

CASINO GOLF CLUB LTD

Instituted 1905 | ABN 63 000 471 803 | PH 02 6662 1259
West Street | PO Box 106 | Casino NSW 2470



13 June 2019

2019 – 2020 Membership Fees and Update from General Manager

Dear Members,

Please find here within the 2019-2020 membership fees for Casino Golf Club. The fees were adopted at the last board meeting following much debate regarding changes to fee structures and categories. The board and management believe the attached structure will assist the club in moving forward into a positive position in the years to come.

Having arrived at the club following a series of loss-making years cumulating to the last financial year loss of circa \$300k, it was clear that significant change needed to occur at the club for the club to prosper in the future. Over the past 11 months we have set a course of change in key areas, these being:

- Strengthening direct marketing to customers
- Challenging and refreshing the culture from within the club
- Engagement with the local community
- Educating board and staff on the importance of their roles to the success of the club
- Stronger communication and direction for the club
- Enhanced reporting to understand clubs' position and building of a strategic direction

Understanding the financial position of the club, change has at times been slower than expected with funding and resources setbacks, however, I am confident we can continue at the current trajectory in the coming years to slowly build the club into a sustainable, financially strong and socially positive position.

Moving forward, there is a few items we need to address over the coming 12 months, firstly raising operating costs outside the clubs control and secondly a 5-year strategic plan.

In regards to operating costs, most significant is the increase in electricity bills over the past few years. Whilst at an operational level we are actively reducing the bills as best we can via limiting use of highly consuming devices and investigating opportunity to streamline areas of the operation, the largest single consumer of power at the club is the cart sheds. As a result, the fees will be increased by approx. \$2 per week per cart space to cover the spiralling supply costs. The other factor for the increased cart shed fees is for the club to pay down the debts still owed on the building of the last shed to free up financing for some larger projects.

In regards to the strategic plan, the board acknowledges that the absence of this has contributed to year on year losses culminating to the larger loss last financial year. Over the past 4 months, the board has had a series of workshops to form a basis of the plan moving forward and will continue to work on plans in the lead up to the next AGM. The strategic plan will address ageing infrastructure replacement, golf course improvements, membership growth, community engagement, income stream expansions, club management, on-going operations, budgets and financing, succession planning and board governance.

It has been acknowledged that golf fees need to be simplified and to address the lack of younger golfing members at the club. Please see below schedule for daily golf fees below. In coming years, it will be vital to the future of the club that junior & young adult golfers are increased, understanding we are competing with a number of other sports in the local area and at a national level the on-going movement away from Golf due to cost and lack of available social time for sports.

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| Fee Type | Amount |
|--|--------|
| Competition fee Adults – Tuesdays, Wednesdays, Thursdays & Saturdays (Golf Members, Affiliated Northern Rivers Clubs & Reciprocal Rights Clubs) | 20.00 |
| Junior Competition Fees - Wednesdays, Thursdays & Saturdays (Golf Members, Affiliated Northern Rivers Clubs & Reciprocal Rights Clubs) | 10.00 |
| Visitor Golf Competition Fee (all other clubs besides those listed above) | 35.00 |
| Social Golfer Members Fee Sundays & Daily Access after Competitions | 10.00 |
| Friday Morning Comp / Sunday Mixed Competition Fee | 10.00 |
| Social Non-Member 18 Holes | 35.00 |
| Social Non-Member 9 Holes | 20.00 |
| Junior and Full Member Social Golf / Practice | Free |
| Casual Golf Cart Course Access | 10.00 |

Subscription fees for Full Playing Members will remain the same this year. Social and Junior Golfers will have their fees adjusted, whilst an Intermediate 18 – 27 Years Full Playing Membership will be introduced. Sports membership will be removed. Annual Golf Cart Access fee will be enforced, whilst Men’s locker fees have been increased.

| Subscription Type | Fee |
|---|-------|
| Full Playing Member | \$410 |
| Social Golfer | \$80 |
| Junior Golfer (Under 18 years) | \$50 |
| Intermediate 18-27 Yrs | \$205 |
| Golf Cart Access Fee (carts kept offsite but access the course) | \$100 |
| Golf Cart Shed Hire (Includes Golf Cart Access Fee) | \$450 |
| Locker Fee | \$100 |
| Social Member (clubhouse) 1 year | \$5 |
| Social Member (clubhouse) 5 year | \$20 |

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All fees / subscriptions (including cart sheds) will fall due on June 30th 2019 (or as otherwise stated on your membership card). If a payment plan is required, members will be able to arrange payment via ZIP PAY. For more information on how it works please discuss with me or visit <https://zip.co/how-zip-works>. Members can also arrange a monthly direct deposit to our bank account via your bank, please again discuss with me for details. Only upfront payments can be accepted in person at the club due to administration constraints. Previous ½ yearly payments or adhoc cart shed payments will now need to be pre-arranged via an automated or upfront method.

We are pleased to announce that we are now releasing Corporate & Business Partners membership in 3 tiers - Gold \$2500, Silver \$2000 and Bronze \$1500. If you are interested in seeing how a partnership with your business may be of benefit to you, please get in contact with us to meet and discuss a customised plan for your business needs.

Through the course of this year's membership renewal we kindly ask that members provide their full details to ensure our databases are correct.

On behalf on the board, management and staff I welcome you to a new year at Casino Golf Club with lots of exciting and challenging times ahead. I appreciate your ongoing support for our club and your assistance in making the experience whilst at the club more enjoyable for members and patrons alike.

If you have any questions or concerns, please do not hesitate to contact me.

Kind Regards

A handwritten signature in blue ink, appearing to read 'A Porter', written in a cursive style.

Andrew Porter
General Manager
Casino Golf Club

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Membership Renewal 2019/2020

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Name Title First (Preferred) Last

Address

Phone Mobile Home Work

DOB Email

Occupation Employer

Emergency Contact Name Mobile

Membership Number

Social 1 Year Social (\$5) 5 Year Social (\$20) **Total Payable**

Golf (Annual fees) Full Golf Playing (\$410) Social Golfer (\$80) Intermediate Golf 18-27yrs (\$205)

Junior (\$50) Corporate Partner Gold \$2500 / Silver \$2000 / Bronze \$1500

Golf options Golf cart shed & course access (\$450) Golf cart course access only (\$100)

Locker Hire Mens (\$100)

Payment Method Please tick if you wish to use any account credit Amount

In Person - please pay at bar

Cash Cheque EFTPOS

Direct Deposit

ANZ BSB 082-506
A/C 51666 2953
Reference - Member ID and Last Name

Payment Plan - Please discuss with General Manager

ZIP PAY DIRECT DEPOSIT Reference Details

Members Signature

Date

| | | | | |
|-----------------|--|----------------|---------------------------|--|
| Office use only | | | Payment Received / Method | |
| | | Date Processed | Card Printed | |
| | | Signature | Entered in Flexinet | |