supporting its core interest of lawn bowls along with donations to The Hills Rugby Seniors, The Hills Barbarians Cricket Club and Legacy. The total combined contributions to these areas totalled approximately \$100,000. It is worth to mention the success of the Grade 6 Pennants Win in the Zone 10 competition. A fantastic effort.

### **Our People**

Clubs are very much all about people and it would be remiss of me not to say thank you to the people who have contributed to the club's success throughout the year.

I would firstly like to thank the team of staff at the club for their resilience and commitment through what has been a very challenging year for hospitality workers, with the stand downs being an anxious time for many. We have been very fortunate that our team has been rock solid as we have moved in and out of lockdowns. I could not be more thankful to how the team of staff have conducted themselves and managed through a tumultuous year. In particular I would thank our Operations Manager, Melissa Davies, for the unwavering support this year as I have settled into the role. I would also like to congratulate Melissa on her achievement on a podium finish in the highly regarded Gaming Management Development Course run by the Leagues Club Association and Aristocrat this year which is a fantastic achievement.



### **General Managers Report (continued)**

I would also like to thank the volunteers that have assisted in the maintenance of the gardens on a weekly basis which has assisted the club in keeping costs of maintaining the grounds to a minimum. Your efforts are very much appreciated.

It is important to note that our suppliers once again, through two lockdowns, have supported the club immensely. They have all been very accommodating with contractual arrangements which has allowed the club to come through the lockdown periods in a healthy financial position.

I would of course like to thank the Board for their ongoing support since I commenced my role at the club. Their support of many decisions has enabled the club's management to be progressive throughout the year and achieve outstanding results.

Finally, I would like to thank all members who have supported the club over the last 12 months through a very challenging time. We thank you for your ongoing support and patience. The continued support and loyalty of every club member is what allows the club to continue to grow and prosper.

To those members who have lost loved ones throughout the year, I offer my sincere condolences on behalf of The Hills Club.

I look forward to seeing you all in the club!

Best regards,

Angus Rimmer  
General Manager