



**NORTH HEIDELBERG SPORTING CLUB ANNUAL GENERAL MEETING
SUNDAY 8 NOVEMBER 2020 COMMENCING FROM 1.00PM**

Agenda items for the Annual General Meeting as follows;

1. Welcome from the President
2. Apologies
3. President's Report
4. Presentation of Finance Report & Financial Statements twelve months ended September 30, 2020

Election of Executive Committee office bearers for the 2021 season

5. President
6. Vice-President - Club Operations
7. Vice-President - Football Operations
8. Netball Operations
9. Secretary - Administration
10. Treasurer and Finance
11. General Committee positions for discussion
12. Announcement of Life Membership from previous AGM
13. Nominations for Life Membership
14. Other Business

Sincerely

The Executive Committee of the North Heidelberg Sporting Club

PRESIDENT REPORT

NORTH HEIDELBERG SPORTING CLUB SEASON 2020

Season 2020 the year that wasn't.

Nobody could have predicted what was about to unfold in front of us all from mid March with lives for many turned upside down overnight and sport suffered no favours. We hope we are at the tailend of Covid and community sport will return to where it needs to be as a key part of our lives.

The landscape has changed from a senior football club perspective however I believe there will be more good than bad in the following years although not without challenges in the new normal. The layoff on field wise has allowed us to work on our business model and to consolidate our position on the back of the hard work and positive results achieved in recent years.

Over the period i.e. lockdown we have moved towards a change in direction in our revenue base with Covid likely to have a large impact on small business which potentially places our Sponsorship program under some duress. It is conceivable that Sponsorship funds generated in recent years may fall by possibly 50% due to the carnage Covid has presented and we will not know the full extent until likely the March quarter in year 2021.

Rest assured however we will continue to work with our loyal Sponsors who have been absolutely fantastic in supporting the mighty Bulldogs in recent years and I'm reasonably confident with some improvisation we will see those familiar names continuing their association with the North Heidelberg Sporting Club next season.

What have done to potentially replace lost revenue?

We introduced prior to Covid our Coterie Club 1000 Group in November 2019 and this will be extended into a second year. The success of this venture has allowed the club to consolidate financially during lockdown where we will extend participation of the Coterie to Club 500 and Club 1500. The opportunity presents itself for Members and Sponsors to participate in this fundraiser and being in the position to receive a return on their investment.

This model if it is extended fully over the next six months goes much of the way to meeting our football department costs in the new environment. This is assisted by a 50% reduction in the player salary cap introduced by AFL Victoria and adopted across all metropolitan competitions in Division 1 to a revised \$100k in year 2021. The decision by AFL was contentious for a number of reasons but was generally supported by most clubs with our own club analysis reflecting a sizeable saving where under pre Covid our projected player payments was estimated between \$175k - \$190k in season 2020.

To our small but dedicated team that kept the club going both prior to lockdown and during I would like to thank you for your contributions – Vice Presidents John McDonald and Troy Perichon for keeping me sane as well as our first year Treasurer Eunice Sissing who ensured the financial information was up to date at the press of a button. Our first year Netball Operations leader in Angela Norman with the significant change in Netball personnel that promised many good things for the season that we hope can be carried out on court next season. To the General Committee for your support particularly prior to Covid your

efforts were appreciated and whilst it was a much quieter time than usual it would be great to see you all back in some capacity next season.

Season 2021

Under the new normal what does it look like? Apart from a big change in the senior football landscape from a financial perspective as highlighted first priority has been a commitment to signing the players that were committed to season 2020. Fortunately we have been successful in this area with the leadership group setting the tone along with Jason and the football department to retain the remainder of the list. The success of this task will be the catalyst we hope to another successful season extending to all grades.

The football landscape with the points system and the reduced salary cap brings a renewed focus on development of our younger players and it is essential the relationship with our junior clubs continues to prosper. Within the community to be viewed as a destination club particularly for families and junior players in their transition to a senior club is a key priority for the club within our Strategic Plan.

The dynamics of the new environment for next season however are very real and the impact of Covid and what difficulties it may present for some players in local football is the unknown and it will be interesting when we set foot on the ground in the opening game of next season. At the same level it presents an equally pressing challenge for volunteer retention and recruitment of new people to assist in the operations of the club as many people will have a different focus or perspective on life than ever before.

The call for our membership to get involved in an official role is greater than ever as to operate a sporting club is not easy with the many tasks and positions required behind the scenes. Post AGM and with the club back in normal mode we will have an information session to discuss these positions along with the clubs direction in the future. The key going forward will be to share the load and being part of the club working group that has many benefits where you can play a vital role part in the club's development into the next stage.

Facility Improvements

Off field we have been working diligently with Banyule Council for upgraded amenities at Shelley Reserve with the new fence installed back in March and planned rendering of the pavilion by April 2021.

Major capital works are projected for 2022/23 (possibly earlier) towards ground and car park lighting which will complement overall improvements at the reserve giving it a fresh look that is long overdue.

All of the above is part of the club's Strategic Plan planned between now and year 2025 that covers other key areas such as;

- Financial viability
- Strong community presence
- Junior development with partners - Bundoora Park, West Ivanhoe & Yarrambat JFCs
- Junior girls or woman's football on Shelley Reserve from season 2022
- Strong local identity with junior netball clubs viewed as a pathway to NHSC senior netball teams currently in the NFNL
- Extension of NHSC with other sporting codes i.e Cricket and partners including Diamond Valley Superules FC with a co-tenant agreement in place from November 2020.
- Pavilion upgrade

The ability to meet some of the goals proposed will assist with our objective to be a leading community club in the Inner Northern region this supported by an increase in sports participation. It will not happen overnight but it is important to have a vision with an eye firmly on the now (of course) but also strongly towards the future.

A handwritten signature in black ink, appearing to read 'Warren Haysom', written in a cursive style.

Warren Haysom
President
North Heidelberg Sporting Club

TREASURER FINANCE REPORT

NORTH HEIDELBERG SPORTING CLUB SEASON 2020

With a season heavily influenced by Covid-19 I present the finance report for the season ended twelve months as at 30th September.

Profit for the year was \$26,480 as against a loss recorded twelve months earlier of (\$2,074).

When it was apparent that there would be no football/netball for the year we reviewed the club budget and the potential impact of reduced income and what cash position the club would be at year-end.

Not surprising with little football department costs which equated to 54% of our total expenditure FY 2019 we were reasonably optimistic of a healthy cash balance at year-end. With the success of Coterie Club 1000 that realised a net result of \$31,710 after weekly winnings payments and funds raised from the Toyota Football Raffle the cash balance at reporting date stands at \$71,036.

Key Performers

Income

- Coterie Club \$31,710 introduced in November 2019 was a strong support of replacement income lost through no on field activity.
- Income generated from the Bar prior to Covid-19 was \$21,597 however with the club in lockdown we potentially lost close to \$10,000 with the write off of stock that was no longer available for purchase. Unfortunately we are unable to successfully claim an insurance recovery on the impairment of stock.
- Donations \$18,890 were from the Toyota Football Raffle with the club finishing third Australia wide which was an outstanding achievement. Total raised was \$21,460 of which \$2,570 was purchased by the club towards the end of the campaign in the hope of winning one of the three cars in the raffle.
- Grants \$15,179 received from the Department of Infrastructure (Federal) for the ground fencing and the State Government as part of the Club Survival initiative due to the pandemic assisted with our total income.
- Functions \$13,495 were funds raised for the Presentation Night held in October 2019 being the first month of the 2020 FY.
- Sponsorship \$18,660 was severely restricted by Covid-19 however to some degree was replaced by Club 1000. Hopefully with improved business conditions and the end of Covid-19 the sponsorship program will resume to some normality in season 2021.

Expenditure

- Advertising/Marketing \$2311 was for printing of membership tickets and club brochures for our Sponsorship packs and promotion of the club.
- Affiliation Fees \$8,255 were for in the majority football fees payable to the NFNL in anticipation of the season 2020 paid in February and March. We will receive a credit on these costs next season with a reduction in Affiliation Fees.
- Depreciation of Equipment of \$4,500 was for the write off on an annual basis of IT equipment and our electronic scoreboard as adopted under Accounting Standards.
- Bar Purchases/Wages of 14,793 was prior to Covid leaving a margin of 32% on Bar Sales however normalised margins would have been in excess of 50% when excluding the stock write off.

- Football department \$25,545 as expected were well under compared to normal circumstances in season 2019 and the majority were for costs incurred i.e. coaching department fees during pre-season.
- Functions \$12,570 were for the Presentation Night held October 2019.
- Utility costs \$13,673 were on the low side in comparison to last year with the club eligible during lockdown for concessional assistance available to sporting clubs.

Whilst there are challenges ahead for community sporting clubs in the area of future fundraising due to the unpredictability of Covid-19 the NHSC is well placed to offset the impact with other income initiatives introduced i.e. Coterie Club to cover the return to normalised expenditure next season.

The current cash position is healthy and with the reduction in the football department salary cap in 2021 we have a solid base to build on the clubs future success and growth required in the years ahead.

Eunice Sissing
Treasurer

NORTH HEIDELBERG SPORTING CLUB INC.

**INCOME & EXPENDITURE STATEMENT
YEAR ENDED 30 SEPTEMBER**

	2020	TOTAL	2019	TOTAL
INCOME				
Bar	\$ 21,597		\$ 99,987	
Best Player	\$ -		\$ 2,349	
Canteen	\$ -		\$ 28,829	
Coterie	\$ 31,710		\$ 3,409	
Donations	\$ 18,890		\$ 1,000	
Functions	\$ 13,495		\$ 76,093	
Game Admission	\$ -		\$ 2,963	
Grants	\$ 15,179		\$ -	
Membership	\$ 1,322		\$ 29,493	
Merchandise	\$ 492		\$ 27,451	
Other	\$ -		\$ 4,759	
Sponsorship - Business	\$ 18,660		\$ 221,885	
Sponsorship - Players	\$ -		\$ 6,840	
Thursday Night Raffle	\$ -		\$ 5,700	
TOTAL INCOME		\$ 121,345		\$ 510,758
EXPENDITURE				
Administration				
Accounting Fees	\$ 761		\$ 725	
Advertising & Marketing	\$ 2,311		\$ 2,377	
Affiliation Fees - NFL (Football/Netball)	\$ 8,255		\$ 33,674	
Bank Fees	\$ 884		\$ 1,436	
Cleaning	\$ 274		\$ 336	
Consulting	\$ 2,499		\$ -	
Depreciation - Equipment	\$ 4,500		\$ 4,800	
Impairment - Stock Write Off	\$ 4,715		\$ -	
Sundries/Administration	\$ 861	\$ 25,060	\$ 3,639	\$ 46,987
Bar Purchases/Wages	\$ 14,793		\$ 58,938	
Canteen Purchases/Wages	\$ -	\$ 14,793	\$ 15,698	\$ 74,636
Football Department				
Match Day & Training Expenditure	\$ 775		\$ 1,134	
Medical Supplies & Player Insurance	\$ 2,992		\$ 6,676	
Payments - Coaching Staff	\$ 13,250		\$ 50,250	
Payments - Players	\$ 6,000		\$ 204,660	
Payments - Trainers	\$ 2,528	\$ 25,545	\$ 16,194	\$ 278,914
Functions	\$ 12,570		\$ 58,894	
Maintenance	\$ 1,323		\$ 3,402	
Merchandise	\$ 1,901	\$ 15,794	\$ 32,949	\$ 95,245
Utilities				
Council	\$ 6,129		\$ 4,435	
Electricity	\$ 4,786		\$ 8,877	
Gas	\$ 1,316		\$ 2,102	
Telephones	\$ 634		\$ 681	
Water	\$ 808	\$ 13,673	\$ 955	\$ 17,050
TOTAL EXPENDITURE		\$ 94,865		\$ 512,832
OPERATING SURPLUS / (DEFICIT)		\$ 26,480		\$ (2,074)

NORTH HEIDELBERG SPORTING CLUB INC.

**STATEMENT OF FINANCIAL POSITION
YEAR ENDED 30 SEPTEMBER**

	2020	TOTAL	2019	TOTAL
CURRENT ASSETS				
Bank	\$ 71,036		\$ 54,756	
Receivables	\$ 9,875		\$ 49,939	
Inventory	\$ 14,611		\$ 10,730	
Prepaid Expenditure	\$ -		\$ 10,000	
GST Refundable	\$ 2,193	<u>\$ 97,715</u>	\$ 5,299	<u>\$ 130,724</u>
NON-CURRENT ASSETS				
Plant & Equipment (Net)	\$ 45,944	<u>\$ 45,944</u>	\$ 32,262	<u>\$ 32,262</u>
TOTAL ASSETS		\$ 143,659		\$ 162,986
CURRENT LIABILITIES				
Creditors	\$ 18,500		\$ 49,246	
Prepaid Revenue	\$ 5,760		\$ 16,365	
Insurance Fund Reserve	\$ 4,801		\$ 4,801	
GST Payable	\$ 85	<u>\$ 29,146</u>	\$ 4,541	<u>\$ 74,953</u>
TOTAL LIABILITIES		\$ 29,146		\$ 74,953
TOTAL NET ASSETS		\$ 114,513		\$ 88,033
EQUITY				
Retained Earnings	\$ 88,033			
Current Year Earnings	\$ 26,480	<u>\$ 114,513</u>		

INDEPENDENT AUDIT REPORT

To the Executive Committee and Membership of the North Heidelberg Sporting Club Inc.

Scope

I have audited the financial report of the North Heidelberg Sporting Club Inc. for the year ended 30 September 2020 as set out on the attached income and expenditure statement and statement of financial position. The Executive Committee are responsible for the financial report. I have conducted an independent audit of the financial report in order to express an opinion to the Executive Committee and the club's membership.

My audit has been conducted in accordance to Auditing standards to provide reasonable assurance whether the report is free of material misstatement. My procedures included examination on a test basis of evidence supporting the amounts and disclosures in the financial report. These procedures have been undertaken to form an opinion on whether all material respects of the financial report are presented fairly in accordance with accounting standards and other mandatory professional reporting requirements in Australia so as to present a view which is consistent with my understanding of the North Heidelberg Sporting Club Inc's financial position and the results of its operations.

Audit Opinion

In my opinion, the financial report of the North Heidelberg Sporting Club Inc. provides a true and fair view of its financial performance for the year ended 30 September 2020



Patrick Fitzsimmons
CPA 1412077
North Heidelberg Sporting Club Inc. - Auditor

Dated of October 22 2020



BUSINESS SPONSORS & COTERIE CLUB 1000 MEMBERS

BUSINESS SPONSORS	
AC Consulting	Tekneek Print & Design
Arrow Recruitment	Regional Plumbing
Bendigo Community Bank Heidelberg & East Ivanhoe	Thornbury Osteopathy Clinic Bruce Cameron
Chadstone Toyota	All Sub Drilling
CSG Office Equipment	Northside Fire Protection
Max On Hardware	John Cummins Foundation
Ritchies IGA – Diamond Creek	Studd Corp
COTERIE CLUB 1000 MEMBERS	
Andrew Covelly	Rick Thompson
Andrew Culph Allscope Financial Services	Peter Mueller
Beau Dowell	Neil Dean
Claude Brown	Jimmy Brown
Dave Bartholomeusz	Phil Corvo
Elvis (Govic Property Maintenance)	Maria Pilens
Gary Massey	Eunice Sissing
Glen Nolan	Ian Haysom
Glenn Thorneycroft	Rusty Brown
Jenny & John McDonald	Ben Charles
Kane O'Brien	Warren Haysom
Ken Gillett	Login Systems
Kevin Elms Jnr	Cameron Harper
Marc Coombe	Nathan Heatley
Mark Berry	Ray Brown
Mark McLeod Allscope Financial Services	Gary Gardener
Mark Ryan	Bruce Macklin
Paul Hancock	Unlimited Bins
Ronnie Harvey	Stephen Miller
Shane Richmond SR Coolroom Construction	Keith McMillan (Club 500)
Troy Perichon	Peter Game (Club 500)
Jason Heatley	
Len Gillett	