

Manager's Report

Firstly, I wanted to say a big thank you to everyone who has welcomed me to Club Kotara with open arms since I started here in April. I joined the team at a very tumultuous time, but I have come from a long background in hospitality and events and have a lot of knowledge and skills in that area that I am trying to bring to the club. I did not have a lot of experience with club admin duties, but with the assistance of the board, have learnt a lot in the last few months to get me where I needed to be. It has been a pleasure to have joined the team here and I am passionate about turning our little club around for the better.

We are well on our way to achieving this goal; however, this is not necessarily reflected in the last years financial reports. The last financial year showed a loss after depreciation of \$197,776 compared to \$97,915 in 2023. If you were unaware, the club was very close to having to close its doors back in March/ April when the Good Folk boys initially joined the board and started helping us make some changes to try and get this place on track again. So, a lot of these changes have not reflected in the club's financial position as at 30 June 2024 as most of the renovations have happened after this time. The changes in patronage since the renovations so far have been very noticeable and we are happy with the direction that we are heading in and hope to see a more positive position come next EOFY.

We have worked hard to make a noticeable difference around the club since I have joined at the beginning of April. Some notable changes are the renovations to the function room downstairs and to the bistro area upstairs, with still more to come in the future. We have made use of the Good Folk Marketing team to improve our advertising and reach online. We have updated the website and are now able to take bookings online as well as over the phone. These changes along with extending our opening hours back to being 10am until 10pm every single day as well as having the bistro open every lunch and dinner have made a huge difference. We are continuing to work with our local sporting clubs and have received continued support in return as they have booked multiple large-scale functions for their clubs here in the last few months. This, along with our own planned events, such as the kids' discos and the Oktoberfest party, have seen larger numbers in the club than have been seen in a long time and are showing record bar profits along with membership sign ups and return patronage from these events.

We made the decision to switch the #1 and #2 bowling greens as we have some plans to come for the social green. Work has already begun with the construction of the children's playground outside which has been a huge hit for attracting more young families to the club. There is more to come outside still to make it an even better space for all kinds of events or everyday bookings, small or large. We have been working hard to get the #2 green up to scratch for the bowlers and it's looking like next year it will be in much better condition. I have worked with some of the bowlers to try and introduce a new weekly mixed gala on a Saturday and am always looking for ways to improve the position of bowls within the club to get it back on track to where it used to be.

Personally, I have wanted to make myself as involved as possible and this has included me spending most of my time working behind the bar and around the club rather than just in the office. This has helped to reduce wage costs as I have spent time doing a lot of admin on my laptop while in the bar. So, despite our opening hours increasing, wage costs have actually decreased significantly with the changes that I made to staffing and making myself accountable to the bar in the transition period.

During the year your Directors have been entitled to allowances and honorariums for performing their duties. The Directors all elected to suspend their honorariums claiming none of the approved \$4,400. Your Directors' claimed \$503.95 in allowances since last year's AGM for a half ham each at Christmas and meals at the bistro during or after meetings.

I would like to take this opportunity to thank the Board of Directors for their support, guidance and encouragement. I would also like to acknowledge the efforts of the staff team for their support, efforts and assistance. Additionally, I express my appreciation for the members who contribute their time as volunteers and office bearers to improve the club facilities and conduct activities for club members.

I wish everyone a happy, healthy and prosperous year ahead and look forward to continuing to serve as your Operations Manager. Additionally, if you have any questions about my report or anything else, please contact me at the Club.

Thank you.

Taylor Barton-Bishop
Operations Manager