



TOCUMWAL  
GOLF CLUB

# **TOCUMWAL GOLF CLUB LIMITED**



**2011  
ANNUAL REPORT**

**TOCUMWAL GOLF CLUB LIMITED**

**ABN 84 001 088 302**

**THIRTY NINTH ANNUAL GENERAL MEETING**

Notice is hereby given that the Thirty Ninth Annual General Meeting of members will be held at the Tocumwal Golf Club on Tuesday, 18th October 2011 at 7.30 pm

**BUSINESS**

1. To confirm the minutes of the Thirty Eighth Annual General Meeting of the Tocumwal Golf Club Limited held on Tuesday 19th October 2010.
2. To receive and consider the reports of the Board.
3. To receive and consider the Statement of Financial Performance, Statement of Financial Position and Report of the Auditors.

*(NB: Questions pertaining to the Financial Statements should be lodged in writing, with the Chief Executive Officer, seven (7) days prior to this meeting.)*

4. To declare the Board for the ensuing year.
5. To deal with any business of which due notice has been given.
6. To set Honorariums and Directors Benefits for the ensuing year.

S.J. Williams  
Company Secretary/Chief Executive Officer  
Tocumwal Golf Club Limited  
ACN 001 088 302

## MISSION STATEMENT

To provide a golfing experience to members and guests that exceeds their expectations through quality facilities and exceptional customer service.

## CDSE YEAR ENDING 31<sup>ST</sup> AUGUST 2011

The Tocumwal Golf Club has supported the local community through the Community Development and Support Expenditure Scheme to the amount of \$26,880.00.

Those who have benefited include:

- Cobram Gateway Services Inc
- Cobram/Yarrowonga Group of Melbourne Legacy Inc
- Finley High School
- Finley War Memorial Pool
- Koori Kids Operation Christmas 2010
- Lisa Jean
- Lions Club of Tocumwal & District Inc
- Matt Docking
- Rotary Club of Tocumwal Inc
- Sarah Newnham
- Southern Riverina Community Arts Group
- Tocumwal & District Information Centre
- Tocumwal & District Search & Rescue Squad
- Tocumwal Bush Walking & Adventure Club
- Tocumwal Football/Netball Club
- Tocumwal Foreshore Committee
- Tocumwal Hospital Auxiliary
- Tocumwal Play Group
- Tocumwal Public School
- Tocumwal Rodeo
- Tocumwal Visitor Information Centre

## BUSINESS PARTNERS & SPONSORS

Board of Directors, Management and Staff of the Tocumwal Golf Club, wish to thank the numerous sponsors, both major and associated, who have shown generous support to many events at the Club throughout the year.

Your assistance is greatly appreciated and is vital to the success of these events, and the Tocumwal Golf Club looks forward to your continued support.

**OFFICE BEARERS 2010 - 2011**

**AS AT 30<sup>TH</sup> JUNE 2011**

<b>PRESIDENT:</b>	R. Burns
<b>VICE PRESIDENT:</b>	J. Collins
<b>TREASURER:</b>	J. Gradie
<b>DIRECTORS:</b>	C. Allen, G. Brown, A. Dixon and B. McCallum
<b>CLUB CAPTAIN:</b>	G. Sharp
<b>SUB COMMITTEES:</b>	
<b>FINANCE</b>	J. Gradie (Chairman), R. Burns, J. Collins and A. Dixon
<b>GREENS</b>	C. Allen (Chairman), G. Sharp (Captain - Ex Officio), J. Washbrook (Vice Captain), M. McLeod (Course Superintendent), M. MacGregor (Club Professional), B. McCallum and A. Beveridge (Lady Captain).
<b>DEVELOPMENT</b>	J. Collins (Chairman), C. Allen, G. Brown and B. McCallum.
<b>CONSTITUTIONAL</b>	R. Burns (Chairman), G. Brown and A. Dixon.
<b>GENERAL GOLF</b>	G. Sharp (Chairman), M. MacGregor (Club Professional), J. Washbrook (Vice Captain), C. Parker (Handicapper), A. Beveridge (Lady Captain), R. Seymour (Vice Captain) & M. Taylor (Lady Handicapper).
<b>MENS GOLF</b>	G. Sharp (Captain), J. Washbrook (Vice Captain), C. Parker (Handicapper), K. Morey (Assistant Handicapper), M. Keen, K. McCormack, N. Mathews, P. Nunn, L. Rickard and J. Williams.
<b>LADIES GOLF</b>	G. Blakey (President), A. Freestone (Vice President), A. Beveridge (Captain) R. Seymour (Vice Captain), M. Taylor (Handicapper, J. Allen (Secretary), V. Condy (Committee), P. Blackman, S. Leggate, J. Collins, R. O'Brien and A. Freestone (Publicity).

The President and Chief Executive Officer are ex-officio of all Sub-Committees

## PRESIDENTS REPORT

The Board and Management are pleased to present to you the 2010 – 11 Annual Report. A great deal of time and effort goes into the production of this report. It is your opportunity to gain more information as to what is happening and the financial health of your Club, so please find time to read carefully.

We continue to focus our energies towards ensuring our members and the Tocumwal community have the best presented 36-hole golf course possible and a clubhouse with excellent hospitality facilities. I believe we are succeeding with our endeavours in these areas but it is becoming more and more difficult to raise the income required.

A small profit has been declared for this financial year which may give the impression that all is warm and rosy. However it has been achieved through the sale of assets and stringent control of expenditure. To maintain the quality of our services and facilities we must increase income to enable us to move forward. It is essential we continue to raise the profile of this club in our community but of more importance to present ourselves to the wider golfing and tourist market as the preferred destination. We must spend money to make money.

What we have done over the past year in our endeavours to satisfy member needs and attract people to the club are:

- Maintenance and improvements to the golf course – a million dollar exercise. Our course is capably managed by our Course Superintendent Matthew McLeod and his hard working ground staff and a small band of volunteers. My sincere thanks for your continued effort to ensure we have a GREAT golf course.
- Reconfiguration of the clubhouse eating area – opening up the club to create a brighter friendlier atmosphere
- New processes of ordering meals which are delivered to your table
- Outdoor area for alfresco dining
- Bar – the drinks are always cold
- Gaming – continued modernization of machines to include the latest games – creating more space and comfort
- Maintenance of ‘members amenities’ with 10% discount on all food and drinks
- Introduction of “Jazz and Shiraz”
- Saturday Night Entertainment – 4 or 5 special events per year – quality entertainers you would be paying for at other clubs. New permanent dance floor. Disco/Karaoke or whatever available upon your request
- Introduction of ‘community singing’ for all ages but especially for hostel communities
- Additional Bingo session

- Introduction of Social Golf Pass for those residing outside 50+km radius. 90+ people have utilized this option
- The transformation of our old courtesy bus
- Revamped our stationery and advertising materials to attract and focus the reader's attention upon what we are presenting
- New bright logo
- Our website is continually being upgraded to make it more user friendly. Watch out for our latest changes. I am confident you will be impressed
- The following events are just a few of the many that spread by word of mouth – what a great club and course can be found in Tocumwal
  - ❖ Trainee Pros Pro Am and Championships
  - ❖ Womens Victorian Country Championships
  - ❖ Our Tournament Program
 Thank you to all who make them so successful

People I would like to congratulate and thank for what they have done and continue to do for your Club are:

- Steve Williams, our CEO, only one year at our club, whose efforts are focused upon making T.G.C. "The Place to Be".
- Graeme Sharp, our Club Captain, for his tireless efforts and leadership of golf at the club.
- Our Ladies and Men's Golf Committees
- Michael MacGregor and Pro Shop Staff
- Our Executive Chef, Robb Mollison, who is leaving after 5 years at the club. May your next project be successful
- To all other volunteers for the many tasks you perform
- To all our employees. I know you get paid but I do appreciate the extra mile you go to ensure what we do is successful.
- My fellow Board Members for their untiring efforts throughout the year to make this club a great club.

The club continues to support our primary and pre schools, our hospital and hostel, the many clubs, charities and individuals with needed financial assistance. We are a very important part of the Tocumwal community providing employment, recreation and a life style for all to enjoy. We need every person in Tocumwal to support their club if we are going to battle our way through these tough times. Please play a part in our future – come into the clubhouse and enjoy the facilities – attract others to our club by positive "word of mouth" promotion.

Bob Burns  
President

## CHIEF EXECUTIVE OFFICER'S REPORT

On behalf of the Board of Directors of the Tocumwal Golf Club it is my pleasure to present you with the Annual Report for the year ending 30 June 2011.

Whilst our financial performance for the year has been pleasing, we still face many challenges in order to grow and maintain our course and club as one of the premier golfing destinations on the river. We must continue to improve our standards of presentation and service to better attract new members, visitors, bus tours and golfing packages. We require ongoing growth in all of these areas to ensure the viability of our club in the long term.

We have undertaken a different approach to marketing and are being more aggressive towards our target markets by aiming directly into the niche markets we have identified. For one example, we will no longer undertake TV campaigns trying to reach everybody and anybody in Melbourne, but go directly to the coach companies and their owners and operators to develop personal relationships that will ensure they appreciate the benefits of bringing their coaches to Tocumwal.

Assisting in this aim we have a new modern logo that is a marketing tool to freshen our image and project a club that is relevant, motivated and interesting. It will help us broaden our presence into the corporate sector as we aim to attract corporate golf days and position the club as an ideal place for conferences and seminars.

Our focus with marketing in the coming year will be lower expenditure on all forms of media advertising and a higher value placed on personal contact and business development with companies and individuals that will benefit us most.

We have commissioned a program to raise the standard of presentation and appearance in our clubhouse. People now generally have higher standards of nicer things at home than in the past. Nice furniture, nice artwork, nice carpets, nice new plasma T.V.'s, nicely presented homes and gardens. People won't go out to a venue where the standards of food, drink, decor or service are not as good as they have at home. We need to offer a point of difference. A place where you can come to be treated with respect and dignity and made to feel welcome and special. A place where the surrounds are comfortable and the standards high. We must continually upgrade and improve to ensure our club stays a place where members and visitors want to come to spend both their time and their money.

A high priority this year has been the identification and investigation of new revenue streams. Uniquely in the club's history, we have the threat of Mandatory Pre Commitment hanging over our future which could change the face of the Club industry in N.S.W. If this ill conceived legislation passes into law, we can expect a major reduction in revenue that will force this club to completely re-think its future direction. We will need dramatic steps to ensure our survival, even in the short term. We have begun to address the issues and make our preparations now as it will be too late if we wait until the death knell. The clubs that planned and prepared for the introduction of smoking legislation recovered far better and more quickly than those who ignored the warnings and waited to see if it passed.

However, we are fortunate that our current financial position is solid and we have a good base on which to plan and make decisions that will see the club survive and prosper well into the future.

For me personally, coming on board a few months in and now having completed the 2011 financial year, there are a few people that I would particularly like to make mention of.

I wish to thank our Club Captain Graeme Sharp and his team for their continued support and the tireless effort they apply to the management of our golf competitions and in golf administration generally. Also the Ladies Committee has done an outstanding job with the Victorian Country Ladies Championships being the jewel in the crown and a magnificent success in every way possible.

The presentation of our golf course continues to be “second to none” under the leadership of Course Superintendent Matt McLeod and his team. The golf facilities we offer our members and visitors are ones they can be truly proud of as they continue to maintain an outstanding level of excellence.

Our golf course plays a pivotal role in attracting visitors to our town and our region, which is highly reliant on the tourism industry. I would like to thank all the volunteers who help us so much with the maintenance of the course, clubhouse and surrounds. Whether assisting with special golf events, billeting visiting PGA trainees, assisting our junior programme or just helping out wherever help is needed, your help and support is greatly appreciated.

Every year our club is required to make a contribution to the community. This year over 20 local organisations and individuals benefited from our generosity to the tune of \$27,000 in cash and kind. We look forward to being able to increase this amount of community support every year.

We are very fortunate to have as our club Golf Professional Michael MacGregor ably supported in the business by his wife Therese. They are key members of our management team and I thank them for their ongoing support to our members, visitors and the club generally.

Right from the start all the staff at the club have made my wife Kathryn and I feel very welcome. I have been very lucky with my key administration personnel to show me the ropes and help me get “my feet under the desk”. Thank you.

Importantly, I would like to convey my sincere thanks to President Bob Burns and the Board of Directors for their continued support, guidance and contribution. Sometimes members don't see how much work, time, self sacrifice and dedication the Board put in but let me assure you, they are a group of highly motivated individuals who have only the very best interests of the club at heart. Truly, the club is well served by each and every one of them.

Finally and most importantly, a big thank you to all of our members for your continued support and patronage of our great club.

Steve Williams  
Chief Executive Officer

## TREASURER'S REPORT

In this Treasurers Report I will highlight some of the main areas that will be of interest in the enclosed Financial Statements.

A new addition to this Annual Report is a Consolidated Income Statement which has now been included to provide a more clear and concise statement of the financial position of the Tocumwal Golf Club for the period 1<sup>st</sup> July 2010 to 30<sup>th</sup> June 2011.

The Income and Expenditure Statement in which the financials of key divisions of the Club are more detailed have been retained.

The 2010 - 2011 year has once again been a challenge for the Tocumwal Golf Club in which the downward revenue trend which we have been experiencing in recent years and as reported to members in the last four (4) annual reports, still continues.

There has however been a marked improvement in this year's revenue in which we had an increase in our Bar trading, with minimal reductions in the other club divisions.

The club achieved an overall Net Profit for the year of \$23,083 which was only obtained following a Profit on Sale of Assets of \$185,635. The Assets sold being principally the sale of Poker Machine Entitlements, which fortunately were deemed to be in excess of our requirements.

The final result could have been a more significant loss if Management and Staff had not reduced overall expenditure by 2.5%.

As a comparison to the 2009 – 2010 year this is a monetary improvement of \$98,378.

We are in an Industry where declining Income is now becoming an expectation, however, in the last year where the Club has been marketing itself more aggressively, our financial position compared to the immediate past has started to improve.

Bar Revenue is up 7.6% on last year, Catering down .88%, Golf Course down 4.5% (being mainly competition fees, because of adverse weather conditions), and Gaming down 1.86%.

The Gaming being an exceptional result as we were down 15.1% in the preceding two (2) years which still seems to be the Industry trend.

Our Total Expenditure has been reduced by 2.5% following a reduction of 9.82% in the previous year which was also a very positive result as many of our external costs continued increasing. We also incurred additional unexpected Golf Course costs, one of which was chemicals to control the grasshopper plague.

Management is totally focused on controlling expenditure items, however some items such as Light and Power which increased by 5.8%, (2009 – 2010 by 14.5%) are beyond our control. Furthermore for the future, electricity in New South Wales has increased by 18% on the 1<sup>st</sup> July 2011.

In last year's Annual Report, I endeavoured to show how external pressures had impacted on the Tocumwal Golf Club. I did this by providing details of the Club's reduced Revenue performance for each of our divisions for three years which included last year.

This year, I have provided details of the Club's Total Revenue and Expenditure for the last Six (6) years so that members can see the situation we have to contend with.

While there has been a number of external issues that have affected our financial results, it is obvious that the effect of the Global Financial Crisis of 2008, during which there was a significant downturn in the economy, actual and in sentiment, has had a major impact on the finances of the Tocumwal Golf Club. Also additional competition has come from the mass advertising of un-restrictive alternative gambling.

Hereunder is the Total Revenue and Expenditure performance for the last Six (6) years

	<b>2010 – 2011</b>	<b>09/10</b>	<b>08/09</b>	<b>07/08</b>	<b>06/07</b>	<b>05/06</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
<b>Revenue</b>	6,820,458	7,005,223	7,612,713	8,040,072	7,729,754	7,605,352
<b>Expenditure</b>	6,797,375	6,986,397	7,673,830	8,021,083	7,553,915	7,492,896
<b>Profit / Loss</b>	23,083	18,826	(61,117)	18,989	175,839	112,456

**Asset Sales included in the above Revenue are:  
2010 – 2011 \$185,635 & 2009 - 2010 \$279,756**

The Golf Course continues to be excellently managed and is in superb condition all year round because of our Superintendant and his conscientious staff, however despite this, revenue from the Golf Course was the lowest since 2006 – 2007.

Our membership numbers have reduced, green fees are down, all of which I believe is indicative of our current economic environment.

Most Golf Club's exist on members subscriptions, with possibly, the inclusion of competition fees. At Tocumwal, the total of these two areas, represent only 5.7% of our Total Revenue.

Last year we undertook a number of major Capital purchases which we believed were essential to the Golf Club principally being;

Crown Land Purchase	\$462,021	Relocation of River Pumps	\$174,773
New Poker Machines	\$281,820	Golf Course Plant and Machinery	\$90,912
<b>TOTAL</b>	<b>\$1,086,784.</b>		

This year we have limited our Capital Expenditure as follows:

New Poker Machines	\$224,970	Administration / Club House	\$38,656
Golf Course	\$90,128		
<b>TOTAL</b>	<b>\$353,754.</b>		

Important aspects of the Balance Sheet and the Statement of Cash Flows as at the 30<sup>th</sup> June 2011 are as follows:

Bank borrowings were reduced by \$205,281.

Cash at End of Year \$567,538, which is a very strong Cash Flow position.

Total Liabilities were \$2,336,038 down from \$2,621,441 (2009-2010).

Total Assets were \$7,604,893, down from \$7,867,213 (2009-2010).

This reduction included Depreciation of \$473,446.

As at the 30<sup>th</sup> June 2011 our Total Equity was \$5,268,855.

Tocumwal Golf Club has done and still does support the town of Tocumwal and surrounding communities with donations from our C.D.S.E. programme.

This year our commitment was \$26,880.00 (See C.D.S.E. Section of this Annual Report).

The Board and Management team are focused on providing the best facilities to our Members at the lowest cost possible. The significant changes which have commenced in and around the Club House and Golf Course are indicative of the initial steps towards this objective.

Our financial concern for the future is the uncertainty in regard to Poker Machine income with the significant costs that must be incurred if the proposed legislation to create a pre-commitment requirement is enacted.

It is important to note that our present existence depends on Gaming Income where it represents 38.3% of the Clubs Total Revenue.

I would like to thank the Finance Committee, new CEO Steve Williams, Trish Wooden, and all Tocumwal Golf Club staff who have assisted me in this role.

The Club is financially sound, and I am sure that with the support of the Members, Visitors and the Tocumwal Community and with the Poker Machine legislation not enacted, the Tocumwal Golf Club can move forward better and stronger than ever before.

John Gradie  
Treasurer

## CLUB CAPTAIN'S REPORT

It is with pleasure I present my report for the 2010-2011 Golfing Year.

### **Committees**

My thanks to all Committees for their attendance and support at tournaments and meetings.

Special thanks to John Washbrook for taking over in my absence.

To Gayle Blakey, Anne Beveridge and the Ladies Committee congratulations on a wonderful year so far and good luck for your future events.

### **Management**

Thanks to Steve Williams and all the Staff for their help and co-operation throughout the last year.

### **Golf Course**

To the Course Superintendent Matthew McLeod and his staff, you have excelled yourselves once again this year with the course in magnificent condition.

To Col Allen and all his helpers we do appreciate your efforts also in helping with the upkeep of the course.

### **Pro Shop**

To Michael, Therese and their Staff Louise, Lisa, Ann, Hayley and Simon thank you once more for your courteous and obliging service.

### **Donations**

To Ron & Margaret Baldwin, Col & Jill Allen, The Martella Family, Michael & Therese MacGregor, Beryl & the late Geo Lewis, Anne Beveridge, Southern Riverina Vets and all other donors the Club thanks you for your support.

### **Charity Days**

These days were well supported by our Members. The Organisations concerned should be satisfied with the results of these days.

Special thanks to Ken Anderson and the Fisher & Paykel Company for their enormous contribution once again.

### **Tournaments**

The numbers for all of our tournaments have been surprisingly good all things considered. Easter had capacity fields with a play-off for the Easter Cup in both the Mens and Ladies Stroke Competition.

The course was in magnificent condition for the Trainee Championships and the complimentary remarks were pleasing to hear.

### **Championships**

Michelle Field won her eighth Ladies Club Championship this year; Runner-up - Sue Pappas. Nett Winner - Bobette Wilkinson.

Minor Divisions:

B Winner: Jill Collins; Runner-up - Ros Seymour. Nett Winner – Jo Boake

C Winner: Gayle Blakey; Runner-up – Petra Wilmot. Nett Winner – June Hunter

D Winner: Rosemary O'Brien; Runner-up – Barbara Bell. Nett Winner – Maggie White.

Ray Watmore won this year's Men's Club Championship at his first try by 4 shots from Nathan Matthews and Simon Buso. Simon won the Best Nett.

The results of the Minor Championships were:

B Grade: Derek McMahon Champion; Runner-up – Denis Dorricott. Best Nett – Ron Crowe

C Grade: Kevin Cooper Champion; Runner-up – Morris Davis. Best Nett – Sam Condy

### **Pennant**

We had 2 teams in Men's Winter Pennant. Division 3 just missed the finals and Division 6 did very well only to be beaten in the final 3/2 by Kialla.

My thanks to Phil Nunn, Jim Williams and Barry Hunter for looking after these teams.

Our Mid Murray Summer Team performed only moderately this year and our Y.S.M. Team were not able to make it 4 in a row as they missed the final this year.

Our Ladies had 4 teams in Winter Pennant with Division 5 taking out the Flag. Well done Girls. The Summer Teams only did moderately well.

### **Summing Up**

Twilight Golf is still very popular thanks again to Joan & Kevin Morey for their organisation of this event.

The past golfing year has been very successful with the golf course being presented in excellent condition.

To Gayle Blakey, Anne Beveridge and all the volunteers who made the Victorian Womens Country Championships such a resounding success, on behalf of the Club we thank you one and all for your magnificent contribution. I believe the Club is on a priority list to hold the event again.

Congratulations to Nathan Matthews for making the Goulburn Valley Country Week Team. Well done Nathan and good luck.

It is with regret that I have to inform you the Men's Handicapper Cyril Parker will not be seeking re-election this year.

On behalf of the General Golf and Men's Golf Committees I would like to express our grateful thanks to Cyril for his most dedicated service to his job since 1996. I know the visitors to our tournaments will also miss him very much.

So enjoy your retirement Cyril and we hope to see you and Shirley at the Club for many years to come.

I would like to take this opportunity to thank Anne Freestone, Marlene Taylor and all the Ladies involved in supplying and displaying the beautiful flowers for my wife Lorna's funeral and the releasing of the mauve balloons and the Guard of Honour. Special thanks to Anne Freestone for printing the Thank You Cards for me.

To the MacGregor family, Therese, Michael, Hayley & Melanie, the kindness, compassion and love you gave me in Melbourne I will never forget, thank you.

Don't forget to book early for our fun days, Cup Day and Xmas Cheer Day.

Continued good golfing to you all.

Graeme Sharp  
Club Captain

## DEVELOPMENT REPORT

The Pro Shop septic tank system was extended as an interim measure but it now seems likely that the Pro Shop toilets will need to be connected to the town sewer as the present system does not cope with usage from large fields during tournaments.

Over the summer months all light poles were cleaned and painted by a team of volunteers recruited and organised by Gina Brown. Gina's team then went to work repainting the speed humps and car parking bays. Well done Gina and her team!

The installation of a new large screen and a ceiling mounted data projector has given the upstairs area of the Clubhouse the capability to show movies. It is also a step towards opening up our potential to hold business conferences, functions and receptions.

When our site was occupied by the RAAF the Station Flag Pole stood proudly between what we now know as the President's 18<sup>th</sup> Green and the President's 11<sup>th</sup> Tee. Work has commenced to restore the area using the original flag pole base with a new flag pole as a link to the history of the site. The area will be appropriately landscaped.

New signage is to be installed at the Kelly Street / Golf Links Drive corner and on the Barooga Road.

Roof gutter upgrades are scheduled to be undertaken in drier weather as the ground needs to be firm to carry the weight of our recently acquired "Cherry Picker".

A substantial amount of investigation and planning has been undertaken on the following projects: -

- Refurbishment of the front entrance steps and ramp
- Renovation and refurbishment of locker rooms and main area toilets
- Repainting Clubhouse ceiling
- Grid connect solar system

It is hoped to carry out the refurbishment of the front entrance steps and ramp in the short term. The other items are work in progress.

The issue of additional income streams has been a constant focus. Significant planning work has been undertaken with a view to the Club possibly being eligible to obtain a federal government grant to develop a project.

John Collins  
Chairman of Development Committee

## GREENS COMMITTEE REPORT

To commence my report, on behalf of the Board and the Members I would like to thank Course Superintendent Matt McLeod and his Staff for their excellent presentation of both golf courses at all times.

### **Projects in progress are:**

- Continual upgrading of gardens
- Continual draining of bunkers with ongoing sand replacement
- Removal of dead Pine Trees
- A quotation has been received for consideration in relation to have concrete paths in the areas close to the Pro Shop, Captains 1<sup>st</sup> Tee, Presidents 10<sup>th</sup> tee & Captains 9<sup>th</sup> Green and the path leading from the road to the Pro Shop.

### **Projects completed are:**

- New pump & pipeline from Murray River to Golf Course now completed
- Re-turfing of 15P Green approach
- Levelling and re-turfing of 17C Men's Tee
- New Distance Markers on all Par 4's & 5's at distances of 200m, 150m & 100m
- Re-construction of President's Putting Green
- New path on 13P alongside fence line
- New path & re-turfing on 12P

### **Volunteers**

A very big thank you to all of our volunteers for their invaluable work doing our gardens, repairing of paths, light pole painting, car park & hump painting, rough cutting, removal of debris on both courses and small tree care.

Newcomers are always welcome.

### **Attention Golf Cart Owners**

During the year temporary cart conditions will be put in place to protect our course. It is important to follow these rules to help keep your course in fantastic condition.

The Pro Shop Staff will also advise visitors to follow any temporary cart rules exactly the same as for members.

Col Allen  
Chairman of Greens Committee

## LADY PRESIDENT'S & LADY CAPTAIN'S REPORT

2011 has been a great year for Ladies Golf at Tocumwal. Thanks to all of our girls who have so willingly travelled far and wide representing our club at pennant, bowls and special events. We enjoy playing on other courses and appreciate just how well our course is presented to us week in week out.

Our year started with a very successful Opening Day followed by The Murray River Challenge between Cobram and ourselves. We played at Cobram Barooga this year and had to leave the cup over there.

Our Winter Pennant season finished on a high with division five winning a flag. Congratulations Captain Anne Freestone and all her team.

Guest day saw over 100 in the field playing golf on the most magnificent day with President Gayle Blakey and her guest Anne Harding winning with 46 points.

Sue Davies and Anne Beveridge had a great match to decide the singles knockout with a win being recorded for Anne. RWH 4BBB saw a win for Pam Brierley and Petra Wilmot with Petra also winning the coveted Silver Spoon. The Seiter's Timber Shield was won by Sandi Cockayne and Anne Beveridge defeating the last year's winners Marg Lemsing and Veronica Condy.

2011 Club Championships were decided on a very cold and wet last day with Michelle Field winning for the 8<sup>th</sup> time. Sue Pappas was runner up with Bobette Wilkinson taking out the nett event.

B Grade Champion Jill Collins played a very steady game to win from Ros Seymour with Jo Boake taking the nett event.

C Grade Champion saw President Gayle Blakey have a win by one shot from Petra Wilmot. June Hunter won the Nett event.

The inaugural D Grade Championship was won by Rosemary O'Brien from Barbara Bell with Maggie White the winner of the nett.

Well done to all our 2011 Champions and Runners Up, enjoy your new championship status.

The Victorian Country Championships have just finished with our club glowing in the praise given by the competitors and Golf Victoria. The weather being typically Tocumwal perfect allowed us to show off our Championship Course and wonderful hospitality. Hours of preparation go into the running of an event of this size with our Ladies Committee supported wonderfully by the Pro Staff, the Greens Staff, the Clubhouse Staff and by the Members of our Club. Thank you.

Our 27 hole Foursomes Championship was taken out by Lynne Parry and Nola Dalton. Faye Miller is the 'Grandmother of the Year' who won the event with an excellent 43 points.

The Tocumwal Ladies Challenge Bowl was won this year by Berrigan with teams from all over Victoria and New South Wales playing for this prestigious trophy.

Clinics for new and returning to golf girls have again been run with our thanks going to the Michael and his staff for making these happen. The nine hole comp has been great for those girls who are just getting their handicap and for those who just can't cope with 18 anymore.

Thanks to Matt McLeod and his greens staff, for the professional manner for which the course is presented. Matt and his dedicated staff present us week in and week out with a Championship course that is the envy of all.

Michael, Therese, Simon, Ann, Lisa and Lou thank you for the work you do sending out our fields, setting up the time sheets and processing the results. Nothing is too much work for you and we appreciate your great co operation and wonderful ability to problem solve.

We would especially like to thank Graeme Sharp, his knowledge of not only the game but the protocol that surrounds "Golf at Tocumwal" is invaluable.

Our golf calendar has been very successful again this year with many people helping to make this happen. These include our CEO Steve Williams, office staff and all those employed in the rest of the club house. A very big thanks to Robb Mollison, our Executive Chef, and his staff for the excellent meals they have provided for our functions; it was most appreciated by members and visitors. We wish Robb all the best in his new venture and he will be greatly missed. All the Clubhouse staff just make things happen, they are fantastic at it. Our sincere thanks for helping to make all of our special events so successful

We count our lucky stars to have such competent Executive Committee Members as Vice President, Anne Freestone, Vice Captain Ros Seymour, & Secretary, Jill Allen, thank you for all the willing help that you have given not only to us but to the Tocumwal Golf Club. Thank you also to the rest of the Ladies Golf Committee for their help throughout the year. Thank you also to the Match Committee and their great support.

Hours and hours are spent checking cards and sending out fields for our special events and tournaments by our Committee girls. The commitment given by our girls is extraordinary, flowers appear, rosters are drawn up, boards are written up and tees are manned. You are all a wonderful team of doers. Thank you for making our lives as President and Captain much easier.

We have really enjoyed being President and Captain and part of the team which is committed to making golf at Tocumwal a great experience.

We wish you all another successful golfing year for 2012.

Gayle Blakey  
Lady President

Anne Beveridge  
Lady Captain

## DIRECTORS' REPORT

### TOCUMWAL GOLF CLUB LIMITED

ABN 84 001 088 302

Your directors present their report on the company for the financial year ended 30<sup>th</sup> June 2011.

#### Directors

The names of the directors in office at any time during or since the end of the year are:

Colin Stanley Allen	
Donald James Barker	Term of Office Expired – Resigned October 2010
Regina Margaret Brown	
Robert William Burns	
John Warren Collins	Appointed October 2010
Arthur Richard Dixon	
John Charles Gradie	
Bruce Alexander McCallum	

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

#### Company Secretary

The following person held the position of secretary at the end of the financial year.

Steven John Williams

#### Principal Activities

The principal activities of the company during the financial year were the promotion of the game of Golf and the provision of amenities for its members.

- \* No significant change in the nature of these activities occurred during the year.
- \* No significant changes in the company's state of affairs occurred during the financial year.

#### Operating Results

The profit of the company for the financial year after providing for income tax amounted to \$23,083.

#### Dividends Paid or Recommended

No dividends were declared by the company as the company is limited by guarantee and cannot distribute dividends by virtue of the provisions of its Memorandum of Association.

## DIRECTORS' REPORTS

### Review of Operations

A review of the operations of the company during the financial year and the results of those operations are as follows:

Over the past twelve months, revenue from Bar Sales increased by 7.601%, Catering Sales decreased by 0.887%, Gaming decreased by 1.86%, Golf Course income decreased by 4.5%, Golf Package Deals decreased by 0.3%, Membership income increased by 2.3% and Human Resources costs decreased by 5.0%.

### Significant Changes in State of Affairs

No significant changes in the entity's affairs occurred during the financial year.

### After Balance Date Events

No matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the company, the results of those operations, or the state of affairs of the company in future financial years.

### Future Developments

Likely developments in the operation of the economic entity are general upgrading of club equipment and facilities.

### Environmental Issues

The company's operations are not regulated by any significant environmental regulation under a law of the Commonwealth or of a State or Territory.

### Options

No options over issued shares or interests in the companies were granted during or since the end of the financial year and there were no options outstanding at the date of this report.

### Information on Directors

C.S. ALLEN	Retired. Board member serving 9 years, Chairman of Greens Committee
D.J. BARKER	Term of Office Expired October 2010 – Did not seek re-election
R.M. BROWN	Retired. Board member serving 3 years, member of Development and Constitutional Committees
R.W. BURNS	Retired. Board member serving 7 years, President, Chairman of Constitutional Committee and member of Finance Committee

## DIRECTORS' REPORTS

J.W. COLLINS	Retired. Board member serving 1 year, Vice President and Chairman of Development Committee
A.R. DIXON	Retired. Board member serving 4 years and member of Finance and Constitutional Committees
J.C. GRADIE	Retired. Board member serving 2 years, Treasurer and Chairman of Finance Committee
B.A. McCALLUM	Retired. Board member serving 2 years and member of Greens & Development Committees

### Meetings of Directors

During the financial year, 17 meetings of Directors were held. Attendances were:

	<b>Board Meetings</b>		<b>Special Board Meetings</b>	
	Number Eligible	Number Attended	Number Eligible	Number Attended
C.S. Allen	12	10	5	5
D.J. Barker	4	3	3	1
G.M. Brown	12	12	5	5
R.W. Burns	12	11	5	5
J.W. Collins	8	8	3	2
A.R. Dixon	12	10	5	5
J.C. Gradie	12	10	5	4
B.A. McCallum	12	11	5	3

### Number of Members

Life Members: P. Flood, R. Haley, J. Harris, Mrs. W. Quick and Mrs. A. Summers

## DIRECTORS' REPORTS

The number of Members registered in the Register of Members at 30 June 2011 is as follows:

	<u>2011</u>	<u>2010</u>
Full Members	741	926
Social Members	1814	1782
Junior Members	46	56
Life Members	<u>5</u>	<u>5</u>
TOTAL MEMBERS	<u>2606</u>	<u>2769</u>

### **Indemnifying Officers or Auditor**

During the financial year the Company paid insurance premiums to insure the Directors and officers named in this report. The terms of the insurance contract restrict disclosure of further details.

### **Proceedings on Behalf of the Entity**

No person has applied for leave of Court to bring proceedings on behalf of the company or intervened in any proceedings to which the company is a party for the purpose of taking responsibility on behalf of the company for all or any part of those proceedings.

The company was not a party to any such proceedings during the year.

### **Auditor Independence Declaration**

The lead auditor's independence declaration for the year ended 30 June 2011 has been received and can be found below.

Signed in accordance with a resolution of the Board of Directors:



Dated this 12<sup>th</sup> day of September 2011

## DIRECTORS' REPORTS

### AUDITOR'S INDEPENDENCE DECLARATION UNDER 307C OF THE CORPORATIONS ACT 2001 TO THE DIRECTORS OF TOCUMWAL GOLF CLUB LIMITED

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2011 there has been:

- i. no contraventions of the auditor's independence requirements as set out in the Corporations Act 2001 in relation to the audit; and
- ii. no contraventions of any applicable code of professional conduct in relation to the audit.



Bruce Francis Warlow  
Registered Company Auditor  
Number: 8975  
12th September 2011  
268 Keilor Road  
North Essendon Vic 3041

## INCOME STATEMENT

for year ended 30 June 2011  
**TOCUMWAL GOLF CLUB LIMITED**  
 ABN 84 001 088 302

	<u>2011</u>	<u>2010</u>
	\$	\$
<b>Sales/Revenue</b>		
Bar	1,163,710	1,081,476
Catering	979,173	987,750
Gaming	2,554,987	2,602,576
Membership	268,888	262,681
Golf Course	731,737	764,702
Packages Revenue	896,998	899,941
Motel	-	76,746
	6,595,493	6,675,872
<b>Other</b>		
Profit on Sale of Assets	185,635	279,756
Other	<u>46,122</u>	<u>49,593</u>
	231,757	329,349
Closing Stock	58,515	56,769
Opening Stock	<u>-56,769</u>	<u>-66,916</u>
	<b>6,828,996</b>	<b>6,995,074</b>
<b>Expenditure</b>		
Advertising & Promotions	165,328	133,366
Audit Fees/Services	9,180	24,327
Affiliation	50,989	47,391
Bank Fees/Charges/Interest	166,577	173,069
Commissions	6,536	6,006
Computer Costs	57,839	51,058
Consultants	1,556	27,820
Depreciation General	283,287	296,478
Depreciation Poker Machines	<u>190,159</u>	<u>160,203</u>
Donations	32,644	15,494
Freight	8,089	8,729
Golf Professional Remuneration	104,018	110,052
Golf Trophies/Promotions	78,486	96,890
Insurance	63,629	56,725
Laundry/Cleaning	9,206	12,651
License Fees	7,381	17,877
Light & Power	212,643	201,046

## INCOME STATEMENT

for year ended 30 June 2011

	<u>2011</u>	<u>2010</u>
	\$	\$
<b>Expenditure</b>		
Loss on Sale of Assets	11,673	17,786
Members Benefits	151,416	116,579
Motel Management Fee	-	39,658
Motel Expenses	-	<u>32,022</u>
Motor Vehicle Expenses	41,082	32,968
Multi Screen Expenses	102	8,682
Package Deal Expenses	741,287	744,655
Photocopier Rental	3,200	11,332
Payroll Wages	1,999,584	2,079,654
Payroll Tax	75,195	83,756
Superannuation	170,497	179,282
Workers Compensation	48,644	62,819
Other Employment Expenses	<u>68,045</u>	<u>74,438</u>
Poker Machine – Tax	400,879	413,158
Poker Machine Monitoring	46,382	43,435
Poker Machine/Gaming Promotions	<u>242,176</u>	<u>252,244</u>
Printing & Stationery	47,294	51,444
Purchases	791,324	809,630
Rent & Rates	21,678	23,061
Repairs & Maintenance		
- General	136,108	106,413
- Golf Course	268,888	253,646
- Poker Machines	<u>21,790</u>	<u>37,155</u>
Security	11,988	9,990
Telephone & Postage	35,175	34,083
Travelling & Accommodation	22,570	19,176
Water Project Amortisation	1,389	-
<b>Total Expenses</b>	<b>6,805,913</b>	<b>6,976,248</b>
<b>Profit</b>	<b>23,083</b>	<b>18,826</b>

**BALANCE SHEET**

as at 30 June 2011

	<i>Notes</i>	<u>2011</u> \$	<u>2010</u> \$
<b>CURRENT ASSETS</b>			
Cash Assets	4	567,538	682,348
Receivables	5	7,207	12,998
Inventories	6	89,288	85,287
Other	7	<u>26,471</u>	<u>3,020</u>
<b>Total Current Assets</b>		<u>690,504</u>	<u>783,653</u>
<b>NON CURRENT ASSETS</b>			
Property Plant and Equipment	8	6,783,815	6,951,596
Intangible Assets	9	130,574	131,964
Other Non-Current Assets	7	<u>0</u>	<u>0</u>
<b>Total Non Current Assets</b>		<u>6,914,389</u>	<u>7,083,560</u>
<b>TOTAL ASSETS</b>		<u><b>7,604,893</b></u>	<u><b>7,867,213</b></u>
<b>CURRENT LIABILITIES</b>			
Payables	10	344,288	431,125
Interest Bearing Liabilities	11	140,008	213,640
Provisions	12	184,587	188,523
Other	13	<u>5,940</u>	<u>610</u>
<b>Total Current Liabilities</b>		<u>674,823</u>	<u>833,898</u>
<b>NON CURRENT LIABILITIES</b>			
Interest Bearing Liabilities	11	1,644,883	1,776,531
Other	13	<u>16,332</u>	<u>11,012</u>
<b>Total Non Current Liabilities</b>		<u>1,661,215</u>	<u>1,787,543</u>
<b>TOTAL LIABILITIES</b>		<u><b>2,336,038</b></u>	<u><b>2,621,441</b></u>
<b><u>NET ASSETS</u></b>		<u><b>5,268,855</b></u>	<u><b>5,245,772</b></u>
<b><u>EQUITY</u></b>			
Retained Profits		<u>5,268,855</u>	<u>5,245,772</u>
<b>TOTAL EQUITY</b>		<u><b>5,268,855</b></u>	<u><b>5,245,772</b></u>

<b>STATEMENT OF CHANGES IN EQUITY</b>
---------------------------------------

	<b>Issued Capital \$</b>	<b>Retained Earnings \$</b>	<b>Other Reserves \$</b>	<b>Total \$</b>
At 30 June 2008	0	5,288,063	0	5,288,063
Profit for the year	<u>0</u>	<u>-61,117</u>	<u>0</u>	<u>-61,117</u>
At 30 June 2009	0	5,226,946	0	5,226,946
Profit for the year	<u>0</u>	<u>18,826</u>	<u>0</u>	<u>18,826</u>
At 30 June 2010	<u>0</u>	<u>5,245,772</u>	<u>0</u>	<u>5,245,772</u>
Profit for the year	0	23,083	0	23,083
At 30 June 2011	<u>0</u>	<u>5,268,855</u>	<u>0</u>	<u>5,268,855</u>

**STATEMENT OF CASH FLOWS**

for year ended 30 June 2011

	<i>Notes</i>	<u>2011</u> \$	<u>2010</u> \$
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Receipts from customers		6,834,222	8,273,240
Payments to suppliers and employees		(5,923,746)	(7,312,906)
GST Paid		(561,588)	(592,667)
Commission Received		49,187	50,920
Interest Received		16,228	14,603
Interest and other finance costs		<u>(148,145)</u>	<u>(146,471)</u>
Net cash provided by (used in) operating activities	17(b)	<u>266,158</u>	<u>286,719</u>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Proceeds from sale of property, plant & equipment		185,635	279,756
Payment for property, plant & equipment		<u>(361,323)</u>	<u>(482,095)</u>
Net cash provided by (used in) investing activities		<u>(175,688)</u>	<u>(202,339)</u>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Proceeds from borrowings		0	0
Repayment of borrowings		<u>(205,281)</u>	<u>(133,209)</u>
Net cash provided (used in) financing activities		<u>(205,281)</u>	<u>(133,209)</u>
Net increase (decrease) in cash held		(114,811)	(48,829)
Cash at Beginning of Year		<u>682,349</u>	<u>731,178</u>
Cash at End of Year	17(a)	<u>567,538</u>	<u>682,349</u>

**INCOME STATEMENT**

for year ended 30 June 2011  
TOCUMWAL GOLF CLUB LIMITED  
ABN 84 001 088 302

	<u>2011</u> \$	<u>2010</u> \$
<b>BAR TRADING</b>		
Sales	1,163,710	1,081,476
Less Cost of Goods Sold		
Opening Stock	41,748	50,480
Purchases	395,314	400,343
Freight	<u>8,089</u>	<u>8,729</u>
	445,151	459,552
Less Closing Stock	<u>40,839</u>	<u>41,748</u>
Cost of Goods Sold	<u>404,312</u>	<u>417,804</u>
Gross Profit from Bar Trading	759,398	663,672
<u>Less Bar Expenses</u>		
Wages	363,849	376,135
Super	22,149	
Payroll Tax	10,080	
W/Comp	<u>7,348</u>	<u>403,426</u>
<b>Profit from Bar Trading</b>	<b><u>355,972</u></b>	<b><u>287,537</u></b>

**INCOME STATEMENT**

for year ended 30 June 2011  
TOCUMWAL GOLF CLUB LIMITED  
ABN 84 001 088 302

	<u>2011</u> \$	<u>2010</u> \$
<b>CATERING TRADING</b>		
Sales	979,173	987,750
Less Cost of Goods Sold		
Opening Stock	15,021	16,436
Purchases	<u>396,010</u>	<u>409,287</u>
	411,031	425,723
Less Closing Stock	<u>17,676</u>	<u>15,021</u>
Cost of Goods Sold	<u>393,355</u>	<u>410,702</u>
Gross Profit from Catering	585,818	577,048
<u>Less Catering Expenses</u>		
Wages	476,493	508,821
Super	27,050	
Payroll Tax	12,197	
W/Comp	<u>8,750</u>	524,490
	524,490	
<b>Profit from Catering</b>	<b><u>61,328</u></b>	<b><u>68,227</u></b>

**INCOME STATEMENT**

for year ended 30 June 2011

	<u>2011</u> \$	<u>2010</u> \$
<b>GAMING REVENUE</b>		
Poker Machine Proceeds	2,406,477	2,456,646
LAB Rebate	<u>17,180</u>	<u>17,180</u>
	2,423,657	2,473,826
<u>Less Poker Machine Expenses</u>		
Poker Machine Tax	400,879	413,158
Poker Machine Repairs	21,790	37,155
Poker Machine Depreciation	190,159	160,203
Poker Machine Data Monitoring	<u>46,382</u>	<u>43,435</u>
Total Poker Machine Expenses	<u>659,210</u>	<u>653,951</u>
<b>Profit from Poker Machines</b>	1,764,447	1,819,875
<b>Other Gaming Revenue</b>		
Keno Commission	30,859	33,770
TAB Commission	10,444	10,837
Sundry Gaming Revenue	<u>90,027</u>	<u>84,143</u>
Total Other Gaming Revenue	<u>131,330</u>	<u>128,750</u>
	1,895,777	1,948,626
<u>Less Gaming Expenses</u>		
Promotions	222,638	234,741
Keno Expenses	2,160	1,883
TAB Expenses	17,378	15,620
Wages	203,218	185,434
Super	12,307	
Payroll Tax	5,408	
W/Comp	<u>3,951</u>	
Total Gaming Expenses	<u>467,060</u>	<u>437,678</u>
<b>Profit from Gaming</b>	<u>1,428,717</u>	<u>1,510,948</u>
<b>Total Profit from House Trading</b>	<u>1,846,017</u>	<u>1,866,712</u>

**INCOME STATEMENT**

for year ended 30 June 2011

	<u>2011</u> \$	<u>2010</u> \$
<b>GOLF COURSE REVENUE</b>		
Subscriptions	268,888	262,681
Competitions, Tournaments & Other Income	186,640	204,847
Green Fees	<u>545,097</u>	<u>559,855</u>
Total Golf Course Revenue	1,000,625	1,027,383
<u>Less Golf Course Expenses</u>		
Golf Promotions	5,000	7,500
Trophies	73,486	89,390
Course Repairs	267,356	253,646
Golf Pro Remuneration	104,018	110,052
Wages	412,244	419,044
Super	24,302	
Payroll Tax	10,970	
W/Comp	<u>7,937</u>	
Total Golf Course Expenses	<u>905,313</u>	<u>879,632</u>
<b>Profit from Golf Course</b>	<b><u>95,312</u></b>	<b><u>147,751</u></b>
<b>PACKAGE DEALS</b>		
Package Deals Revenue	896,998	899,941
<u>Less Package Deals Expenses</u>	<u>741,287</u>	<u>744,655</u>
<b>Profit from Package Deals</b>	<b><u>155,711</u></b>	<b><u>155,286</u></b>

**INCOME STATEMENT**

for year ended 30 June 2011

	<u>2011</u> \$	<u>2010</u> \$
<b>MOTEL REVENUE</b>		
Motel Revenue	0	76,746
<u>Less Motel Expenses</u>		
Motel Expenses	0	32,022
Wages	0	25,369
Management Fee	<u>0</u>	<u>39,658</u>
Total Motel Expenses	<u>0</u>	<u>97,049</u>
<b>Profit from Motel</b>	<b><u>0</u></b>	<b><u>-20,303</u></b>
 <b>OTHER INCOME</b>		
Commission - ATM	6,763	6,313
Room Hire	491	1,843
Interest	16,228	14,603
Profit on Sale of Assets	185,635	279,756
Other items	<u>22,640</u>	<u>26,834</u>
<b>Total Other Income</b>	<b><u>231,757</u></b>	<b><u>329,349</u></b>
<b>TOTAL GROSS PROFIT</b>	<b><u>2,328,797</u></b>	<b><u>2,478,795</u></b>

**INCOME STATEMENT**

for year ended 30 June 2011

	<u>2011</u> \$	<u>2010</u> \$
<b>LESS EXPENSES</b>		
<b>Administration Expenses</b>		
Audit fees	9,180	24,327
Affiliation Fees	50,989	47,391
Bank Fees	18,632	26,598
Commissions	6,536	6,006
Consultant	1,556	27,820
Depreciation	283,287	296,478
Donations	32,644	15,494
Insurances	63,629	56,725
Finance costs	147,944	146,471
License Fees	7,381	17,877
Loss on Sale of Assets	11,673	17,786
Photocopier Rental	3,200	11,332
Reuse Water Charges	1,534	0
Social & Member Expenses	151,416	116,579
Multi Screen	102	8,682
Water Amortization	1,389	0
<b>Total Administration Expenses</b>	<u>791,092</u>	<u>819,566</u>

**INCOME STATEMENT**

for year ended 30 June 2011

	<u>2011</u>	<u>2010</u>
	\$	
<b>Operational Expenses</b>		
Advertising & Promotions	165,328	133,366
Computer Costs	57,839	51,058
Light & Power	212,643	201,046
Laundry/Cleaning Materials	9,206	12,651
Motor Vehicle Expenses	41,080	32,968
Printing & Stationery	47,294	51,444
Rent & Rates	21,678	23,061
Repairs & Maintenance	136,108	106,413
Security	11,988	9,990
Telephone & Postage etc	35,175	34,083
Travelling & Accommodation	<u>22,570</u>	<u>19,176</u>
<b>Total Operating Expenses</b>	<u>760,909</u>	<u>675,256</u>
<b>Other Employment Expenses</b>		
Fringe Benefits Tax	-167	6,906
Staff Amenities	44,450	48,097
Staff Training	15,569	12,475
Recruitment costs	8,191	6,960
Payroll Tax	36,540	83,756
Superannuation	84,690	179,282
Wages	543,782	564,851
Workers Compensation Insurance	<u>20,658</u>	<u>62,819</u>
<b>Total Other Employment Expenses</b>	<u>753,713</u>	<u>965,147</u>
<b>Total Expenses</b>	<u>2,305,714</u>	<u>2,459,969</u>
<b>OPERATING PROFIT/(LOSS)</b>	<u>23,083</u>	

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 June 2011  
TOCUMWAL GOLF CLUB LTD  
ABN 84 001 088 302

### 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

The directors have determined that the company is not a reporting entity and accordingly, this financial report is a special purpose financial report prepared for the sole purpose of distributing the financial report to the members and must not be used for any other purpose. The directors have determined that the accounting policies adopted are appropriate to meet the needs of the members.

Tocumwal Golf Club Limited is a company limited by guarantee, incorporated and domiciled in Australia.

#### Basis of Preparation

The report has been prepared in accordance with the requirements of the Corporations Act 2001, and in accordance with Accounting Standards which include Australian equivalents to International Financial Reporting Standards ('AIFRS') and other authoritative pronouncements of the Australian Accounting Standards Board and UIG Interpretations as selected. Compliance with AIFRS ensures that the financial report, comprising the financial statements and notes thereto, complies with International Financial Reporting Standards ('IFRS').

AASB 101: Presentation of Financial Statements;

AASB 107: Cash Flow Statements;

AASB 108 Accounting policies, changes in Accounting Estimates and Errors;

AASB 110: Events after the Balance Sheet Date;

AASB 1004: Contributions;

AASB 1031: Materiality;

AASB 1048: Interpretation and Application of Standards.

No other Accounting Standards, Accounting interpretations or other authoritative pronouncements of the Australian Accounting Standards Board have been applied.

#### Reporting Basis and Conversions

The financial report has been prepared on an accrual basis and is based on historical cost. It does not take into account changing money values or, except where stated, current valuation of non current assets. Cost is based on the fair values of consideration given in exchange for the asset.

The following is a summary of the material accounting policies adopted by the entity in the preparation of the financial report. The accounting policies have been consistently applied unless otherwise stated.

## NOTES TO THE FINANCIAL STATEMENTS

### 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont'd)

#### (a) Revenue

Revenue from the sale of goods is recognised upon delivery of the goods to the customers

Grant revenue is recognised in the income statement when it is controlled. When there are conditions attached to the grant revenue relating to the use of those grants for specific purposes it is recognised in the balance sheet as a liability until such conditions are met of services provided.

Donations and bequests are recognised as revenue when received unless they are designated for a specific purpose, where they are carried forward as prepaid income on the balance sheet.

Interest Revenue is recognised using the effective rate method, which, for floating rate financial assets is the rate inherent in the instrument.

Revenue from the rendering of services is recognised upon the delivery of the services to the customers.

All revenue is stated net of the amount of goods and services tax (GST).

#### (b) Inventories

Inventories are measured at cost, adjusted where applicable to for any loss of service potential.

Inventories acquired at no cost, or for nominal consideration are valued at the current replacement cost as at the date of acquisition.

#### (c) Property, Plant and Equipment

Each class of property, plant and equipment is carried at cost or fair value less, where applicable, accumulated depreciation.

##### Property

Freehold land and buildings are measured on the fair value basis, being the amount for which an asset could be exchanged between knowledgeable willing parties in an arm's length transaction.

##### Plant and Equipment

Plant and equipment are measured on the cost basis less depreciation.

##### Depreciation

All assets, excluding freehold land, are depreciated on a diminishing basis over their useful lives to the company.

## NOTES TO THE FINANCIAL STATEMENTS

### (d) Employee Benefits

Provision is made for the company's liability for employee benefits arising from services rendered by employees to Balance Sheet date. Employee benefits expected to be settled within one year together with entitlements arising from wages and salaries, and annual leave which will be settled after one year, have been measured at the amount expected to be paid when the liability is settled plus related on costs. Other employee entitlements payable later than one year have been measured at the net present value.

Contributions are made by the Company to employee superannuation funds and are charged as expenses when incurred.

### (e) Goods and Services Tax (GST)

Revenues, expenses and assets are net of the amount of GST, except where the amount of GST is not recoverable for the Australian Taxation Office. In this circumstance the GST is recognised as part of the cost of acquisition of the asset or as part of an item of expense. Receivables and payables in the balance sheet are also shown exclusive of GST.

Cash flows are presented in the cash flow statement on a gross basis, except for the GST component of investing and financing activities, which are disclosed as operating cashflows.

### (f) Contributions

Tocumwal Golf Club Limited receives non-reciprocal contributions from the government and other parties for no value or a nominal value. These contributions are recognised at fair value on the date of acquisition upon which time an asset is taken up in the balance sheet and revenue in the income statement.

### (g) Income Tax

The Company recognises the principle of Tax Effect Accounting in terms of Australian Accounting Standards. However, as the Club was established for the encouragement and promotion for the game of golf, it is exempt from income tax under Section 50-45. For these reasons, Tax Effect Accounting has not been applied in these accounts.

### (h) Provisions

Provisions are recognised when the entity has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefit will result and that outflow can be reliably measured.

## 2: REMUNERATION OF DIRECTORS

No remuneration is paid to the Directors of the Company as the Company is limited by guarantee and cannot pay remuneration by virtue of the provisions of its Memorandum of Association.

<b>NOTES TO THE FINANCIAL STATEMENTS</b>
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**3: AUDITORS REMUNERATION**

	<u>2011</u>	<u>2010</u>
	\$	\$
Audit Fees	9,180	24,327
Other Services	0	0
No other benefits were received by the Auditors.		

**4: CASH ASSETS**

Cash on Hand	209,213	215,503
Cash at Bank	<u>358,325</u>	<u>466,845</u>
	<u>567,538</u>	<u>682,348</u>

**5: RECEIVABLES**

CURRENT		
Trade Debtors	<u>7,207</u>	<u>12,998</u>

**6: INVENTORIES**

CURRENT		
Raw Materials and Stores at cost	29,257	27,021
Finished Goods at cost	<u>60,031</u>	<u>58,266</u>
	<u>89,288</u>	<u>85,287</u>

**7: OTHER ASSETS**

CURRENT		
Prepayments	<u>26,471</u>	<u>3,020</u>
NON-CURRENT		
Prepayments	<u>0</u>	<u>0</u>

**NOTES TO THE FINANCIAL STATEMENTS**

<b>8: PROPERTY, PLANT &amp; EQUIPMENT</b>	<b><u>2011</u></b>	<b><u>2010</u></b>
	<b>\$</b>	<b>\$</b>
<u>Irrigation System</u>		
At Cost	588,212	588,212
Less: Accumulated Depreciation	<u>269,611</u>	<u>249,669</u>
	<u>318,601</u>	<u>338,543</u>
<u>Plant, Machinery &amp; Furniture</u>		
At Cost	6,613,378	6,472,489
Less: Accumulated Depreciation	<u>5,114,179</u>	<u>4,903,849</u>
	<u>1,499,199</u>	<u>1,568,640</u>
<u>Club House</u>		
At Cost	3,207,736	3,207,736
Less: Accumulated Depreciation	<u>1,471,066</u>	<u>1,379,274</u>
	<u>1,736,670</u>	<u>1,828,462</u>
<u>Motor Vehicles</u>		
At Cost	221,404	191,380
Less: Accumulated Depreciation	<u>123,209</u>	<u>117,678</u>
	<u>98,195</u>	<u>73,702</u>
<u>Golf Course</u>		
Leasehold Improvement at Cost	185,009	185,009
Less: Accumulated Depreciation	<u>90,847</u>	<u>88,423</u>
	<u>94,162</u>	<u>96,586</u>
<u>New Golf Course</u>		
Improvement at Cost	<u>1,627,438</u>	1,627,438
	<u>1,627,438</u>	<u>1,627,438</u>
<u>Pro Shop</u>		
At Cost	134,277	134,277
Less: Accumulated Depreciation	<u>63,393</u>	<u>60,695</u>
	<u>70,884</u>	<u>73,582</u>
<u>Machinery Shed</u>		
At Cost	214,435	214,435
Less: Accumulated Depreciation	<u>81,771</u>	<u>76,715</u>
	<u>132,664</u>	<u>137,720</u>

**NOTES TO THE FINANCIAL STATEMENTS**

	<u>2011</u>	<u>2010</u>
	\$	\$
<u>TAB Plant &amp; Equipment</u>		
At cost	25,556	25,556
Less: Accumulated Depreciation	<u>14,530</u>	<u>13,609</u>
	<u>11,026</u>	<u>11,947</u>
<u>Garden Landscaping</u> at Cost	31,202	31,202
<u>Car Park and Roadway</u> at Cost	107,107	107,107
<u>Freehold Land</u> at Cost	<u>1,056,667</u>	<u>1,056,667</u>
<b>TOTAL PROPERTY, PLANT &amp; EQUIPMENT</b>	<u>6,783,815</u>	<u>6,951,596</u>

Tocumwal Golf Club's property, namely defined premises, golf course and car park, is considered Core Property.

**9: INTANGIBLE ASSETS**

NON-CURRENT

Water Recycling Project	<u>130,575</u>	<u>131,964</u>
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**10: PAYABLES**

CURRENT

Trade Creditors	182,206	241,495
Sundry Creditors	48,191	40,300
Advance Deposits Golf Tournaments	0	1,105
Advance Deposits Golf Packages	83,441	82,987
Christmas Fund	0	(100)
Group Tax	0	35,378
Poker Machine Tax Payable	24,424	28,839
Fuel Tax Credit	6,026	(379)
Study Allowance	<u>0</u>	<u>1,500</u>
	<u>344,288</u>	<u>431,125</u>

Please note that last year's figure of \$431,125 was all shown as Payables and did not give the breakdown of what this figure represented, have done so in this report.

**11: INTEREST BEARING LIABILITIES**

CURRENT

Bank loan secured	<u>140,008</u>	<u>213,640</u>
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NON CURRENT

Bank loan secured	0	145,156
Commercial Bill Facility	<u>1,644,883</u>	<u>1,631,375</u>
	<u>1,644,883</u>	<u>1,776,531</u>

(a) The Bank Overdraft and Loans of the Company are secured by a registered mortgage over the assets of the Company.

<b>NOTES TO THE FINANCIAL STATEMENTS</b>
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	<u>2011</u>	<u>2010</u>
<b>12: PROVISIONS</b>		
CURRENT		
Employees Entitlements	156,401	144,766
Progressive Jackpots	14,754	20,110
Vouchers	<u>13,432</u>	<u>23,647</u>
	<u>184,587</u>	<u>188,523</u>

The Club only provides sick leave for employees where it has a legal obligation to pay sick leave on termination.

Number of Employees at 30 <sup>th</sup> June 2011	72	80
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**13: OTHER**

CURRENT		
Subscription in Advance	<u>5,940</u>	<u>610</u>
NON CURRENT		
Subscription in Advance	1,361	7,639
Function Provision Account	914	2,269
Staff Tips Account	982	1,104
Over/Under Provision Account	<u>13,075</u>	<u>0</u>
	<u>16,332</u>	<u>11,012</u>

**14: MEMBER'S GUARANTEE**

The Company is limited by guarantee. If the Company is wound up, the Articles of Association state that each member is required to contribute a maximum of \$2.00 each towards meeting any outstanding obligations of the Company. At 30 June 2011 the number of members was 2606.

**15: CAPITAL COMMITMENTS**

Nil.

**16: CONTINGENT LIABILITY**

No contingent or other liability has become enforceable or is likely to become enforceable, within the period of 12 months after the end of the financial year which in the opinion of the Directors, will or may affect the ability of the Company to meet its obligations when they fall due.

## NOTES TO THE FINANCIAL STATEMENTS

### 17: CASH FLOW INFORMATION

	<u>2011</u>	<u>2010</u>
	\$	\$
(a) Reconciliation of Cash		
Cash at the end of the financial year as shown in the statements of cash flows is reconciled to the related items in the statements of financial position as follows:		
Cash on hand	209,213	215,503
At Call deposits with financial institutions	15,257	24,890
Cash at Bank	147,097	110,722
Capital Development Fund	92,325	150,000
Term Deposit	<u>103,646</u>	<u>181,233</u>
	<u>567,538</u>	<u>682,348</u>
(b) Reconciliation of Cash Flow from operations with profit from ordinary activities after income tax:		
Profit (loss) from ordinary activities after income tax	23,083	18,826
Non cash flows in profit from ordinary activities		
Depreciation	473,446	456,681
Amortisation	1,389	-
Increase/ (Decrease) in provisions	(3,935)	23,893
Loss on sale of Assets	11,673	-
Changes in assets & liabilities		
Decrease / (Increase) in receivables	5,791	15,046
Decrease / (Increase) in other assets	(23,451)	10,820
Decrease / (Increase) in stock	(4,001)	8,825
Increase / (Decrease) in payables	(86,837)	142,859
Increase / (Decrease) in other liabilities	<u>54,635</u>	<u>(110,475)</u>
Cash Flows from Operations	<u>266,158</u>	<u>286,719</u>

### 18: LONG SERVICE LEAVE EXPENSE

The Long Service Leave expense shown in the Income Statement represents the increase in the provisions for Long Service Leave between start and end of the relevant financial years due the resignation of some long-term staff.

### 19: COMPANY DETAILS

The registered office of the Company is:

Tocumwal Golf Club Limited  
 Barooga Road  
 Tocumwal NSW 2714

**DIRECTORS' DECLARATION**  
**TOCUMWAL GOLF CLUB LIMITED**  
**ABN 84 001 088 302**

The directors have determined that the company is not a reporting entity and that this special purpose financial report should be prepared in accordance with the accounting policies described in Note 1 to the financial statements.

The directors of the company declare that:

1. The financial statements and notes are in accordance with the Corporations Act 2001:
  - (a) comply with accounting standards as described in Note 1 to the financial statements and the Corporations Regulations 2001; and
  - (b) give a true and fair view of the company's financial position as at 30 June 2011 and of its performance for the year ended on that date in accordance with the accounting policies described in Note 1 to the financial statements.
2. In the directors' opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.

Director: 

Dated this 12th day of September 2011

**AUDIT INDEPENDENT REPORT**  
**TO THE MEMBERS OF TOCUMWAL GOLF CLUB LIMITED**  
**ABN 84 001 088 302**

**Report on the Financial Report**

We have audited the accompanying financial report, being a special purpose financial report of Tocumwal Golf Club Limited, which comprises the balance sheet as at 30 June 2011, and the income statement, statement of recognised income and expenditure and cash flow statement for the year then ended, a summary of significant accounting policies, other explanatory notes and the directors' declaration.

*Directors Responsibilities for the Financial Report*

The directors of the company are responsible for the preparation and fair presentation of the financial report and have determined that the accounting policies described in Note 1 to the financial statements, which form part of the financial report, are appropriate to meet the requirements of the Corporations Act 2001 and are appropriate to meet the needs of the members. The directors' responsibility also includes establishing and maintaining internal control relevant for the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

*Auditor's Responsibilities*

Our responsibility is to express an opinion on the financial report based on our audit. No opinion is expressed as to whether the accounting policies used, as described in Note 1, are appropriate to meet the needs of the members. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

The financial report has been prepared for distribution to members for the purpose of fulfilling the directors' financial reporting under the Corporations Act 2001. We disclaim any assumption of responsibility for any reliance on this report or on the financial report to which it relates to any person other than the members, or for any purpose other than that for which it was prepared.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## AUDIT INDEPENDENT REPORT

### *Independence*

In conducting our audit, we have complied with the independence requirements of the Corporations Act 2001. We confirm that the independence declaration required by the Corporations Act 2001, provided to the directors Tocumwal Golf Club Limited on 9th September 2011 would be in the same terms if provided to the directors as at the date of this auditor's report.

### *Auditor's Opinion*

In our opinion, the financial report of Tocumwal Golf Club Limited is in accordance with the Corporations Act 2001, including:

- i. giving a true and fair view of the Company's financial position as at 30<sup>th</sup> June 2011 and of its performance for the year ended on that date in accordance with the accounting policies described in Note 1; and
- ii. complying with Australian Accounting Standards to the extent described in Note 1 and complying with the Corporations Regulations 2001.



Bruce Francis Warlow  
Registered Company Auditor  
Number 8975  
268 Keilor Road  
North Essendon Vic 3041

Dated this 12th Day of September 2011