SECRETARY MANAGERS REPORT 2024 – 2025

Dear Members,

On behalf of The Board of Directors and myself, I am pleased to present the 2025 Annual Report for the year ending 30th June 2025. In presenting this report I am happy to state that the Club did make a net profit of $165,112 after depreciation.

This is a fair result for the Club considering the economic restraints and price increases the Club has continued to endure over the last twelve to twenty-four months. Another factor to consider with this result is that like the 2024 year, all alterations, additions, and improvements to the Club have been paid for in cash with no loans or other borrowings from an institution such as a bank, lending broker and on-going payment plan.

Over the last two financial years, we have worked hard to keep pricing levels in The Bar and Bistro competitive and where required, shown great restraint, with non-reactionary knee jerked pricing increases. At times we have incurred increases which can affect the bottom-line figure. We have done this to ensure that we can provide our members and guests with a quality product at a reasonable price but also within a responsible price range where we can still make a profit. We will be aiming to continue in this vein over the coming 12-24 months.

As have all businesses, we have faced our fair share of enduring economic issues and price increases. This has been more prevalent within the last financial year and will continue into the near future. Monetary challenges faced by the Club over the last 12 – 24 months:

- Increases in Salaries and Wages over the last 12 months with an extra $155,147 paid to staff after the Fair Work Ombudsmen awarded a 3.75% increase from July 2024.
- Contributions to Superannuation have increased by 14% with the rate increasing to 12% from the 1st July 2025.
- Additional payment of $50,463 in poker machine gaming tax and $10,467 for CDSE and Club Grants.
- Increase in transport costs of goods and services.
- Increase in price of Alcohol from Supplier
- Increases in repair and maintenance.
- Increase in the cost of running our Courtesy Bus operations.
- Increases in all our utilities bills.

Throughout this period, we have responsibly navigated the above as best we can, which has ensured that the Club is in an acceptable position moving forward. With that said, we have also been busy again in the last financial year continuing to improve the services around the Club.

Within the last 12-18 months we have seen positive results on our key areas of operations around the Club with:

- Bar Sales increased from $1,249,737 in 2023/2024 to $1,482,305 in 2024/2025 which equates to an increase of 19%.
- Bistro Sales increased from $874,003 in 2023/2024 to $1,044,138 in 2024/2025 which equates to an increase of 19%.
- Increased Members Discounts from $131,029 in 2023/2024 to $163,739 in 2024/2025, which equates to an increase of 25%. This is due to the increased swiping of members cards at POS to gain discounts on your drinks and food purchases.

ACHEIVEMENTS / IMPROVED AMENTIES

- Completed Back Extensions
- Bar with 2 new Glass Washers
- Four (4) New EGMs for Gaming room
- 3 New Industrial Ceiling Fan

- Kitchen with New Combi Oven
- Kitchen with New Salamander
- Kitchen with 2 New Fryers
- Upgraded and additional CCTV System
- Adventure Kids Playground
- Exterior Painting of the Club
- New Air-conditioning Club
- Shandex Shade Sails Outdoor Area

Within this period as a Club, we were still able to fund net plants, equipment, and capital improvements of $205,176.

PLANS CURRENT AND FOR THE FUTURE
Within the last 2 years we have worked hard at improving the infrastructure and functionality within the Club with aim of future proofing the Club. At present we are in consultation with our Architect Ian Sercombe about future development for the Club with the vision of expanding the internal footprint of the Club.

MAJOR PLANS Stage Two (2) 2-7 Years

- Adding extra parking space is needed as we are growing and need to expand with that growth. We are looking to utilize the square block in front of the Club for extra space. We foresee that we will be able to add extra parking spaces to the Club. (DA lodged and being assessed).
- Extension of the roof line towards the East end of the Club and looking at utilizing the space within the roof to accommodate potential office space, boardroom, utilities room for all our services.
- Expansion of the South Wall of the Club with the aim of increasing space within the Club. Also looking to utilize the grass area towards the road
- Expanding the West wall at the back of the Club to create a possible new entry into the Club as well as improved space within the Club. Also, the possibility of utilizing the space under this new area for a potential kid's space.
- How we can better cater for families within the Club. We are looking at potentially having a kids Club or play area within the Club. We do have an idea in place of how we may achieve this but can only state at this time that we are trying hard to rectify the lack of play space that we have for children within the Club.
- (All Above Subject to affordability and Architecture / DA Approvals)

PLANS Stage Three (3) (Smaller projects completed when cash flow is available) 0-36 Months.

- The levelling the floor throughout the Club and improving the foundations.
- Looking to change / update the furniture throughout the Club inclusive of the Bistro.
- Looking to change / update the carpet within the Club.
- Looking to change / updating our outdoor furniture
- Add greenery to the Club.
- In general, improve the decor and facilities within the Club to suit our relaxed coastal environment.
- New electrical lines laid around the south side of the Club in preparation for future developments around the Club.
- Digital signage to replace the current sign.

PROMOTIONS, RAFFLES AND ENTERTAINMENT

- Over the last 12-24 Months we have continued with the Friday evening music which has been welcomed with positive feedback.
- Adding extra Live Music to Saturday evenings has been well received.
- Monthly Bar Promotions have continued throughout the year and will continue each month.
- Supplier-based promotions have increased and have been well received. We will continue to
- We have continued our commitment to our Tuesday bingo and with the added bus run on Tuesday morning for our Bingo players.
- The continuation of the Members Swipe Draw is going well and has created quite a bit of interest amounts our members.
- Built a greater range of food offering within our Bistro especially on a Specials Board.
- Introduction on member & Non-Member pricing in the Bar and Bistro
- Ramped up Member only promotion and Member only offerings.
- Increases Member Swipe Points Awarded to our members from $11,492 in 2023/2024 to $16,281 in 2024/2025, which is an increase of 42%.

OPERATIONS

- We as a Club have been truly fortunate to have been able to keep up with staffing levels in both Bar and Bistro to an acceptable level over the last 12-24 months. In general, we have kept our core group of staff who have shown their commitment to the Club and have played a big part in ensuring that our Club remains as strong as it is.
- Kaine Wood was appointed as Bistro Manager / Head Chef in February 2024 and has been great acquisition for the Club, bringing a wealth of experience and industry knowledge to our food operations.
- Peter Harris was appointed as Bowls Co-Ordinator / Groundman in February 2024. Peter has been a revelation within the bowls operation and has been working tirelessly to get our bowls operation heading in a positive direction and keeping the grounds that surround the Club in perfect order.
- We have had to adapt to new Legislative changes in our gaming operations with the introduction of Responsible Gaming Officers. This seen a core group of our staff undertake the Advanced RCG so they can be recognized on Shift as a Responsible Gaming Officer.

With all that has been mentioned, we cannot achieve the things we do around the Club, we cannot grow the Club without the strength and commitment from a supportive community. As a Club we are extremely blessed with the level of support that we do receive from our community. Without you all our Club does not function.

I would like to extend a huge shoutout to all our staff in both Bar and Bistro who have work hard over the last 12 months to really make our Club an enjoyable place for our members and guest to come to. As a Club we are extremely fortunate to have such an excellent group of employees and thank you all for making my job easy and with minimal fuss.

I would like to personally say a special thank you to Carole Agar for the tireless amount of work that she does for this Club. Your hard work is never taken for granted and as a Club we are very thankful for everything that you do.

To the Board of Directors, I have really enjoyed working with you all over the last 12-24 months. You have all jumped on board with where the Club is heading, and I enjoy that you all share the same passion as I do to want to see the Club go from strength to strength.

I would like to extend our belated condolences to those who over the last twelve months (12) have lost a loved one or friend. Our thoughts and prayers are always there to those who are going through tough times.

I want to shout out a special thanks to some of the tradies who have been there for us over the last 12 months and helping us achieve what we have done:

Aaron Healey Constructions
Brendan Rooney Plumbing
BT Painting
Sam Allen Electrical
Murray Sharp Painting
Mal Haywood from Restaurant Equipment
Ian Sercombe Architect
TJS Building Certifiers
Neil Thompson - Ethical Refrigeration and Electrical
James Knight - Palms Airconditioning

As mentioned above, we have seen changes around the Club over the last 12 / 24 months. We have seen an increase in charges in every sector of the economy in which we are involved. We as a Club have been able to absorb these economic expenditures and are still able to increase our offerings to our members and guests. Our vision over the coming year is to do our best to provide you, our members, with a quality product at a reasonable price and to continue to look at ways we can improve our Club structurally and financially.

We have a great little Club that keeps amazing us all with how good it can be, coming to work is easy for me as I genuinely enjoy my role within the Club and playing my part to ensure we continue to grow and evolve.

From my family to your family, I would like to wish everyone a safe and happy Christmas and an ever better New Year. See you at the Bowlo!!

Kind Regards

Ashley Lambert ACCM
Secretary Manager – Pacific Palms Bowling Club

Treasures Report
F/Y 2024/25

It is with great pleasure, that I present to you my treasurers report on the financial performance of your club for the twelve months ended 30th June 2025.

I advise your club made a net profit of $165,112, an increase of $89,302 on the previous year

Total revenue from all activities was $4,126,592 up $592,332 on last year.

Highlights of the results were as follows:

Total turnover from trading activities $3,766,018
Bar turnover was $1,482,305 up by $232,568 on last year.
GP% for the bar was 55.09% compared to 51.18% last year.
Bistro turnover was $1,044,138 up by $170,135 on last year.
GP% for the bistro was 46.59% down from 52.52% last year.
Poker machines net clearances were $1,239,575 up by $142,363 on last year.

The cost of running the club also increased $244,085 on last year. Some of this increase is as a result of the increased turnover however other areas that contributed to this increase was award increases, gaming tax, payroll tax, entertainment and insurance costs. The bistro GP% was adversely affected by constant increases in the cost of stock and supplies.

As regards to the synthetic green, I advise the club is on track to achieving the envisaged payback period of 4 to 4.5 years.
The savings that are being achieved are being put back into the club to help fund improving the clubhouse.

The club passed on excise increases as they occurred, however we are always mindful of the impact the increases would have on our members.

As a board, we are very aware of the cost structures of the club and the need to control these costs whilst ensuring revenues and profitability are maintained. We review and scrutinize the monthly profit and loss and associated management reports applying our management ratios to ensure we are within our budget and targeted ranges.

The club had 2001 members as of the 30th June 2025 and passed on discounts of $163,739 during the year.

Over the course of this last twelve months we have completed a number of capital improvements to the clubhouse, including new plant and machinery purchases which Ashley the Secretary Manager will update you on in his report.

All of the additions/upgrades have been paid from the cash reserves of the club. No external borrowings have occurred and we still have strong cash reserves of $770,239 at the end of the financial year.

My thanks go to my fellow board members, Rod, Ron, Jenny, Rae, Gerry Dan and Robin for their support during the last twelve months.

To all of our hardworking staff a big thank you for your efforts. It is always wonderful to walk in to the bar or bistro and to be greeted with a smile – a great team overall.

To Carol, once again thank you for your continued hard work, it's been a busy year and as always, a pleasure to work with you.

To Ashley, once again it's been great working with you and to share the vision that you have for our club. We are certainly seeing all the changes and improvements contributing to our continued success.

Finally once again a big thank you to you our wonderful members for your continued support of our club throughout the year.

Michael Collins
Treasurer

Men' Bowling Club Presidents Report 2024-25

Dear Members

The last twelve months has once again been very busy for our group.

Our club entered two teams in our region's Open Pennant competition, grade 4 and grade 7. The grade 4 performed very strongly over the course of the competition only to lose the last two games – if those had been won we would have competed in the state championships. Our grade 7 battled valiantly but just fell short in a couple of games. Both grades finished in third place in their competitions.

Over the course of the year, we also held our club championship events. The games of Minor Singles, Major Singles, Club Pairs, Triples and Fours saw some great and consistent bowling take place. Congratulations to all the winners of these events.

The club also held the ever-popular Open Gala Day, Men's Gala Day and our signature event the Prestige Fours. All of the competitions were well supported by players from our region and really showcased the high standard of play that took place. In addition, a new competition is to be introduced this year known as the Winter Knockout Pairs for both men and women and will be held over three days in July.

Our Thursday mufti bowls competition is going from strength to strength with playing numbers continuing to increase. The Sunday morning chook run is also proving to be popular and is now becoming a pathway for new players wanting to join our group and learn the game of bowls.

The main club purchased five new Shadex shade structures and had them installed on the western side of the bowling green. With the approaching hot summer days, we expect these to be utilised constantly.

Once again, a big thank-you to our sponsors who supported us over the last twelve months. A special thank you to Alison and Mark from Smiths Lake Butchers Shop for their ongoing sponsorship of our group-it is great to have you on board.

A big thank you to Peter our Bowls coordinator for all the hard work he puts in for our group and of course Ashely Lambert the main club Secretary Manager for his continued support.

All in all, a very positive year for our group with our membership numbers increasing, great competitions in place and new sponsors coming on board.

Michael Collins

President