

Chief Executive Officer Report

After another successful and eventful year, I'm happy to report that Inverell Sporties is travelling in a good direction, finishing the year in a strong financial position. We have had a total increase in our profit by more than 200% compared to last year, which is an incredible result! This is a result of a well-planned business diversification strategy which has been put in place by management. It was also made possible by the support of all staff, who do their best to make this Club a great place to visit!

There have been a few improvements to the Club over the past 12 months:- upgrade of the kitchen floor and ovens, installation of a new till system and our big screen TV being installed just to name a few. The introduction of our Tooheys Boat promotion seems to have been a great success with over 15,000 tickets being purchased, which has been a great result over the cooler months.

This year we have been met with more compliance, mostly revolved around Liquor and Gaming. You will notice changes to parts of the Club mainly due to these compliance acts that we need to constantly comply with.

Sporties have donated just under \$20,000 this year back into our community in the Club Grants scheme across a range of groups including- Prostate and Parkinson's local groups, plus various sporting teams with equipment, shirts and sponsorship.

Our membership has increased by another 700 people in the last financial year, giving us 4700 members, which is still a very strong membership for a Club of our size. To our staff from bar, greenkeeper, cleaners to management- thank you for your hard and loyal work over the past 12 months-it has not gone unnoticed! To Garry and his kitchen staff- thank you for your ongoing continuous work.

Well done to our Men's and Women's Bowling Committees who have come together as one unified Club and to those involved in making this happen. It's been a great step in the right direction for Bowls and Sporties.

To the Board of Directors- thank you for continuously putting your trust in our management team in what we are trying to achieve to make Sporties the place to be. It makes life much easier for all parties as we work together.

Finally, to the Members and Guests, we all thank you for your ongoing support. We wish you all a very Merry Christmas and a Happy New Year!

Damien Smith
CEO

