



ANNUAL GENERAL MEETING 2019



PRESIDENT'S REPORT

Dear Member

The AGM of our Club is drawing near and thanks to you and the rest of the Ryde-Eastwood family we are again pleased to report a most satisfactory financial result considering the current financial climate. The club and retail industries, which are heavily reliant on disposable income, have both experienced a downturn. These details are in the CEO's report.

We continue to play a leading role in our community as well as setting a sound foundation for the future. The present Board knows that it may not be around "to get the pats on the backs" for our decisions for the future, but realises that we have been left a legacy that we must continue to grow. For this to transpire we will actively seek out and listen to expert opinion before deciding on any future direction for Ryde-Eastwood Leagues Club.

We keep at the forefront of our thinking the realisation that the income we derive from gaming activity may decrease in the future and for the club industry per se. It has been an extremely busy year, with Carl Pozzato appointed as new CEO and the appointment of new Operations Manager, Nicole Hendley. I am delighted at the progress the club has made, in particular our record donations to the local community and contributions made to others further afield, including the provision of relief for our drought-affected farmers. We are currently undergoing a revision of our management practices and I can assure you that the Board and Management are constantly working on a continual improvement service plan for all our members.

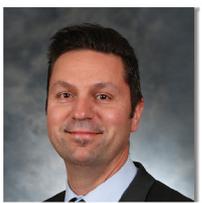
We have finished our major refurbishment of the club for the time being while we plan "your future" club. The Board has attended many functions this year to share with our community the assistance you, as members, have given us.

There are too many to mention individually but the drought relief for farmers, The Adam Gardiner Foundation, Care Flight, and Ryde and Westmead Hospitals have all been grateful recipients of our contributions and make up part of our total donations of more than \$750,000.

I cannot thank our staff enough. They are the faces you see around the club, and to see some of the camaraderie our staff have with members makes me proud to be part of the Ryde-Eastwood family. I thank also the management team who, with the aforementioned changes, has fresh perspective and critical thinking on how we can take our successful club to an even higher level. I assure all members that even though the club will have an extremely busy schedule ahead with the proposed adjacent laneway purchase, this progress will enable us to increase the footprint of our venue and restructure it as a 'club of the future'. We also continue to work with Council on the proposed Seniors Living development in Ryedale Road. However, while all this work continues we will always ensure that our current members are provided for.

Our investment in our future community has borne fruit already with our ERNA Premier League netball team winning their grand final, as well as our Sydney Shield Rugby League team winning their grand final. Good work and congratulations to the Fitness Edge for its sponsorship of both teams. I also congratulate Director John (Jack) King on his being awarded an OAM, and I wish thank all of my Board for their assistance throughout the year. But I especially thank you, the members, for your continual support and we wish you all a very merry Christmas and a joyous New Year. See you in the club.

James (Jim) McClymont
PRESIDENT



CHIEF EXECUTIVE OFFICER'S REPORT

Dear Member

It is a privilege to provide you with an update on the club's financial performance for the 2018/2019 financial year, as well as provide further insight into what we have achieved and the great plans moving into the New Year.

This year has been a challenging one in the club and entertainment industry as a whole. The club achieved a profit of \$3,888,014 after tax, which was a downturn from 2018. Although a decline in profit, we have seen stability in revenue and an increase in assets of over \$3.8 million. An EBITDA of \$6,361,558 puts the club in a strong financial position to plan for future growth and benefits to members.

The last financial year wrapped up the club's internal renovations including the completion of the gaming renovations that provides a comfortable modern environment for our patrons with added focus on service and presentation of product for all to enjoy. Modification and additions to the gym have included a new functional space area that has enabled the centre to run over 30 additional fitness classes for members of The Fitness Edge.

Early in the year we also finished the memorabilia area of the club, which is located across from the Coffee Club and up the main stairs to the Auditorium. This was a project of much passion with the story of the Leagues Club and the Football Club captured and told in a pictorial and written presentation going back through the years. It was made possible due to the dedicated work of recently retired general manager, Chris McCarthy, who gathered the history from members, past and present, and ensured all the great aspects of the club's history were captured and presented for all to see. I thank Chris for his work on this project, before and after his time at the club, and encourage members to stop by to view the walls and gain a better understanding of their club's rich heritage.

Current projects through the year continue with the Board and management team committed to ensuring the stability, success and future of the club. We want future members of the club and the community, as a whole, to enjoy all the club has to offer. Although delayed, we continue to work towards the seniors' housing project, which will create a community benefit through seniors' housing for current and future members. By the New Year, we hope to see the planning proposal back on the agenda with Ryde Council to finalise and move towards development applications. We are also closer to finalising the acquisition of Forster Lane with the aim to have it tabled and finalised at a Council meeting, which will progress to the next step of our planning process.

In recent months we have started preparing a more detailed master plan for the club sites and holdings that will capture the club's assets and deem how best to put forward a vision on what the club will represent for current and future members of the club and community. This involves actively seeking opportunities to work with local member groups, community members and community partners to maximise our offering.

We continue to review and work at our offering to members and guests to ensure that we meet all our members' needs, present and future. Our dining provision has grown with the bistro, dining room and Coffee Club all refreshing their offering to better meet customer expectations through enhanced product and service. We now have a wide range of contemporary product throughout our bars with a focus on creating a welcoming environment for all members. We have focussed on entertainment throughout the club with a great mix of shows and lounge artists for all to enjoy. We have also introduced new concepts including eSports tournaments for the preferred gamers, Sip n Strokes events for those budding artists as well as more group events.

As mentioned by the President, it is great to see some of our sponsored sports partners perform well this year and I congratulate ERNA Hawks Netball and Ryde-Eastwood Hawks on their grand final wins. They have both had a great association with the club and the community, always promoting great values in the community and to our members.

This year has been a rewarding one for the team at Ryde-Eastwood on many levels. I have been supported by a strong and committed management team who strive to deliver our vision through their support of staff while also supporting the ongoing respect and harmony of our members and guests. I thank all our staff for being key in creating a place at the heart of the community for all to enjoy and who every day continue to deliver the club's values in everything they do.

Ryde-Eastwood wishes all members and their families a happy and safe Christmas and a healthy and prosperous 2020. By providing a welcoming club with a great atmosphere, we trust that we can create great memories you can cherish for many years to come.

Carl Pozzato
CEO