

Chairman's Report to the Members 2015-16

I would like to present the Member's Annual Report for the 2015-16 financial Year. This will be my 28th year serving on the Board of Directors and 13th as the Chairman. During this time the Club has continuously progressed and this year is no exception.

This year's reported profit is an excellent result, reaching a record profit of \$1,552,447. The amalgamation of the Bomaderry RSL Club Ltd has assisted with the accumulation of assets from the Bomaderry RSL Club Ltd totalling \$721,305 after they repaid the \$275,000 Bomaderry Bowling Club Ltd loan.

The past year has been a busy time with the Bomaderry RSL Club Ltd amalgamation, the purchase and payment of the Moss Vale Road Sale Yards along with the leasing out of the upstairs area at Bomaderry Bowling Club to accommodate the Shoalhaven Chinese Cultural Centre.

The role of the Board is changing as we are building a bigger business. I would imagine there is a time in every clubs' growth that decisions have to be made to either stay as a small bowling club or take the alternative and cater for the social members and guests. Clubs such as the Warilla Bowling Club and Merimbula Bowling Club both started out not too far from how our Club is progressing.

As you can see by the Annual Report, the membership totals 10,855 members of which 284 or 2.6% are bowling members of both Bomaderry and Berry Bowling Clubs. From the 284 bowling members, there is a large percentage that do not actively participate in bowling. This does not mean that we are neglecting the bowlers, in actual fact over many years the Board has tried to further encourage bowling participation. However, the demographics of the Bomaderry district have changed. Accordingly, the bowling clubs that are increasing membership are the clubs located in popular retirement areas.

After the amalgamation of the Bomaderry RSL Club Ltd on 7th December 2015, the Board has been in control of the operations of the Bomaderry RSL Club. From what we understand, this is the first time a bowling club has amalgamated with an RSL Club. In the memorandum of understanding of the amalgamation, the Bomaderry Bowling Club Ltd is to uphold the RSL traditions and events. This means that the Bomaderry Bowling Club Ltd and the Bomaderry RSL Sub Branch work together in honouring the men and women of the forces in remembrance of their sacrifices.

The Bomaderry RSL Club Ltd did not own the land or building, they rented the premise from the Bomaderry RSL Sub Branch. In the time leading up to the amalgamation, the Bomaderry RSL Club Ltd was cash poor. In addition, the building required a number of urgent repairs and compliance upgrades which was the responsibility of the tenant. Due to the amalgamation, this responsibility has now been passed over to the Bomaderry Bowling Club Ltd. Since then we have upgraded the emergency lights, exit lights and installed fire hose reels to ensure the building is compliant. Repairs have also been carried out in the emergency generator room with the replacement of the roofing and storm water redirection.

The Bomaderry RSL Club poker machines have been updated with more ticket printer machines and the same IGT Gaming system is now at all three Clubs. Members can redeem their points and earn points at any of the three Clubs. The Bomaderry RSL Club is showing the largest increase in gaming revenue of the three Clubs however, Bomaderry Bowling Club is far superior to the other two Clubs in gaming revenue.

So I would imagine the members are wondering, where to from here. The Board is looking at opportunities to expand the hospitality business. It is becoming apparent that any development at the Moss Vale Road site is many years away, the main aim would be to pay for the land and keep it as an asset for the future. Our long term strategy is to have an indoor bowling complex as quickly as possible. We did buy the Golf Driving Range on Greenwell Point Road many years ago for that purpose. This will require either a strong business model to support the development or the Bomaderry Bowling Club would have to accumulate the necessary funds to build the complex.

The Board is aware of many opportunities in our area and believe that the Club is in a perfect position to prosper in this current environment. I can assure you, the Board is a very conservative group and all risks are considered.

The Berry Bowling Club is operating on very fine margins and heavily relies on the Chinese Restaurant. The Board is happy with this year's financial results. Berry also seems to be increasing in bowling members which is encouraging. The two hotels in the main street along with all the restaurants makes it extremely difficult to compete, however the staff and members do their best.

The Bomaderry Bowling Club has finished the scheduled renovations to the main bar, bistro, men's toilets and recarpeting, while the replacement of furniture is currently being considered. The catering at Bomaderry continues to increase in turnover as it has done since the 2006 major club renovations.

All things considered, I say that our Club and members are very lucky to have well-run and operating Clubs as we do. Every week there are clubs having to put up their hands for an amalgamation partner. I am very confident that our Club will continue to operate profitably and with financial security can prosper in this current climate.

I would like to conclude, to those members who have lost love ones in the past year, we once again offer our condolences and hope your club friends support you through this period.

I once again thank the members of the Bomaderry Bowling Club Ltd for your continued support of the three Clubs and wish all members, suppliers, employees and their families all the best wishes and good luck for the future.

Peter Ingram
Chairman