

Board of Directors Update

September 2018



Members, this is a brief update on some recent events which include the challenges we face as a business moving forward.

You will see in our annual report, a significant decrease in profit for the last financial year. This reflects many issues coming together, which has impacted our club. Certainly, the reduction in revenue which includes our entertainment activities, follows national trends as the consumer and communities find alternative entertainment options. At a time of stagnant income and rising costs, combined with increased political pressure on the club industry, the current situation calls for sound decision making.

Our efforts to minimise the impact of these trends include:

- better parking for our members and customers
- two new bus services to improve access
- increased solar panels to reduce rising energy costs
- responsible and vigilant negotiations with suppliers of goods, insurances, cleaning and other key services
- reduced opening hours to minimise low income times
- seeking council zone flexibility to allow a broader range of external commercial operators to both provide rental income plus offer increased services to our members

At the same time, we are maintaining support for our community groups (note the recent fund-raising effort to collect \$15,000 for the farming community) and ensuring our bowling facilities, services and offerings remain at a world class level for both competitive and social bowlers.

The situation of reduced income, thus lower profit, was foretold many years ago when the Board decided to formulate a plan to broaden our income sources to assist with growing the business in the future. This situation has arrived sooner than expected and for that reason the Board will revisit the options with our back property. The experience of many bowling if not sporting clubs, is that such critical decisions need to be made long before we risk costs exceeding income and members funds being exhausted. At the last AGM a commitment was made by the Board, to seek member endorsement before looking at further options to develop that back property encompassing the fourth outdoor green and the surrounding parking. We know from our experience that options to develop that back property into a retirement living community would be complex and encompass time critical decision making. The Board is a diverse group representing many different views and we often have much debate, however on this issue your Board is in total agreeance to seek member consent to look at development options for this land. We, your Board, are very focused on the sport of bowls and we want to see our facilities operating at the best that they can while maintaining and supporting our key traditions. We are asking members to expect the Board to do the right thing for the club, the community and for all members by asking members to give the Board consent to explore options and make critical decisions about the development options on the back property and the future of our great club.

The Board and Management will hold the following 2 Question and Answer sessions about the Annual General Meeting, but specifically about the agenda/business items including resolutions which will be included in the Notice of Annual General Meeting:

- (a) Monday, 29 October 2018 at 10:00am; and
- (b) Wednesday, 31 October 2018 at 10:00am.

All members are encouraged to attend at least one of these sessions but of course all members are welcome to attend both these sessions in addition to attending at the Annual General Meeting.

Congratulations to the recently elected THBC Bowls Committee. The large turnout of bowling members at the weekend was a positive sign for the new Committee and we wish them well in their future endeavours.

Leigh Tynan
Chairman
Tweed Heads Bowls Club Ltd