

CEO REPORT

Dear Members,

It gives me great pleasure to present this report, for the year ending September 2020, to you the members of Karuah and District RSL Club. Our overall net profit for the year is \$227,799 compared to a profit of \$180,704 last year. We have achieved a cash profit figure of \$789,178, making this another successful year.

Some of the variations in income and expenses are but please remember that we were closed for 10 weeks:

1. Bar trading has decreased by 22.6% with a Gross Profit of 60%.
2. Poker Machine turnover has decreased by 2.6%.
3. Keno commission has decreased this year by 24.3%.
4. TAB commission has decreased by 44.4%.
5. We finished the year with 5,529 members compared to 5,270 last year.
6. The EBITDA % was 24.22% this year. EBITDA% showcases a club's financial performance with ClubsNSW recommending an EBITDA% of at least 15%. Being well above 15% shows Karuah RSL is in a strong financial position, clubs operating under 10% are in severe financial stress and are in a critical position for the future viability of their club.

On Sunday 22nd March 2020 when Scott Morrison announced that we had to close due to COVID 19, we did not know what was going to be the outcome for this year. Our heads were spinning for the first week as no one has ever had to close a club down this way before. But by the time May had come around and the COVID numbers were decreasing we decided to get the club ready to reopen for the 1st June. Thanks to our Premier we were able to reopen on the 1st June at 11am to a line up out the front of the club after being closed for 10 weeks.

Reopening has been difficult due to the changing regulations and outbreaks of COVID happening from Victoria and Sydney. Our frontline Staff have done an amazing job making sure that all our patrons felt safe and protected through the measures that we had implemented. A big thank you must go to one of our Directors, Trevor Davies who has been the Chairperson of our COVID Safety Committee and a Master of Risk Management. Trevor is currently up to version 22 of our COVID Safety Plan.

Even during these tough times, forced closures due to a once in a lifetime event COVID 19 our club has continued to support our community:

- Karuah RSL Sub Branch \$20,780
- Karuah Public School \$4,354
- Karuah Fire Brigade 3,600
- North Arm Cove Fire Brigade \$3,600
- Lime Burners Creek Fire Brigade \$3,600
- Karuah Tennis Club \$305
- Karuah Oyster and Timber Festival \$5,750
- Karuah Centre \$1,000
- Karuah Historical Society \$2,550
- Karuah Roo's \$11,000
- Karuah Cricket Club \$2,300
- Karuah Golf Club \$1,000

A special thank you must go to our wonderful front line staff who lived through daily change but have embraced the changes Adam Loades (Operations Manager), Sharon Guy, Sharon Gallagher, Tia, Nick, Tony, Maria, Adam Crampton, Emma, Kim, Loretta, Vanessa and Ray deserve our gratitude for making our members and visitors so welcome. They should be very proud of the continued great results we are producing every year. We welcome our new staff members Kaitlyn, Casey, Brandon and Linda to the team. For the outstanding presentation of the Club

Karuah and District RSL Club
A.B.N. 64 000 882 931

each day I would like to thank Bill, Ian and Phil. Thanks to Pete for the appearance of our buses. I receive comments regularly on the presentation of the club from members and visitors.

To Tracey and Jayson and their staff in The Bridgeview, thank you for your hard work during this tough year. Lam, Ivy and the kitchen team produce great food.

To the Sub-Branch Committee, I say thank you for all the effort you guys put into the club. There have been some major changes of personnel in the Sub-Branch Committee this year, but you have continued to work hard for our veteran's welfare. I look forward to working with the Sub-Branch throughout the upcoming year.

Due to COVID 19, bowls have been greatly affected with no pennants and a lot of restrictions but to the Ladies and Men's Bowling Club Presidents, Helen and Dave, and their committees, thank you for all your hard work to ensure the members can enjoy their bowls. Congratulations to the winners and runners up in the club championships especially Pam Cembala and Sandie Lowndes winning the Men's Pairs this year. I would like to thank Leon Post for always preparing the best grass green in the Newcastle competition and maintaining such lovely surrounds.

I would like to personally thank our office staff Pam (Office Manager), Brenda, Eilish and Julie for their long hours and dedication to the club.

To President Peter Fidden and all the Board members, thank you for your dedication over this past year. We have had some highs and lows over this COVID period, but we are now a well-balanced team which will lead to Karuah RSL Club's financial success into the future.

To the families of our members, we have lost over the last year we send our deepest sympathy.

To the most important group of all I would like to thank you, the members, for supporting the club throughout this challenging year and I look forward to seeing everyone during the next year. Lastly, I would like to wish all our members and their families a merry and safe Christmas and a prosperous new year.

Ross Parr

CEO