



CHAIRMAN'S REPORT

OPENING ADDRESS

Good evening to all of you who have been able to attend tonight's AGM. At the time of preparing my report Covid-19 restrictions only allowed a maximum of 50 people to attend an official gathering, at the same time. Using modern day technology, the following reports have been made available to all members to read and digest in their own time on our club's website – a first for our club:

CHAIRMAN'S REPORT

TREASURER'S REPORT

FINANCIAL RESULTS

Life has certainly changed and it is not business as usual. Our AGM, according to our constitution, must be held within 3 months after our financial year end, the 28/29th February each year. The corona virus has made this impossible and some months ago, I sent out a notice to this effect, announcing that our AGM would be postponed indefinitely. Having moved to lockdown level 3, it was agreed by your executive, that a combination of electronic and physical presence would be the best way to enable us to hold our clubs' AGM.

Without wishing to steal any of John's thunder, you will have seen from his report, and the financial statements, that we made a healthy profit for the last financial year, whilst spending a fair amount of cash on equipment repairs, new projects and revamps – more of which I shall comment on later in my report.

My report, therefore, covers two distinct periods. The first section covering all activities to the end of February 2020, which I have called **Normal Club Activities**, and the second section, called **Covid-19**.

NORMAL CLUB ACTIVITIES

KEY HIGHLIGHTS

The purpose of our club is to promote, grow and responsibly manage all sporting codes in which our club partakes, including bringing in new sporting codes.

The highlight of our year is, therefore, our clubs annual Sports Person of the Year awards evening. The past year was no exception and a very splendid evening was held in November. Our MC for the evening being Mark Heyink. He has offered his services year after year and I wish to thank him for giving up his time – he adds a professional touch to the proceedings.

My congratulations go to the category winners:

- Senior Sports person: J Van Rensburg Athletics – trophy presented by Wade Marshall
- Junior Sports person: Nic De Ascensao Baseball – trophy presented by Kurt Francis
- Club Member: Mark Hardman – trophy presented by Dieter Stapel

- Life Membership: Shaun Schwartz – trophy presented by Shaun Taylor

I would like to convey my thanks to Glenda for the hall preparations and to Marge for the fantastic dinner. The two combined to make this a memorable evening, with the help of some exceptional award winners. An evening like this makes one extremely proud to be a member of our club.

Our club was asked to host the annual Highland festival. This too, turned out to be most successful, and if you enjoy Scottish bagpipes and drums, this is not to be missed. It also did wonders for our bar turnover.

We were kept extremely busy as the reputation of our club being the place to go to, grew, both in sporting and of a fundraising nature:

JUNIOR HOCKEY TOURNAMENT – annual event

RYNFIELD PRIMARY SCHOOL - CROSS COUNTRY – a first for us

FAMILY FESTIVAL - Featuring Mango Groove, again a first for us and a resounding success

AFRIKAANS MUSIC FESTIVAL – also a first but not that successful and their music was way too loud.

JUNIOR RUGBY FESTIVAL – the first time this has been held at our club and to become an annual event.

APRICOT TREE FUNDRAISING – they have used our club before, but this time they tried a music festival on the baseball fields, which was not a success for them as the turnout did not materialise.

BRIDGE SA CHAMPIONSHIPS – we were proud to host this for the very first time.

ROWLIN GLOW RUN – annual event with exceptionally good weather this year and a great number of participants.

TOYRUN – again a highly successful event for us and the organisers. This also gives all the sub sections an opportunity to get to know one another a bit better. A huge thank you to our President, Craig Wittstock, who remains the driving force behind this and the main reason why it keeps on coming back.

SUB CLUB INTERACTION

In keeping with maintaining close contact with our sub sections, Rod, our club General Manager and I attended several sub club AGM's. I know that Rod also attended some that I could not make and I thank him for making the time for this.

Regular combined executive and sub club chairman meetings were held. This is the glue that joins the club together.

CLUB IMPROVEMENTS

For our club to grow, maintain and increase its sporting competitiveness, a major source of revenue, as shared by John Ansell in his report, is to grow our bar and food sales. This also enables the club to keep annual membership fee increases to a minimum. He has also been a strong proponent of the club being able to expenses most of these projects, as opposed to capitalising them. Put more simply, we have been generating sufficient cash to do the alterations, additions and repairs. I have taken the liberty to highlight some of these projects below.

Floodlights

At the last AGM you agreed that we advance the sum of R160K to the rugby section for it to put up flood lights around the two fields on the John Barrable side of the road. We exceeded this amount by approximately R40K, because council insisted that we utilise their contractors to do the electrical connection to the municipal box and for the installation of lightening protectors. It is worth noting that the rugby section had their own electrician who could have supplied this service for us at a fraction of the cost. This was not factored in when the initial budget was prepared which resulted in the additional expense.

The design of the pylons allows for several additional banks of lights that can still be added. When the full benefit of these lights will be apparent. .

Refurbishing of Changerooms & Canteen – JB Fields

A complete revamp of the above area was conducted as these buildings were in a bad state of disrepair. These are council buildings but the chances of council carrying out the necessary repairs is virtually nil. The total financial outlay for this was R140K.

I am pleased to advise that agreement with sub sections, Rugby, Soccer and Cricket has been reached to share the total financial outlay of both the above projects, with the main club taking up a small portion.

Upgrades & Maintenance

Some of the higher expense items undertaken were:

- The moving of the athletic sub sections office and utilising the vacated space for the installation of a Pizza Kitchen. There is a rental agreement in place with our caterers that includes a percentage of turn-over.
- The ladies bar was revamped and better use has been made of the space available by removing the middle wall but retaining the fireplace. The finishing touches, (including the removal of athletics and cricket honours boards) must still be agreed upon.
- A room that was used for storage for athletics equipment was converted into a new, larger meeting room, having lost the use of the original meeting room. This room interleads to the ladies' bar and has stacker doors leading onto the soccer/cricket main ground.
- Concreting certain areas underneath the grandstands and putting down paving in selected areas in and around the beer garden and in front of the changerooms.
- Installation of a small jungle gym for the under 12's to play on.
- Repairs to refrigeration
- Electrical work
- Additional CCTV cameras
- New motor for our ride-on lawn mower

There are more items but the ones above make up the bulk of the costs.

FUTURE & CURRENT PLANS

One of the key projects that is in process, is the electronic membership program. This is Dylan Coates's baby and I am sure that, all things being equal, he will have this ready by the end of the next financial year.

MANAGEMENT & STAFF

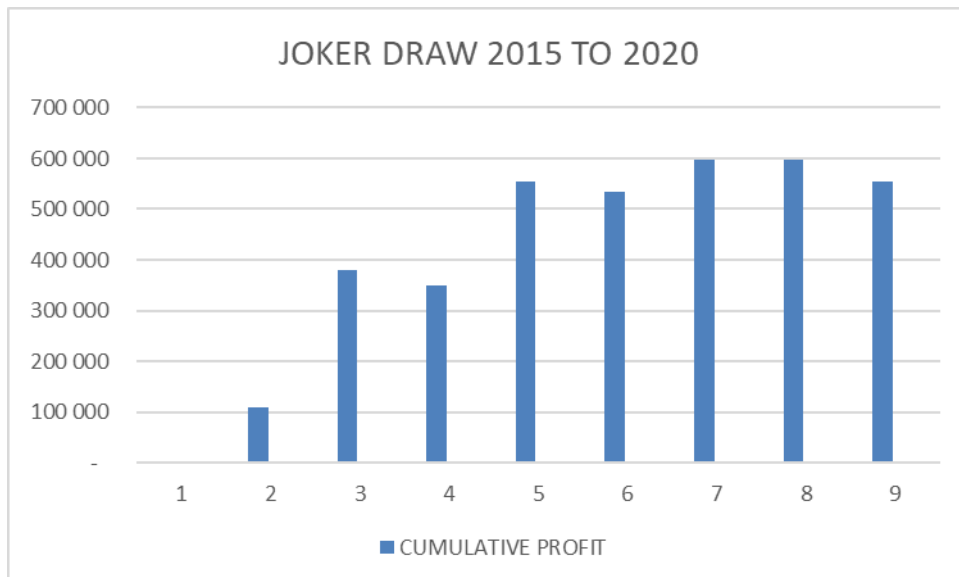
In a short, it will be difficult to explain how the club has grown over the past several years, without having a look at some trends. I have, therefore, decided to share some of the statistics with you. Firstly, one of the key

drivers of bringing in additional revenue, was the joker draw. Additional revenue brings with it – staff challenges, security problems and on some occasions, badly behaved members and guests – all extra pressures on our club’s management.

Joker Draw

When we found this fundraising idea at club called Old Selbornians in East London – incidentally one of their members found this at a bar in Indonesia when he was on a contract there – their club treasurer told us that it was not the intention to make money from the joker draw itself, but to get feet into the club, bums onto bar stools and chairs to attract existing and new members to the club and to keep them there for as long as possible.

We certainly did all these things, and more, including making a healthy return from the draw itself. If you look at the bar chart below, you will see that the first draw took place in 2015 when we broke even on the first draw. However, only in draws 4 and 6 did we have to hand back a bit of our accumulative profit. We are currently on draw 9 – suspended until we can open the club again – and the cumulative return, after paying out total winnings of R R1 295 822, is R550,000.



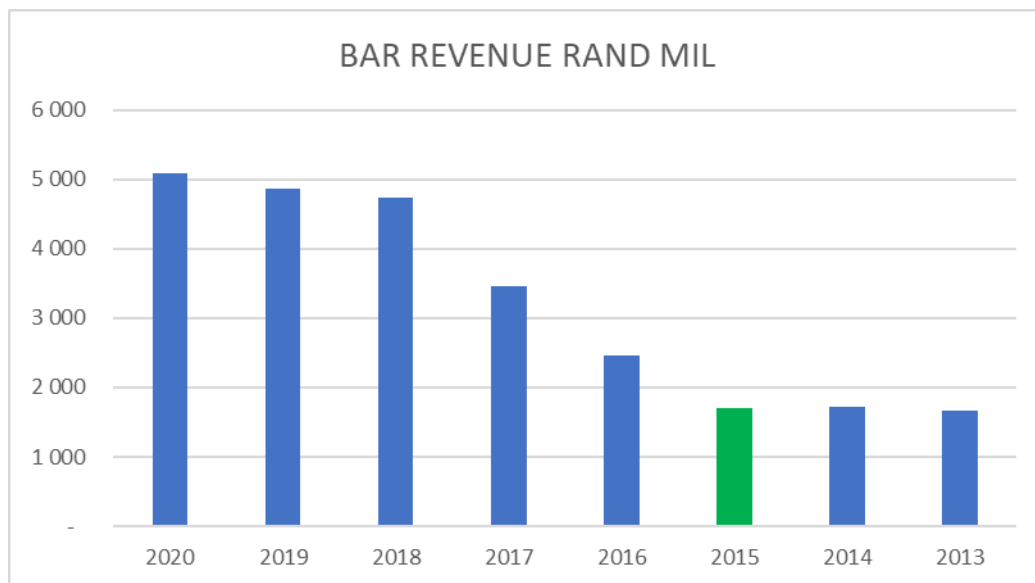
Bar Revenue

Secondly, as I have mentioned, the purpose of the joker draw is to bring members and guest to the club to relax and enjoy themselves, whilst spending their entertainment money at our club, rather than somewhere else.

The bar revenue chart below indicates precisely that we have achieved this goal:

The joker draw was started in 2015. Average bar turnover at this point was in the region of R1,8 mil. By 2017 it was R2,5 mil and in 2020, we surpassed the R5mil figure for the first time. It is going to be tough to show real growth in the future – once we are over covid-19. If we do not continually make our club the place of choice on the East Rand to play sport, relax and watch sport – and a safe place to bring our families, we will not achieve this objective. In addition our club must become the go-to venue for birthday parties for the young

and old, wedding anniversaries, wakes, memorials and other activities, many of which now do happen at our club.



To Rod, Glenda, Sheppard and Temba and the rest of the team, a heartfelt thanks for all the effort and time that you have all put in to making this happen. If there was a Chairman's Award, I would have no hesitation in awarding this to Sheppard. His attitude is unbelievable and nothing is too much for this man. He does also have a most loyal and supportive team under him, so a big thank you to them too.

COMMITTEE

I wish to thank all the committee members for unselfishly giving up their time to attend monthly executive meetings and additional time that each one of them spent fulfilling their own portfolio. To give you all a clearer picture, I have pleasure in detailing below their individual key responsibilities:

Craig Wittstock - President and Toyrun Champion, plus he is leading the hockey astro turf project.

Emma Da Silva – Vice Chairperson, plus Club Scorecard & Communication Matrix

John Ansell – Treasurer – also the Chairman of Athletics

Ted Jarvis – Council liaison & SPOTY adjudicator

Alan Knight – Legal and Disciplinary

Rod Farrell – Security - also the Chairman of Soccer

Kerryn King – Marketing & Communication

Dylan Coates – IT and Electronic Membership – also the Chairman of Cricket

I would also like to thank Andrew Dudley & Adele David, who stood down earlier in the year, and to Rod Farrell who has decided to stand down. Their input has been invaluable and the club owes them a huge thank you.

COVID-19

We are told that once in every 100 years, the world is struck by a mysterious virus. We are the unfortunate people who have had to live through Covid-19, and there is no end in sight as I prepare this report.

This virus has affected everyone in the world and we here in Benoni, are no exception. Our fantastic club has become a ghost town – no shouts, no sounds, no smells of deep heat, no sounds of footsteps pounding the road, no sounds of ball hitting bat, just deathly silence.

We are fortunate in that three of our staff live on site. They have managed to keep the buildings and grounds in a good state and I thank them for this. Brian Buys has also obtained the use of the council tractor and has kept the fields on the John Barrable side mowed. I drove passed in June and saw him on the tractor, the wind was howling. It was cold and I thought, rather him than me. So, to Brian, a big thank you too.

We have also had to cut costs wherever possible. Meetings were held last Thursday with all staff, barring three who were out of the province. My thanks go to Deon Breedt who managed this entire process on behalf of the executive committee, and to Barry Gormley, who was available via Zoom, as he was under self-quarantine, to provide the complicated UIF projections. This was an unenviable task professionally performed and both Deon and Barry reported that it went off well.

Deon will be sending their recommendations to the executive for final decisions to be agreed and implemented.

Finally, I would like to thank each and every person who managed to donate to the staff fund. This money will be divided equally amongst our staff and they are most appreciative of this. We are still not out of the woods, so please continue to donate if you can afford to do so.

In conclusion, as this is my last Chairman's report, having decided to stand down after 5 years on the executive committee, I would like to wish my successor all the best and to the committee too. I will be watching our wonderful club continue to grow, once we are out of the Covid-19 shackles.

Benoni Northern Sport Club is a place to be extremely proud of.

I now move for the adoption of my report.

Laurence