

KIAMA GOLF CLUB LIMITED

PATRON
Mr Vin Evans

BOARD OF DIRECTORS EXECUTIVE

President.....Mr John Ward
Vice President.....Mr Geoff Peters
Honorary TreasurerMr James Dedini
Captain.....Mr Bruce Tapp
Vice Captain.....Mr Greg Gibb

BOARD OF DIRECTORS NON EXECUTIVE

DirectorMr Wayne Bennett
DirectorMr James Hoskins
DirectorMr Frank Jackson
DirectorMr Lawrence Sainsbury

AUDITOR

Cronin & Norris

GENERAL MANAGER

Mr Craig Norman

Notice is hereby given that the Thirty Eighth Annual General Meeting of Kiama Golf Club Limited will be held on the Club premises on Sunday 18th April 2010 at 9am sharp.

QUESTIONS REGARDING FINANCE

Members wishing to ask questions regarding finance at the Annual General Meeting are asked to convey those questions to the General Manager by Friday 2nd April 2010. This will allow time to carry out necessary research, thus precise answers will be given and time saved at the meeting.

AGENDA

1. Receive the President's welcome
2. Receive apologies
3. Confirm the minutes of the previous Annual General Meeting
4. Consider business arising from the minutes of the previous Annual General Meeting
5. Receive and consider the reports of the President and of the Directors
6. Receive and consider the Balance Sheet, Profit and Loss Account and the report of the Auditor
7. Declare the results of the election of -
The President, Vice-President, Captain, Vice-Captain, the Treasurer and the four (4) other Directors for the ensuing year and if necessary, elect eligible Voting Members and Life Members to any unfilled position(s) on the Board
8. Elect a Patron for the coming year
9. Notice for Life Membership. The Board of Directors has received one (1) nomination for Life Membership. The nominee is Colin Kenning and now request that this nomination be voted on in accordance with Article 19 of the Club's Constitution. (Article 19 follows)
10. Receive from the meeting any recommendations for the incoming Board
11. Consider General Business

12. Ordinary Resolution

The Board of Directors in accordance with the Club's Constitution. That until the next Annual General Meeting and in pursuance of the Registered Club's Act, the members approve the continuation of and the provision of, the following rights and benefits to Directors and such persons as from time to time the Directors shall authorise or approve.

- (a) The provision and marking out of car parking spaces for the exclusive use of the Directors
- (b) The provision of a Club blazer and associated apparel, attendance at conference, trade displays and training in relation to their roles/responsibilities, food and refreshment at Board meetings, premium for Directors and Officers Insurance Cover and reasonable out of pocket expenses incurred when carrying out duties in relation to the Club.

13. Close of meeting

Article 19

- (a) "Life Member" means a Full Member who is elected to that class of members known as "Life Members" by a secret ballot by a majority of two thirds of the members present and entitled to vote at a general meeting BUT no Full Member may be considered for election as a Life Member unless the member:
 - (i) has been a Full Member of the Club for a continuous period of at least ten (10) years
 - (ii) has rendered lengthy or meritorious service to the Club
 - (iii) has been nominated by notice in writing by two Full Members and
 - (iv) has had the nomination approved by the Board
- (b) The nomination of a person for election to the class known as life Members must be given to the General Manager at least thirty five (35) days prior to the date of the General Meeting
- (c) A Life Member is entitled to all the rights, privileges and advantages of a Full Member
- (d) A Life Member is not obligated to pay annual subscriptions
- (e) A person who was a Life Member as at the date on which these Articles take effect remains a Life Member

PRESIDENTS REPORT

First of all I would like to thank the members who saw the need for change for without their support we could not have changed the direction of our club. Thanks for the confidence.

The 2009 – 2010 financial year has been a challenging one for your board as when we came to office we were presented with a trading loss of \$59,000.00 for the first quarter of the financial year.

As we dealt with a general downturn in the economy affecting most clubs certain strategies were put in place to overcome our situation.

Your board appointed a new CEO being Mr Craig Norman who has proved to be a great asset for our club.

Craig and the board have been working very close together to put in place the strategies that have given the club a profit of \$51,745.00.

These strategies put the club in the position to:

- Overcome trading loss
- Renew member's confidence
- In house transport
- Reduce debt
- Considerable savings in wages, bingo, meat market, etc.
- Members benefits of around \$15,000.00 a month
- Subsidised meals

I would personally like to thank all members of the board, our General Manager, Craig Norman, Kim our Office manager, Course Superintendent Mark, Julie our restaurant manager and all their staff. You all worked so well, what a great team.

Special thanks to our golf professional Greg, Club Captain, Vic Captain, Vic President and their committees for a great course and great golf. Also thanks to our ladies and veterans committees, job well done.

Again I must thank you the members for without your support we could not have achieved our goals.

Your board has developed a strategic plan for our future which includes 6 major parts this will be presented to the members at a later date. These include course renovations, new machinery, club refurbishment, kitchen fit out, improved poker machines and a new computer system for member's rewards.

We must look to our future, as Kiama Golf Club is our club.

Thanks again to my fellow directors, for their hard work and diligence and to those who are retiring good luck for your future.

John Ward
PRESIDENT

TREASURERS REPORT

Members:

The year under review has been one of significant change in both senior personnel movement and to some degree, the club's operational focus.

New General Manager Mr Craig Norman who took up duties mid year has had some very challenging issues to address. These briefly were - negative trading results, need to update gaming room plus general lack of marketing direction.

Resultant action has been evident with variations to member promotions, activities and associated benefits. Reliance on gaming income in the past has and is being severely curtailed as a result of taxation policies.

As a defensive measure Clubs, in particular ours, are successfully focusing on attracting members and visitors in utilising their restaurants and enjoy regular entertainment.

Despite a mediocre start to the year the club achieved a Trading Profit of \$51,745 down \$18,400 against the previous year. Profit disclosed includes 14th Levy collection amounting to \$17,264 Given the operational challenges and recessed economy, we as a Board were satisfied with the result.

Balance Sheet and Trading items which would appear to require explanation are noted hereunder.

Bar Trading	\$336,478	-25,972
--------------------	------------------	----------------

Negative comparative result is as result of increased cost of wages.

Gaming

Poker Machines	\$835,379	-72,468
TAB	26,091	+ 6,424
Keno	33,816	+ 3,175

Poker Machine Revenue was down by \$172k against the previous year. Despite this being an industry problem we had let the machine replacement program fall behind during the period of limited leadership. Since his arrival General Manager has been upgrading this facility as and when able. Pleasing to see that both TAB and Keno results have enjoyed positive growth.

Catering	\$ 89,175	+65,397
-----------------	------------------	----------------

Discounted meals which have been heavily promoted proved popular and excellent value. Member and visitor support continue to challenge our modest kitchen and staff. Cost of relative subsidy is addressed hereunder. Benefits exist obviously, however are difficult to measure comparatively. The promotion has been very successful and addressed benefits to members plus corrected a downward spiral in people numbers.

Golf Course **\$163,006** **+14,920**
Income which increased by approx. \$27k against prior year, was offset by Affiliation and Subscription fees with remainder spread.
Expenditure was effectively controlled.

Meat Market **- \$ 5,962** **+ 4,540**
Patronage and support of this promotion has been acceptable
Subsidy has been nominal and in line with policy.

Bingo **- \$ 21,877** **+ 6,942**
Following critical assessment as to the viability in providing this subsidised activity a decision was made to continue the operation on Tuesdays only.

Insurances **\$ 89,635** **- 7,175**
Reduced local and industry claims have enabled Broker to effectively negotiate on our behalf.

Entertainment – House General

Cost of subsidised meals (Schnitzel, T Bone and \$5 Lunch and Roasts) plus Entertainment are included under this item. Approx. monthly outlay is \$18k.

Capital Expenditure

Minor activity this year with the erection of Safety Screen at the 14th plus those at rear of 4th and 9th greens. Budgets in place have been well respected.

Summary

The more notable happenings during the early part of the year were “
.departures of General Manager G Carson, Course Superintendent S McLaurin and
President W Tasker

.installation of new Board (incoming President J Ward + 4 new directors)

.employment of Course Super M Yates and General Manager C Norman

Both of these fellows have excelled in satisfying their job requirements and we look forward to a mutually enjoyable future.

Trading losses were a burden during the initial 6 months due to factors outlined in prior Annual Report, however with our new General Manager on deck positive action commenced to rectify the trend.

Emphasis was given to provide member benefits and encourage greater patronage of the club facilities.

It is fitting that the dedication and willingness of the senior staff be acknowledged and they receive the Boards sincere thanks for assistance provided..

The Boards objectives for the coming year are :

*Strict control on all areas of expenditure

*Identifying sources of revenue

*Maintaining and improving facilities

*Cost effective promotional activities

*Personnel – training , efficiency and their welfare

I thank management, staff and fellow Board members for their support and assistance in what has been a challenging year.

James Dedini
Honorary Treasurer

GENERAL MANAGER'S REPORT

In commencing this address to the membership I would first like to thank the Board for the opportunity of allowing me to address the membership of the Club via the annual report. Further I would like to acknowledge the support and direction that these Board members have provided during the course of the year. As I have said to them individually on many occasions it takes a special person to front up time and time again, only to receive criticism from a minority of members yet have the fortitude to continue to have a positive attitude towards all members and the Club as a whole. To this uniquely banded group called the Board, thank you.

It is usual that all reports in the annual complementation are written with a heavy slant towards the past year with the specific task of highlighting only the items that we feel have gone right over the last twelve months – For those of you who know me this next statement will come as no surprise – I have no intention of providing this type of feel good report as I believe the other reports have already outlined the positives, rather, I prefer to address some pertinent issues that face us in the future.

As has been continually highlighted through out the media the Club industry has become extremely challenging with increases in taxes, reduced revenue from the post non-smoking legislation and most recently the world economic down turn which affected our most traditional members via the devaluing of superannuation funds – those on fixed incomes truly placed under the pump. During this challenging period the Board of Kiama Golf Club have remained upbeat and focused on the challenges faced by your Club today, as well as providing direction for the future. As a result during December and January a strategic plan for the immediate future was drawn up for implementation by the management team.

In summary the following six items have been prioritised for improvement over the coming twelve months:

Item One	Course Improvements 2 nd - Green refurbishment
Item Two	Furniture & Fitting – Club House
Item Three	Club Systems – Members rewards system
Item Four	Machinery Upgrade
Item Five	Gaming Machine Replacement Program to continue
Item Six	Catering area – Equipment Upgrade

When reviewing the above listed improvements some members may be asking “what about debt management” – The Club is obviously still in a level of debt, and while I would not dare imply that the debt is not important, my feelings are that it must be correctly managed. We are in effect asset rich and cash tight (I know the phrase is poor but I don't think that the Club currently should be termed “cash poor”, as we are not).

The Club will continue to provide great hospitality options for its members and guests whether that's through the great food, great beverages, great golf or simply great company via the great many promotions that our Club currently hosts. Some of the options currently available are the \$5 Lunches (Wed, Thurs and Fri), the meat market raffles (Thurs, Fri and Sun), Friday night T-Bone's as well as our latest fun members promotion “Key to the Bank” (Thurs & Fri), where a member could win \$1000.

On a completely different tack I would like to record my thanks to all the staff that I have had the privilege of working with this year. A manager cannot achieve with out his staff doing the job and you guys do “do the Job”.

Lastly in finishing this report it would be remiss of me not to thank the membership for the incredible support I have received since joining the Kiama Golf Club family, so again thank you all.

Hope to see you at the Club

Craig Norman
GENERAL MANAGER

CAPTAINS REPORT

2009 -10 has been a year of change for golf in Kiama. A new captain and changes on the Match Committee have meant fresh ideas and renewed enthusiasm. After 25 years as captain Craig Jones left a solid base for us to face the challenges of the next decade.

Features of golf activity this year include:

Golf Program

Competition fields have remained constant and an increase in social play has meant that the course has operated at a profit. It seems that events such as Ambrose, 4BBB etc attract more players so we are evaluating the program to include more of these type of events.

Program Book

As an economy measure and to avoid unnecessary duplication we are producing a changed program book to include all golfing information for men, ladies, veterans and juniors. The book will be the same size and format as last year and will be colour coded for ease of use. Golfing members are encouraged to discuss the book with members of the Match Committee as part of the evaluation process.

Mixed Golf

In an effort to improve golfing numbers on Sunday's we have expanded mixed golfing events to 2 per month. The event on the last Sunday of the month includes dinner after golf. This move has proved successful with increased fields and more visitors playing. Members are encouraged to invite visitors to participate in these days.

Medley Competitions

In an effort to expand golfing opportunities for women, especially working women, we have made Thursday's Pro Competition, some Sunday events and events held on "holidays" Medley events where women and men compete in the same competition but from their respective tees and handicaps. This increases the field size and enables women to compete for better trophies and get some reward for having an excellent round.

Communication

One of my main priorities this year has been to improve communication with golfers. To this end we have reorganised the foyer noticeboard, placed a signage board on the 1st tee and modified the club's web site. This is still a work in progress but I would welcome any suggestions to improve communication with all golfing members.

Golf Membership

With golf membership fees being held stable for 2 years we decided to increase the fees this year in line with the CPI. Golfing membership remains a major issue with numbers of men remaining stable and few new female members. Female juniors in particular need to be secured if ladies golf is to remain strong into the future.

Minnamurra Bowl

2009 was our best year yet for this tournament. After so much hard work in the last 5 years it was pleasing to see a field of 144 players for this event. 76 of these players were visitors to Kiama Golf Club. We have decided to try and make this tournament the premier mixed golf event on the Illawarra golf calendar.

Pennant Success

Success in Interclub Pennant competition continued in 2009 with the "B" Pennant men's team winning the pennant and the ladies Gold Pennant team winning the inaugural Women's Golf Illawarra Gold Pennant. Congratulations to all players who participated in these teams. You have done Kiama proud!!!

Future

The next 12 months holds many challenges for Kiama golf.

- A new handicap system will begin during this year. This will require rating the course and making changes to signs etc. There will need to be substantial education of members in the operation of the "slope" system. This whole process will take at least 2 years to complete.
- Maintaining member numbers to keep Kiama viable as a golf club.
- Course refurbishment and maintenance.
- Keeping the cost of golf at a reasonable level.
- Providing a variety of events encouraging greater participation competitions.
- Increasing junior numbers, especially girls and maintaining their interest.

The Match Committee recognises these challenges and believes that with careful planning and enthusiastic member participation we can ensure a strong future for golf at Kiama.

Thank You

Many people contribute to the successful operation of golf at Kiama Golf Club. It is not possible to mention every individual but major contributions have been made by: Joe Wilson , Frank Turski, the Match Committee, the Ladies Captains: Patricia Wickham and Janelle Hoskins and Ladies Committee, Wayne Bennett, Mark Yates and the greens staff, Greg Drummond and his staff, Julie Brisbane and the restaurant staff, the Bar staff and Craig, Kim, Bev and Deb in the office. Special thanks to Greg Gibb, the retiring vice captain, whose assistance and counsel over the year has been invaluable. I wish him the best of luck in his move to Cairns.

As a new Captain this year I have found the cooperative attitude of members to be a great help, especially the regular flow of suggestions and offers of assistance. Thank you for this support and I look forward to another successful golfing year.

Bruce Tapp
CAPTAIN

MAJOR TROPHY WINNERS 2009

Kiama Open

Champion	Lincoln Steel
Gross Runner Up	Anthony Brunero
Net Winner	Gary Laird
Net Runner Up	Wayne Bennett

Men's Club Championships

Champion	Col Kenning
Gross 'A'Grade Winner	Col Kenning
Runner Up	Jordan Widdicomb

Gross 'B'Grade Winner	Greg Gunning
Runner Up	James Malin

Gross 'C'Grade Winner	Matthew Mahony
Runner Up	David Moran

Net 'A'Grade Winner	Adam Stojanovic
Runner Up	Tom Atkins
CS Boyd Memorial	Adam Stojanovic

Net 'B'Grade Winner	Brett Dowd
Runner Up	Paul Radford
Lennie White Memorial	Greg Gunning

Net 'C'Grade Winner	Denis White
Runner Up	Tiger Petersen
George Botfield Memorial	Matthew Mahony

Ladies Riviera Cup

Champion	Lauris Kentwell
Person Ambrose	Janelle Hoskins & Trish Freeman

Ladies Gold Medal

Winner	Carole Considine
--------	------------------

Ladies Club Championships

Champion	Sue Hungerford
Division 1 Winner	Sue Hungerford
Division 1 Runner Up	Marilyn Wright

Division 2 Winner	Juanita Bamford
Division 2 Runner Up	Bev Millard

Division 3 Winner Sue Hawton
Division 3 Runner Up Dot Swan

Junior Championships

Gross Winner : Adam Stojanovic
Gross Runner Up: Jordan Widdicomb

Arthur & Betty Saunders Adam Stojanovic

Net Winner : Matthew Mahony
Net Runner Up: Tom Atkins

Junior Masters Classic

Boys Champion: Mitch Donlan
Girls Champion: Teagan Dunn

**Veterans Championship
Men**

Gross Winner Col Kenning
Athol Spence Memorial Col Kenning

Net Winner Alan O'Keefe
Net Runner Up John Hetherington

Women

Winner Trish Freeman
Runner Up Janelle Hoskins

Alf Harvey Memorial Veterans

Champion Richard Farrant

Bernice Evans Memorial Veterans

Champion Patricia Young

Club Matchplay Championships

'A' Grade

Winner Col Kenning
Runner Up Lincoln Steel

'B' Grade

Winner James Malin
Runner Up Richard Farrant

'C' Grade

Winner Michael Monaghan
Runner Up Jeff Hollingsworth

Brian Cardwell Memorial Fourball Handicap Matchplay

Winners Tony Dach & Les O'Rourke
Runners Up Greg Gibb & Matt Gibb

Alan Boyd Memorial Single Handicap Matchplay

Winner Michael Farrar
Runners Up Mark O'Dwyer

Wilson Gold Medal Playoff

'A' Grade Adam Stojanovic
'B' Grade James Patton
'C' Grade Tiger Petersen

Ron Mutch Memorial Mixed Handicap Matchplay

Winners Petty & Tom O'Loughlin
Runners Up Janelle & James Hoskins

Men's Foursomes Championships

Winners Col Kenning & Lincoln Steel
Gross Runners Up Mark Burns & Lance Cross

Net Winners Craig Farnham & Phil Weir
Net Runners Up David Laird & Gary Laird

1st 18 Holes Gross Bruce Tapp & Matt Gibb
1st 18 Holes Net Geoff Ward & Robert Stead

2nd 18 Holes Gross Robert Marmont & Richard Farrant
2nd 18 Holes Net Craig Jones & Russell Worth

Ladies Foursomes Championships

Winners Natalie Johns & Louise Summerhayes
Runners Up Jodie Harvey & Annette Worth

Mixed Foursomes Championships

Winners Lincoln Steel & Natalie Johns
Gross Runners Up Col Kenning & Louise Summerhayes

Net Winners Richard Harvey & Jodie Harvey
Net Runners Up Geoff Farrar & Margaret Farrar

1st 18 Holes Gross Brad Mowbray & Noni O'Donnell
1st 18 Holes Net Clive Hollands & Teena Hollands

2nd 18 Holes Gross Claeg Wilson & Michelle Davis
2nd 18 Holes Net Russell Worth & Annette Worth

Minnamurra Bowl
Champions Janelle Hoskins, James Hoskins (Kiama)
Jodie Harvey, Richard Harvey

GREENS REPORT

Due to budgetary limitations there have been no major improvements to the golf course during the past year. However, I'm sure that all members must be pleased with the excellent playing conditions provided each and every week by our energetic and efficient green staff.

Mark Yates, the Course Superintendent has now occupied the position for over twelve months and has set his stamp on the golf course. Also, members will be interested to know one of our staff, Michael Nichols, has been nominated for the NSW Apprentice of the Year Award. Congratulations Michael!

With the help of voluntary golfers (we have over thirty of them) and financial assistance from the Vets and other individual members, we have been able to beautify tees, provide call-up screens, renew ball washers and provide permanent distance markers on sprinkler heads.

As you are probably aware detailed course information is contained in the Superintendent's report which is posted on the member's notice board each month.

I must take this opportunity to thank all playing members for their contribution to the 14th hole security screen levy. The screen has certainly achieved the desired effect and the levy will cease when the loan and interest is recouped.

Looking to the future it is hoped that sufficient funds will be available to:

1. Upgrade capital equipment, particularly in relation to a new grass mower
2. Provide a new green at the 2nd hole
3. Continue an extensive tree removal and replacement program

Finally, a few thanks are required. Firstly to the course staff for their conscientious approach to their work. To Glen Evans for his untiring efforts. To President John Ward for his assistance in upgrading and repairing equipment.

My thanks also to the Greens Committee Mark Yates, Laurie Sainsbury, Maureen Wright, Clive Hollands and Greg Drummond for their contributions and support throughout the year.

Geoff Peters
GREENS CHAIRMAN

MADAM PRESIDENTS REPORT

Once again the ladies have had a successful year with an increase in members playing.

Congratulations to our champions.

Club Champion	Sue Hungerford
'B' Grade	Juanita Bamford
'C' Grade	Sue Hawton
Foursomes Champions	Louise Summerhayes & Pat Johns Played in very trying conditions – dust storm
Vets Champion	Janelle Hoskins

Congratulations also to our 2009 Gold Pennant Team Winners:
Rose Alexander, Janelle Hoskins, Sue Hungerford, Natalie Johns, Kath Sunderland and
Maureen Wright.

Charity Golf Days

Kiama Hospital Charity Day we raised \$2,200
Peterborough School Charity Golf Day we raised \$2,000
Well done ladies.

Other Charity Events

Mayoress's Giving Tree
For our Christmas party and presentation night the lady golfers brought along a child's
present to go under the Mayoress's Giving Tree. Lots of lovely presents were donated.
Thank you ladies.

The ladies room and toilets now look fresh and clean after being painted. This refurbishment
was paid for by the ladies.

Sincere thanks to our President, John Ward, for his direction, office staff and Craig Norman
our General Manager, for their support. Greenkeeper Mark Yates and his staff for the
presentation of the golf course each week. Julie Brisbane and her staff at the restaurant for
the delicious cakes and lunches that the ladies enjoy each week. Thanks also to Greg
Drummond and his staff at the Pro Shop for their assistance.

Deepest sympathy to all members who have lost loved ones during the year.

Helen Jones
LADY PRESIDENT

VETERANS REPORT

I am pleased to report solid numbers for the Veterans Open on the second Tuesday of each month averaging 120-130 players last year and this year closer to 140. The current membership is 130 paid to the beginning of March with another 70 players still to pay, making our membership approximately 200, the highest membership I believe ever.

We experienced a successful running of the Seaside Festival in November, and were excited to have 224 participants with 204 players. Comments received were very favourable and also the efforts made by the Golf Club. 140 people attended the presentation dinner. I would like to thank the restaurant staff who certainly excelled themselves with the dinner.

The Seaside Festival was strongly supported by local businesses and our committee hope to see them continue their support this November.

Major Trophy Winners

NSWVGA SHEILD

Winner	Dennis Hurst
Second	Peter Yates
Third	Lindsey Bagster

LADIES

Winner	Pauline Hurst
Second	Maurine Wright

ALF HARVEY MEMORIAL

Winner	Richard Farrant
Runner	Dennis Hurst
Gross	Robin Mander

BERNICE EVANS MEMORIAL

Winner	Tricia Young
Runner Up	Lorretta Green
Gross	Dianne Wolfe

In the last year the Veterans committee arranged for call up safety guards to be positioned on the 4th and the 9th holes. These have proved to be very successful in speeding up play, especially on the 9th where some members are unable to hit their first shot. We also provided 2 new ball washers on the course and gave \$1,000 towards a defibrillator which the club now has in its possession.

During the year we had a competition against Jamberoo both at their course and ours which was so successful that we are continuing the event this year. The first game will be at Jamberoo on the 21st June and the return match at Kiama on the 30th August. We hope to have good numbers for these events so please keep checking the Vets Notice Board which is located on the lower level of the golf club.

Friday of the Illawarra Week of Golf run in February was played off 2 tees at Kiama. This proved very successful. We would like to see an improvement in the number of volunteers to

spot and help if only for one hour as this makes a very successful day and helps the golf flow easily. Could we also have more volunteers for the Seaside Festival.

I would like to thank John Dunnett for his role as Treasurer (he is retiring) over the past years and the tremendous support he has given the Kiama Vets and welcome Barry White to the position. I would also like to thank the present Board and all the volunteers who have given their time and effort, certainly we are all better off for doing so as this type of interaction certainly cements relationships.

Brad Hungerford
VETERANS PRESIDENT