

General Manager's Report

For the Year Ended 30 June 2026

Dear Members,

It is my pleasure to present the General Manager's Report for the year ended 30 June 2026.

The Club delivered another strong operating performance during the year, continuing to strengthen its financial position while investing in facilities, member services and community support. The Club recorded a net profit of \$643,401, compared with \$692,159 in 2025, a decrease of \$48,758 (7.0%). Despite the lower final result, the Club achieved record total revenue and maintained a very strong balance sheet.

Total revenue rose from \$5,126,262 to \$5,390,962, an increase of \$264,700 (5.16%), driven by strong growth across the Bar, Bottleshop, Café, Functions, Bowls and Bingo operations. Total income rose from \$5,422,319 to \$5,954,868, an increase of \$532,549 (9.82%), largely due to strong trading results and the sale of an investment property during the year.

Key trading highlights included:

Revenue Stream	2026	2025	\$ Variance	% Variance
Poker Machines	\$2,745,918	\$2,724,815	+\$21,103	+0.77%
Bar Sales	\$1,182,486	\$1,069,062	+\$113,424	+10.61%
Bottleshop Sales	\$788,761	\$747,669	+\$41,092	+5.50%
Café & Function Sales	\$133,686	\$107,794	+\$25,892	+24.02%
Bowling & Carnival Fees	\$77,369	\$61,280	+\$16,089	+26.25%
Bingo Income	\$47,616	\$30,924	+\$16,692	+53.97%
Sponsorship Income	\$17,031	\$5,227	+\$11,804	+225.85%

These results demonstrate continued member support across all areas of the Club and the success of initiatives introduced throughout the year.

Operating expenses rose from \$4,730,160 to \$5,311,467, an increase of \$581,307 (12.29%). The major increases were employee benefits, poker machine tax and expenses, entertainment and promotions, utilities and general operating costs. Importantly, a one-off provision of \$115,762 for the Link Progressive Jackpot was recognised during the year, which impacted the reported result but is not reflective of the Club's underlying trading performance.

The Club remains in an exceptionally strong financial position with total assets increasing to \$14.43 million, up \$689,105 (5.02%) from the previous year, while net assets increased to \$13.91 million, up \$643,401 (4.85%). Financial assets, principally term deposits, increased significantly to \$2.97 million, providing a solid foundation for future capital projects and strategic opportunities.

Key financial snapshot:

Item	2026	2025	\$ Change	% Change
Total Revenue	\$5,390,962	\$5,126,262	+\$264,700	+5.16%
Total Income	\$5,954,868	\$5,422,319	+\$532,549	+9.82%
Total Expenses	\$5,311,467	\$4,730,160	+\$581,307	+12.29%
Net Profit	\$643,401	\$692,159	-\$48,758	-7.04%
Total Assets	\$14,426,072	\$13,736,967	+\$689,105	+5.02%
Net Assets	\$13,906,852	\$13,263,451	+\$643,401	+4.85%
Members	4,616	4,301	+315	+7.32%

During the year the Club continued to reinvest in its facilities and operations, with more than \$625,000 invested in property, plant and equipment upgrades and improvements, together with investment in additional poker machine entitlements and ongoing improvements to the Club's investment property portfolio.

Membership also continued to grow, with total membership reaching 4,616 members, reinforcing Club Urunga's position as an important social, sporting and community hub for the Urunga district.

I would like to take this opportunity to acknowledge and thank our Board of Directors for their ongoing commitment, leadership and support throughout the year. Their dedication to the Club and the community continues to provide a strong foundation for our future success.

I would also like to sincerely thank the Club Urunga management team together with all our staff, for their professionalism, hard work and commitment to delivering exceptional service to our members and guests. Their efforts play a significant role in the Club's success each and every day.

A special acknowledgement must be made to Pam Mitton for 35 years of service to Club Urunga. Pam's commitment and contribution to the Club over such a long period have left a lasting impact. On behalf of the Board, management, staff and members, I thank Pam for her service and wish her every happiness, good health and success in the years ahead.

I would also like to thank our members for their continued loyalty and support and acknowledge the ongoing contribution of the Bowling Committee and volunteers whose time, effort and passion continue to strengthen the sport of bowls and the Club as a whole.

Finally, we pause to remember those members, directors, staff, volunteers and friends of the Club who have passed away during the year. We acknowledge their contribution to Club Urunga and extend our sincere condolences to their families and loved ones. Their friendship, support and involvement in the Club will always be remembered.

As we look ahead, the Board, management and staff remain committed to building on the Club's success, improving facilities, strengthening our financial position, growing membership and ensuring Club Urunga continues to be a welcoming and vibrant community hub for future generations.

Yours sincerely,

Troy Gale
General Manager