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# The Neutral Bay Club

ABN 54 000 012 028

Other Audit Reports

For the Year Ended 31 December 2023

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# **THE NEUTRAL BAY CLUB**

**ABN 54 000 012 028**

## **CHAIRPERSON'S REPORT**

### **FOR THE YEAR ENDED 31 DECEMBER 2023**

The year ended 31 December 2023 has produced a record Net profit of \$443010. This result is the result of a successful Tennis program which continues to expand through under the management of our Tennis Director Glen Jackson. Glen and his team are always looking to expand the operation through dedication by tennis coaches and more recently working closely with our Tennis Committee. Glen's professional approach continues to impress.

Given the state of our tennis program we are currently seeking to acquire leaseholds within the Neutral Bay area to cope with expansion as we are currently limited to four courts.

Under the concerted efforts of our General Manager, Peter Lewis, the Club has expanded Function income by attracting additional traffic through corporate events. Our strong financial position has permitted repairs and maintenance to be concluded in the area between the main Club House and the Bowls Pavilion. This has permitted expanded seating which allows for greater capacity.

The DA application was lodged with North Sydney Council in December 2023 for the new structure that will replace the Bowls Pavilion. Again, our strong financial position will ensure that the build cost will be paid for out of cashflow. It is our intention to apply for Grants in regard to this structure once the DA has been approved. Grant applications will only be considered once the DA has been issued.

Our next major Capex once the Tennis/Bowls pavilion is complete will be an expansion of the Clubhouse. This may result in an application to have the land rezoned which will have the effect of increasing Net Equity position of the Club.

Our Club continues to expand through strategies adopted by the Board and implemented by Peter Lewis and his team. One of the important features in any business is to have strong leadership and staff backup. Peter and the staff of the Club have managed to achieve this in spades and they are to be congratulated for their efforts.

The Club's lady bowlers continue to impress in tournament play and again are to be congratulated for the efforts and results. The Bowls report attached to the Financial Report expands on their achievements during the year.

At the AGM held in May 2023 I was re-elected President. The following Directors were re-elected:

- Ian Rae (Tennis)
- James Rowland (Tennis)
- Beverly Piper (Bowls)
- Shannon Gillespie (House)
- Ralph Thompson (Tennis)
- The following Directors were appointed to the Board at the AGM in 2023.
- Patricia Wilson (Bowls)
- Natalie Helm (House)

During the course of the year your Board formed various sub committees' such as Strategy and Disciplinary matters. This enabled the Board to streamline activities and budget for further expansion. This has also permitted additional suggestions and resolutions to streamline our IT operations which are so important to the daily running of the Club.

Finally, I wish to thank fellow Board Members for their tireless work and council during the year and they should be proud of their achievements.

Ian Rae

Chairperson

## **NBC General Manager and Secretary Report 2023**

### **2023 Financials:**

As many of you may be aware, I resigned from the NBC Board and started volunteering at the club in Jan 2019 and consequently took on the GM role.

After a decade of losses, the Club declared a loss of 218K in 2019. Since then, we have recorded a profit each year including this year. In 2023 we increased turnover to 2.4m whilst generating an operating profit of 443k, a new NBC record. This was achieved despite losing \$350k in food revenue in comparison with previous year (prior to Lusso contract); that is replacing that revenue with more profitable income in 2023.

These results, together with a healthy balance sheet, enable the Board and I to be more strategic and forward-looking in 2024/5.

### **Operational investments and improvements:**

#### **New Two Storey Development**

This project is all about improving facilities for member use long-term and honouring the sporting heritage of our club (rather than revenue raising in recent years). As most of you are aware, based on feedback post AGM, a one-story replacement building did not fit the requirements of our sporting members for now or in the future; feedback sessions included comments re: more bowls space/lockers/storage; a viewing gallery and practice wall for tennis members, grey water collection, solar roofing and the addition of M/F toilets/change rooms for members use only and a separate tennis/general storage area.

The FINAL design was presented to all members and sporting committees, via GM updates and other individual and group consultations in Aug/September, having been approved by the Board. We drafted an Environmental Impact Submission in September, and the DA and associated documentation were submitted in October 2023, with a view to commencing construction in winter 2024. In anticipation of associated council visits to NBC our fire exits/fire equipment and evac procedures were updated and all licensing requirements were checked current/compliant. The total concept brief, design development, consultation, documentation, and DA submission costs were 22k.

#### **Phone Network/Hardware Upgrade**

NextGen has upgraded our systems to the Cisco Network/NBN/Hardware (the existing Panasonic system was no longer supported); the upgraded package is 20% cheaper than existing charges, will function during power outages and allow full mobile compatibility via Cisco app (\$225 pm).

#### **Tennis Court Repairs/Improvements**

Repairs to nets/fencing and remodeling of the viewing terrace including umbrella and furnishing – 13k. The relocation of the power substation from behind tennis Court 2 and relocated onto the council grass verge on Anderson st and removal of the old substation

and brick enclosure (which was reported to AUSGRID as a structural risk) completed Jan 23.

## **IT Infrastructure Improvements/Upgrades (Ralph)**

### **Ladies Ext/Ambulant Toilet**

NBC was successful in achieving a CPD 30k grant for this project: Submission Number: CBP22 – 0185; final drawings/prep work/completed 30/9/23 and project completed December 2023 – Total project cost \$38k.

### **Landscaping and New Outdoor Furniture**

One of the most significant improvements this year was the landscaping works and new Jarrah furnishing to the northern end of the bowls rinks, totalling 60k. This resulted in being able to double our outdoor seating resulting in significant revenue increases from July onwards and positive feedback from all concerned.

## **Marketing and Communications Improvements**

Our marketing effort continues to go from strength to strength – some major achievements include:

A continued strategic focus on the local community and Neutral Bay Public School and many other private North Shore Schools with a high level of repeat business from various admin depts., social gatherings and end of year celebrations.

Our long-term relationship and sponsorship with Di Jones Real Estate and Piers van Hamburg continues with renewed interest and signage.

A much improved and stronger online presence (including the NBC website, Google profile, Facebook and Instagram channels) with a substantial increase in real followers, greater website traffic and a subsequent increase in user engagement.

Google business reviews have been constant with an outstanding 4.4 Star review rating (compared to the Oaks 4.3, Greens 3.8, and Mosman Rowers 4.0).

My sincere thanks for the support in 2023 to every Member, NBC Board Members, our sponsors, our local schools, community families and in particular, every staff member at the club for their contributions and loyalty this year.

Sincerely

Peter Lewis  
GM and Secretary  
March 2024

## **NEUTRAL BAY BOWLING CLUB**

### **Annual Report 2024**

2023 saw the unification of the Neutral Bay Men's and Women's Bowling Clubs. This process followed the unification of the Men's and Women's sections at state level (Now known as Bowls NSW). In 2022 both Neutral Bay clubs had voted overwhelmingly to become one club. Unification required the Board's approval for minor amendments to the Club's Constitution and Bowls By laws and acceptance from Bowls NSW.

A new management structure was put in place and following due process a Management Committee was elected to provide leadership to the bowling sector. This committee comprised of Trish Wilson (chair). Paul Maybury (deputy chair and selector) Caroline Gracie (secretary) Keith Pogue (shared secretarial duties and Match) Belinda Henderson (Match) Jenny Hepburn (Selection) and Jenny Palmer (Policy and Compliance) have met monthly. Their task has been to build relationships across the sections and to work towards building a cohesive and successful club where both men and women participate equally in both the organisational and playing aspects. Their belief has been that a good club is not so much about achievement in competition but rather the spirit that exists within the club- the fun on and off the green, the friendships formed and the concern for the welfare of individuals. This continues to be "work in progress."

Current membership stands at 64. Full / competition membership is 51 (33 women,18 men) and 13 have elected to join as social bowls members (4 women, 9 men). The Management Committee remains committed to building up the number of active male bowlers.

Saturday morning social has been well supported by both the men and women and members report that they have greatly enjoyed the mixed bowls. Women continue to play Wednesday mornings and men in the afternoon. The collegiality that follows games is an important part of our "new" club.

The club fielded a strong mixed team in the Zone Open Pennants and did well, narrowly missing out on winning their section IN Grade 5. There was no Women's or Men's Pennant competition in 2023 as Bowls NSW reorganised their playing calendar from July – June.

Pleasingly we had a number of our newer bowlers participate in the Zone Rookies competition and whilst they were defeated by more experienced bowlers they were great ambassadors for our club.

Once again the club was well represented in District events by the women. With one exception there were Neutral Bay players in the final of every event. This would surely set a record for the District. The Fours Team of Elaine Seidler, Jenny Palmer, Kate Wingrove and Jenny Hepburn won the Fours for the fourth successive year and went on to win the Regional play off. This enables them to enter the State championships to be played in Dubbo in March 2024. Other notable successes were Jenny Hepburn who won the District singles and Jenny Hepburn, Kate Wingrove and Elaine Seidler the District triples. Although these players narrowly missed out at the Regional level these results were a source of great pride for our club. A few of our men played in the zone events and it is our hope that their participation will grow in the years to come.

Our annual Invitation tournament for women across the Region held in October was once again an opportunity to showcase our club. The feedback indicated that the players appreciated the hospitality and sense of welcome as much as the bowling tournament. The Management Committee has committed to restart the Peter Russell Memorial trophy in 2024 after a year's hibernation.

The Club championships were played over the year and for the first time we played an open event – the Over 70's. A beautiful old trophy donated by J MacDougall Anderson in 1960 had not been contested since 1992. It was won by Graham Atkins.

In November a very successful Presentation night was held when the following members were honoured:

- Men's Singles: Graham Atkins
- Men's minor Singles: Peter Hooper
- Women's Singles: Jenny Hepburn
- Minor Singles: Brenda Cook
- Consistency Singles: Jenny Hepburn
- Men's Pairs: Charlie Cassidy Peter Webb
- Women's Pairs: Kate Wingrove Jenny Hepburn
- Women's Triples: Elaine Seidler Shirley Piper Susan Conners
- Women's Fours: Maggie Jay Elaine Seidler Brenda Cook Sue Randle
- Mixed Pairs: Graham Atkins Midori Matsuoka
- Encouragement/Most Improved Awards: Susan Conners Jack Hill
- Rupert / Swashbuckle Awards: Trish Wilson Keith Pogue

The members have been involved in the planning and design process of the new Bowls pavilion and look forward to having a wonderful new facility. The club is grateful to Peter Lewis for his leadership and his ability to engage members in the consultation process.

I would like to thank the Board for its support of the bowling club and extend gratitude to Peter Lewis and his staff for their service and their contribution to building a culture of competition and fun.

I wish to acknowledge with thanks the Management Committee and its subcommittees as well as the many members whose generous spirit makes our club so special.

Trish Wilson

Chair, Management Committee

Neutral Bay Bowling Club

## **Neutral Bay Club - Tennis Report 2023**

### **TENNIS COMMITTEE**

The 2023 Tennis Committee was;

**Captain, and Tennis NSW Delegate:**

Steve Torokfalvy

**Vice-Captain:**

Manab Chetia

**Committee Members:**

Adrian Billingham, Cameron Webb, Emma Kavanagh, Ralph Thompson, Manab Chetia, Rodney Walker

**Club Championships:**

Cameron Webb, Rodney Walker, Manab Chetia & Emma Kavanagh.

**Tennis Manager:**

Glenn Jackson.

A big thank you to Steve Torakfalvy and the tennis committee for another great year. Through their hard work the club has become more inclusive, started social days and grown the membership base. On behalf of the membership, I want to thank all of the Committee members for their support and commitment to the club during 2023. Being on the tennis committee can be a thankless job and the efforts of those involved should never be underestimated.

### **COMPETITION TENNIS**

The club fielded 9 teams in Sydney Badge for the 2023 season. 7 men's and 2 women's teams. Neutral Bay can accommodate 8 badge teams with 4 courts.

It was an enjoyable season for all involved and a big congratulations to mens 7 for taking out the premiership.

I would like to thank all players and reserves for a great season and we continue to set the standard in sportsmanship, participation and there is no doubt every team looks forward to Neutral Bay away.

A special mention to the Captains of each team, who continually give up their own time to make the competition run smoothly. Captains have the unenviable task of managing schedules, commitments, and injuries to ensure four players take the court each week. Through their hard work we are proud to say there were no forfeits this season.

### **SOCIAL TENNIS**

Our regular Tuesday night Social tennis continues to flourish, with participant numbers consistently exceeding available spaces on court! These evenings have developed an extremely friendly (and dare I say youthful) atmosphere with numbers boosted by "hand-me-ups" from the 6pm squads, and an increasing number of locals keen for a hit.

Another pleasing outcome from Tuesday Socials is that a dozen social regulars have signed up for Badge in the 2024 season!

A big thank you to Committee members who took turns running both Tuesday and Thursday tennis throughout the year.



The regular themed social tennis events held throughout the year continued to be popular, with participants enjoying an afternoon of fast fours followed by a well-earned cold drink (or two) and some savoury titbits. A big thank you to the tennis Committee and to Emma Kavan.

### **CLUB CHAMPIONSHIPS**

The Club champs were held in October and November and it is great to see the continued support from the members who support it. We are always looking for extra help with the club champs as it is always a big event, I want to thank Cameron Webb, Manab Chetia and Emma Kavanagh for organising the 2023 club championships. Untold hours were spent managing entries, draws, scheduling, and accommodating requests. It is not an easy task trying to accommodate all the individual requests the organisers have to deal with.

Congratulations to all the winners of the various events and thanks to all who played both competitively and in excellent club spirit.

A big congratulations to our 2 singles winners.

Event	Winner	Runner up
Ladies Singles	Emma Cooper	Grace Clarke
Men's Singles	Mark Williams	Tom Prefrement
Men's Doubles	To be played	
Ladies Doubles	To be played	
Mixed Doubles	Claudia Offer / Glenn Jackson	Emma McEwen / Manab
Veteran's Mixed Doubles	To be played	
Veteran's Men's Doubles	To Be Played	
Men's B Side Singles	Adrian Billinghamurst	Andrew Panyanouvong
Men's B Side Doubles	Josh Parker/ James Rowland	Josh Parker/ James Rowland

### **FACILITIES**

The Tennis courts remain in a great condition and we thank the Board on the initiative to replace the Tennis office/Bowls pavilion. The design of the new Tennis/Bowls pavilion has been well received and will be a great addition to the club in 2024.

## **COACHING**

Glenn Jackson and his team continue to have strong support of the Committee and tennis Members. As with previous years, the tennis program has been very successful and is a key contributor to the Club's sound financial position. Glenn continues to volunteer his time to attend Committee meetings each month, and actively engages with the tennis members through coaching, badge and club championships. The Tennis Squads run in the early evenings by Glenn and his team, continue to be crowd pleasers with all 4 courts full of smiling and puffing stars. On top of the other regular coaching sessions held during the day and throughout the year the overall tennis program remains strong and is a key contributor to the ongoing success of our Club.

Through the coaches hard work we now have our first junior ranked tennis player in Oliver Willcox. We look forward to watching his progression and the future of Neutral Bay Tennis.

## **MEMBERSHIP**

Tennis membership was strong during 2022, with a total of 134 members. This was broken down into 54 Competition, 69 Social and 11 badge only memberships.

## **ACKNOWLEDGEMENTS**

On behalf of the Members, I would like to thank and recognise the following:

- All Club Championships participants
- Glenn Jackson and the Coaching Team
- Club President, Ian Rae and the Board
- General Manager, Peter Lewis and the rest of the NBC staff.

On behalf of the Tennis Committee, I would like to thank all Members for their continued support of the Club. 2023 was a great year and the club is in a strong position going into 2024.

On behalf of all tennis members of the Club I would like to especially thank the following tennis members who, though standing down from the Committee at the end of 2023, contributed tirelessly and selflessly throughout their multiple terms as Committee members: Steve Torokfalvy (as Tennis Captain), Manab Chetia, Ralph Thompson, Adrian Billingham and Rodney Walker.