



2017 ANNUAL REPORT

INTRODUCTION

GOLF WESTERN AUSTRALIA (INC)

2017

CHAIRMAN

Greg Higham

BOARD OF DIRECTORS

Ian Crockett

Justin Davies

Gemma Felton

Ernie Kay

Jenni Ker

Bruce Larson

GOLF MANAGEMENT COMMITTEE

Alison Lang (Chair)

Lawrie Bennett

Shonna Gobby

Di Monk

Jonathan Nassim

Damien Todorovic

CHIEF EXECUTIVE

Gary Thomas

AUDITOR

Harold G Shrigley & Associates

NOTICE OF MEETING

The 8th Annual General Meeting of Golf Western Australia (Inc) will be held at Royal Perth Golf Club at 7.00 p.m. on Tuesday 6th March, 2018

AGENDA

1. Apologies
2. Previous Minutes
3. Confirmation of the Minutes of the Annual General Meeting held on 7th March, 2017
4. Business Arising
5. To receive and if thought fit, adopt the Annual Report and Statement of Accounts for the year ended 31st December 2017.
6. Notice of Motion

5.1 Special Resolution 1

That the Delegates consider, and if thought fit, pass the following Resolution:

“The Board of Directors recommends that Mr Max Hannah be appointed as a Life Member of Golf Western Australia Inc”.

7. Election of three Directors to the Board of Golf Western Australia
8. General Business



Gary Thomas
Chief Executive
February 5, 2018

CHAIRMAN'S REPORT

It is my pleasure to present the Chairman's Report for 2017, in which I will summarise what has, overall, been another successful year for GolfWA in particular and the game of golf generally in Western Australia.

There were a number of highlights for me in 2017 - indicators of success in a number of our initiatives – and these will take us into the future with confidence.

The expansion of our Club Health initiative through the inclusion of our Regional Club Support Officers to the Golf WA Team and the introduction of the Buddy Club system will continue to pay dividends in the Regions and forge stronger and mutually beneficial relationships between our Country and Metropolitan Clubs.

The WA Golf Foundation also had another successful year, providing funding (largely through the generosity of Members at our Metropolitan Clubs via the "Will You Chip In" Program) to 23 successful game development programs, to the value of approximately \$80,000.

These programs have been based far and wide across Western Australia, in Schools, Communities, Clubs, Districts and at our numerous Public Access golf courses.

Although we have seen a slight decline in Golf Club membership numbers (but a slight increase in overall participation) in golf in WA (in line with the rest of Australia), our finances remain strong and well managed and we have seen further growth in our game development participation programs, through both the MYGolf in Schools Program (presented by Smarter than Smoking) and active MYGolf centres at Affiliated Clubs and other golfing facilities.

During the year we have seen some outstanding performances from our leading amateur players - both Junior and Senior – with the highlight for me being the win by the Junior Boys under Captain Fred Lee in the Interstate Series and this was made particularly memorable by the fact that it was our Boys' first win in this event since 2000. Some promising

results for some of our recently-turned young professionals in Curtis Luck and Hannah Green - who won the Symetra Tour Rookie of the Year - was also satisfying news for us at Golf WA.

Full reports on all areas of activity are presented throughout this Annual Report.

Golf WA Board

The Annual General Meeting in March resulted in the election of myself as Chairman and the re-election of Jenni Ker, Justin Davies and Ian Crockett, all for two year terms. In addition Ernie Kay was appointed to fill a casual vacancy created by myself being elected to the vacant Chairman's position.

The Chairman's position became vacant following the resignation of Max Hannah after nearly 40 years of service to Golf in WA. Max has been our Chairman since the amalgamation of the Women's and Men's governing bodies in 2011 and will be well remembered for his outstanding work with Di Tomlin in driving



Klaus Fast, Eric Watterson (Callaway), Fred Lee and Abbie Teasdale

CHAIRMAN'S REPORT

the successful amalgamation and subsequently as Chairman through to the 2017 AGM. For me personally, Max has been an outstanding mentor and advisor and a font of knowledge regarding much of what has happened in golf administration in both WA and Australia since the 1980's. There are few people involved in golf administration who are unknown to Max and tapping into this intelligence has been invaluable. He will be greatly missed from Golf WA of course but we know he and Frances will be enjoying a long-awaited retirement without golf being in the front of mind!

Despite Max's departure, the Board of Golf WA remains well balanced, committed and dedicated to the current Strategic Plan. The Strategic Plan expired this year and we are excited about the prospect of renewal of this vital Board tool sometime in 2018. The Board very much appreciates the continued support of our Member Clubs and Districts (through their Golf WA delegates) and we are firmly of the view that this support has contributed significantly to the stability of this current Board.

Our Chief Executive Gary Thomas is an inspiring man to work with and his service to GolfWA, his support to the Board and his leadership to our staff has again been outstanding.

Some of our key staff members, who have unquestionably grown their skills and workplace value under Gary's excellent tutelage, have moved on to even greater opportunities in late 2017, leaving him with some challenges in replacing them in the Team. Without exception, each of them have expressed their gratitude for their experience under Gary at Golf WA and without exception, each have gone to greater challenges fortified with the improved skills gained from their time with our organisation.

Gary's breakdown of Golf WA's finances, staffing and other executive matters is contained elsewhere in this report.

Golf Management Committee

The 2017 GMC was again chaired by Alison Lang, who was ably supported by Shonna Gobby (High Performance), Damien Todorovic

(Events & Tournaments), Di Monk (Technical Services), Lawrie Bennett (Game Development) and Jonathan Nassim (Rules and Amateur Status). Again, this stable group of dedicated volunteers made a significant contribution to the game at a State level.

It is again very pleasing to note the growing number of qualified rules officials coming through the GolfWA system where structured training is available for those interested in this aspect of the game. We thank this group of volunteers, not only for their contribution to our program of State events, but to their commitment to travel and officiate at a National level. Of significance in 2017 was the number of Rules Seminars conducted at Club level. It is always pleasing to know that there are plenty of golfers in our Clubs who want to improve their knowledge of the complex of the rules of our great game!

There is a full report on the role and activities of the GMC later in this report.

Marketing and Sponsorship

This area continues to be a priority as the Board continues to explore how best to present our sport to the wider public in order to achieve our Strategic Objective of "More Golfers, Stronger Clubs". In a tight economic climate, this is a challenging task for all sports and 2017 was no exception for Golf WA.

Notwithstanding this, I can report that, including the WA Open, some \$184,000 was contributed to our game by the corporate sector and other donors during 2017. This is a pleasing result and we acknowledge both our Marketing and WA Open Committees for their ongoing enthusiasm and efforts.



2017 Junior Interstate team

CHAIRMAN'S REPORT

We also note and appreciate that Healthway provided ongoing financial support of \$85,000 during the year to underpin the cost of many of our essential programs and events and the Government through the Department of Local Government, Sport and Cultural Industries continues to support our body with \$160,000 of Annual and other funding.

Honours Committee

In 2017 we were again fortunate to have the collective wisdom of Kay Lane and Brian O'Meara in the area of golf honours. Their thorough and painstaking research resulted in formal recognition of a number of leading players, coaches and officials.

Due to a change of date from its traditional December date to February, the RAC WA Sports Star awards were not held in 2017. Golf WA has a number of nominees for these awards, which will be announced on February 8, 2018.

Results of our High Performance athletes will be acknowledged in detail in the Golf Management Committee report elsewhere in this Annual Report but two highlights for me were success of the Boys Interstate Series Team and Fred Lee being selected in the inaugural Junior Presidents Cup.

Western Australian Golf Foundation

The Board of Trustees for 2017 was Ian Crockett (Chairman) and Jenni Ker (GolfWA), Kim Felton and Mostyn Farmer (PGA) and our CEO Gary Thomas. My thanks go to Ian for his continuing sage guidance of this most valuable Foundation.

A full report on the fund raising and game development programs supported by the WAGF during the



WA Open winner Stephen Leaney with Terry Gale

year is presented elsewhere in this Annual Report.

Again, appreciation is extended to all those Clubs and individual members who participated in the Will You Chip In program to make the work of the Foundation possible, and to the Western Australian Golf Club for hosting the annual WAGF Golf Day again in 2017.

Western Australian Open

The Nexus Risk TSA Group WA Open was hosted by Royal Perth Golf Club in 2017 and was won by Stephen Leaney. This was Stephen's 6th win in the event, elevating him to top of the ladder with the WA Golf Hall of Fame member Terry Gale. A former US Open Runner up, Stephen commented in his most gracious acceptance speech that wins had been so hard to come by for him in recent years that this was the first tournament his 9 year old daughter had witnessed him win!

The presentation of the golf course and hospitality of the host club was a credit to all at Royal Perth, particularly the volunteers who, as

always, turned up in great number and did a fantastic job.

Particular credit in challenging economic times must go to our co-naming rights sponsors Nexus Risk Services (ninth year) and TSA Group (third year) for their ongoing support of the event. Although we also continued to receive generous assistance from some new and some very loyal supporting sponsors and donors, the 2017 event did run at a loss. Despite this, the event was lauded by many as "the best in 20 years".

Appreciation is extended to Bruce Larson as Chairman of the WA Open Committee and his enthusiastic group of committee members for a job very well done.

The WA Open will be hosted in October 2018 by the Mt Lawley Golf Club and we look forward to another excellent event.

Golf Australia – OneGolf

Again in 2017, substantial discussions continued with Golf Australia on their proposed Unitary Model governance

CHAIRMAN'S REPORT

structure – commonly referred to as “OneGolf”. As previously advised OneGolf seeks to allow Golf Australia to take control of the financial and operational management of golf throughout Australia (including Western Australia) from its office in Melbourne. The staff of Golf WA would become Golf Australia employees and the role of the GolfWA Board would be significantly diluted.

Whilst Golf WA is fully in favour of the principles of aligned behaviour in key areas such as Game Development, High Performance, Club Health and Sponsorship, at this stage this Board remains materially unconvinced that the OneGolf model as presented with its proposed structural change would be in the best interests of the game in Western Australia. Golf Australia has been provided with formal notification of this position.

The GolfWA Board will only make recommendations to its Members for amendment to the existing governance model when it is convinced that our Members – the Golf Clubs of Western Australia - and the game itself will be permanently better off overall from such amendment.

Golf Australia have also advised of continuing dialogue with the Professional Golfers Association of Australia regarding the possibility of future unification of the amateur and professional bodies.

Volunteers & Staff

The role of Chairman of any Board can be onerous, difficult, fulfilling and time consuming all at once and that of the Chairman of Golf WA is no different. However, as a not-for-profit entity, this Board is blessed to have the support of many people

who volunteer their precious time in the interests of the great game of golf and all of this reduces the load on the Board, its Chairman and its Staff.

For me personally, in my first year in the Chairman's role, this support has been immensely valued. On that note therefore, I convey a personal vote of appreciation to my colleagues on the GolfWA Board, members of the Golf Management Committee and various subcommittees, and every member of staff, for their support and their ongoing dedication and professionalism. 2017, like the years before it, was another year of tireless hard work by our Golf WA Team and of achievement for GolfWA and the Game in Western Australia. Thank you one and all.

We trust the involvement of our vast array of volunteers and our Staff has been enjoyable and fulfilling and that they will remain involved with

GolfWA for many years to come.

2017 has been a challenging year with tight economic times and pressures on the take-up of golf throughout Australia. Golf WA has, on behalf of all of its Member Clubs, been able to rise to the challenge and we trust this will be the same in 2018. We look forward to your continued support as we promote both our own and Golf Australia's Game Development, Club Health and other programs and initiatives and we trust that we will continue to deliver value for this support. Golf WA will always welcome constructive feedback and we ask that you continue to provide this any time.

Happy golfing in 2018.



Greg Higham
Chairman



Kirsten Rudgeley & Min Woo Lee - 2017 WA Amateur Champions

GOLF MANAGEMENT COMMITTEE REPORT

The Golf Management Committee (GMC), whose role is to contribute to matters relating to golf operations and liaise with relevant GolfWA staff, met formally six (6) times in 2017 and made many out of meeting decisions by teleconference or email. Also present at the meetings were GolfWA Board Chairman Greg Higham and GolfWA staff – Gary Thomas and Neil Goddard.

In addition to input at meetings GMC members have willingly represented GolfWA at numerous trophy presentations and functions, invitational golf tournaments, Captain's and Junior Forum meetings and as rules officials, including pennants, WA Amateur, WA Open and the Australian Open.

During the year the GMC has endorsed representative teams and appointed State Team Managers, resolved course ratings issues, dealt with disciplinary matters through GolfWA's Member Protection Policy, urged Club input into proposed rules

changes and provided feedback to Golf Australia regarding the World Handicapping System, selected courses for GolfWA events, applied current Pennant policy, made motorised transport exemptions, reviewed the existing Caddie Policy and responded to feedback or concerns regarding golf operations.

Members of the GMC are a diverse group with a complementary skillset but all share a common passion for golf. The collective talents and enthusiasm of the GMC support the GolfWA staff in promoting golfing events, programs and providing technical support for Clubs, Districts and individuals. The GMC has two (2) nationally accredited Rules Officials in Damien Todorovic and Jonathan Nassim.

In 2017 the GMC analysed a report prepared by staff showing details of GolfWA tournaments including eligibility criteria and entry numbers over time. The report showed most golfers regardless of gender, age,

home Club type and handicap range were eligible to enter one or more tournaments. It was clear there were more events for women as most tournaments previously run by Women's Golf WA have been retained.

Only the Bowra and O'Dea Women's Classic and Amateur Championship of Western Australia have experienced an increase in entry numbers. Unfortunately, the GolfWA Challenge (formerly the GolfBox Challenge) numbers had declined by more than 50%. As a consequence this event will not be conducted in 2018 and the possibility of it being replaced with a mixed event is being investigated. GolfWA will increase the promotion and encourage participation in all GolfWA tournaments and is still working on a Public Club Championship.

The GMC floated the idea of forming a Junior Council as a means of actively promoting junior participation and Club membership. Responses



Mount Lawley Golf Club - 2017 Women's Pennant Champions

GOLF MANAGEMENT COMMITTEE REPORT

from Clubs were lukewarm and it was decided that the annual Development Forum conducted during the July school holidays met Clubs' needs.

Members of the GMC are allocated a portfolio depending on their interest, experience and expertise. The areas of responsibility for the GMC include Handicapping & Course Rating, High Performance, Rules & Amateur Status, Events & Tournaments and Game Development.

Handicapping & Course Rating (Di Monk)

To maintain currency and expertise Di Monk and Neil Goddard attended a three day annual course rating seminar conducted by Golf Australia at Joondalup Country Club.

Armadale and Walpole courses were re-rated due to significant changes to their respective courses with partial re-rates of Lake Karrinyup Country

Club, Gosnells Golf Club, Hamersley, Hillview and Wembley golf courses due to their renovations or less significant changes. Additionally shorter tees were implemented at Mount Lawley Golf Club which required a separate rating to be completed.

High Performance (Shonna Gobby)

The Subcommittee consisted of Shonna, Alison Eather, Barry Price, Matt Nelson and the Golf Operations Manager, with input from High Performance personnel and coaches. The role of the HP Subcommittee is to provide strategic direction to High Performance in WA, as well as the appointment of positions integral to High Performance in WA. Additionally the committee provides recommendations for State coaching roles and representative players for interstate events to the GMC and Board for endorsement. The HP Subcommittee met on a quarterly basis, prior to GMC meetings.

As evidence of the success of GolfWA's High Performance programs, Curtis Luck achieved the #1 World Amateur Ranking in March 2017 and turned professional in April after making the 36 hole cut at the US Masters. Former GolfWA High Performance athletes Minjee Lee and Brady Watt also previously achieved that ranking.

To ensure continuous improvement, targets have been raised to benchmarks for High Performance tiers and current athletes have been advised of the changes and given six months to achieve the new levels.

With the assistance of golf historian Kay Briggs, the HP Subcommittee has identified all past State representatives with the intention of acknowledging them at a media event in 2018.

Some better performing individual player highlights follow:-

ATHLETE	MAJOR WINS	SIGNIFICANT ACHIEVEMENTS
Min Woo Lee	Amateur Champion of WA	Finalist Australian Amateur Runner – up Sahalee Players 6th Victorian Open (Tier 1 PGATA) Ranked 20th in WAGR at EOY
Curtis Luck	N/A	Made cut at US Masters Secured Web.com Tour status
Haydn Barron	Mandurah Amateur Open The Open Regional Qualifying	Qualified for Australian Open
Kirsten Rudgeley	Amateur Champion of WA	3rd Elvie Whiteside (Tasmania) 3rd Bowra O'Dea 72 Hole
Ben Ferguson	N/A	Runner up St Andrews Links Trophy Medallist Amateur Championship of WA Runner up Mandurah Amateur Open
Josh Greer	Junior Amateur Champion of WA	Runner up Victorian Junior Boy's Runner up Scottish U/18 and U/16

GOLF MANAGEMENT COMMITTEE REPORT

The State Junior Boys' Team also were crowned Junior Interstate Series Champions in New South Wales. Fred Lee captained the team, with Tony McSkimming coaching the team. Both Fred and Tony led the team by example, with the team displaying the values that GolfWA expect of a winning team. Training was focused on executing critical skills under pressure and building a culture that breeds growth, both in a team and individual sense. Future training briefs have echoed this.

Rules and Amateur Status (Jonathan Nassim)

A total of seven Introductory Rules Seminars and one Club level Rules course at seven Metropolitan Clubs and one Country Club (Capel) were conducted throughout 2017.

During 2017 all Clubs have received an invitation from GolfWA offering rules course options. The GMC continues to urge Clubs to encourage as many golfers as possible to complete, as a minimum, an informal rules seminar and at least one club member undertaking State Rules Accreditation.

Events & Tournaments (Damien Todorovic)

Pennants were conducted in 2017 in a format unchanged from 2016. Feedback from the promised pennant review was inconclusive and has resulted in no changes to the 2018 format.

The following is a list of major tournaments conducted by GolfWA throughout 2017 showing the

results of each event. All of these tournaments were hosted by Affiliated Clubs and their continued support is appreciated.

Game Development (Lawrie Bennett)

MyGolf, Golf Australia's national junior golf introductory program has 39 active centres in WA and attracted 729 participants since July 2017, which has us on target to have 1600 participants for the financial year 17-18. In July the \$7 fee per participant was removed from the program which has seen a positive uptake from centres to activate and register their participants.

MyGolf in schools saw GolfWA staff visit 102 schools across WA with 7,866 students participating and

TOURNAMENT	VENUE	WINNERS	RUNNER(S) UP
WA Open Championship	Royal Perth	Stephen Leaney	Callan O'Reilly (NSW)
WA Women's Amateur	Gosnells	Kirsten Rudgeley	Kathryn Norris
WA Women's Amateur Medal	Gosnells	Maddison Hinson-Tolchard	Montana Strauss (VIC)
WA Men's Amateur	Gosnells	Min Woo Lee	Adam Hatch
WA Men's Amateur Medal	Gosnells	Ben Ferguson	Jack Murdoch (QLD)
WA Women's 72 Hole Strokeplay	Lake Karrinyup	Rebecca Kay (QLD)	Montana Strauss (VIC)
Ivie Temperley Consistency (Stroke Averages)	N/A	Kirsten Rudgeley	Kathryn Norris
Paxton Averages	N/A	Min Woo Lee	Kiran Day
WA Junior Girl's Amateur	Cottesloe	Kathryn Norris	Kirsten Rudgeley
WA Junior Boy's Amateur	Cottesloe	Joshua Greer	Jose De Sousa
WA Men's Senior Amateur	Wanneroo	John Banting	Trevor Hughes
WA Women's Senior Amateur	Wanneroo	Janine Northrop	Sharon Dawson
WA Women's Amateur Foursomes	Mount Lawley	Jennifer Herbst Georgia Garner-Dart	Sasha Hofman Grace Cheetham
WA Men's Amateur Foursomes	Mount Lawley	Joshua Greer Connor McKinney	Zane Lewis Reuben Darch
Women's Regional Seniors	Kalgoorlie	Marilyn Rothnie	Lyn Dellar
Women's Provincial	Goomalling	Melissa Luk	Louise McCarley
WA State Sand Greens	Brookton	Ryan Sheridan	Adam Davey
Men's Country Foursomes	Melville Glades	Greg Golinski Danny Ennor	Michael Stirk Evan Sewell
Men's Country Champion	Kwinana	David Lawler	Gillam Jones
Women's Country Week Bronze	Kwinana Royal Perth	Peta Tearle	Lesley Owen
Women's Country Week Silver	Kwinana Royal Perth	Marion Fraser	Kerry Borgas

GOLF MANAGEMENT COMMITTEE REPORT

having their first taste of golf in a modified environment. Over 2,800 of these participants were from the nine regional areas visited in 2017 which included Kalgoorlie, Pilbara and Great Southern to name a few.

GolfWA conducted 17 events with the Smarter than Smoking GolfWA Junior Tour events which attracted over 200 young golfers aged 12 and under. These players enjoyed many of WA's top courses playing across four divisions. In 2017 GolfWA expanded the format of the events by introducing a 9 hole Tiger Tee division which was very well received.

The GolfWA Smarter than Smoking SNAG at the Show interactive display at the Royal Show saw over 5,000 show bags given away to participants and more than 600 expressions of interest in golf obtained. The display was run by GolfWA staff

with appreciated support from available High Performance athletes, Como Academy students and 2 PGA members.

GolfWA continues to support Swing Fit, Golf Australia's program for introducing women to golf. We currently have three active centres in WA with almost 60 women having participated in Swing Fit this financial year.

Conclusion

The GMC acknowledges and farewells Matt Nelson (High Performance) and Amber Shaw (Office Administration) who have provided much appreciated support to the GMC. Further reference to their contribution is acknowledged in the Chief Executive's Report.

The GMC subcommittees worked more efficiently due to the

contribution made by GolfWA staff, Danielle Crane (Events & Championship Coordinator), Billie May (Game Development Coordinator) and Jordan McSkimming (Development Officer).

Thank you also to Greg Higham, Gary Thomas, Neil Goddard, fellow GMC colleagues and all GolfWA staff for their invaluable support, input and good humour throughout the year. It has been most enjoyable working with the dedicated and committed group of volunteers that makes up the Golf Management Committee.



Alison Lang
Chair - Golf Management Committee



Smarter than Smoking MyGolf Junior Tour

CHIEF EXECUTIVE REPORT



Drummond Golf Country Week Canadian Foursomes Sand Green Winners Sussanne Greave & Jill Holmes with sponsors David and Sara Breen

Strategic Plan

As referenced in last year's Annual Report, the 2014-2017 Strategic Plan is the driver of our operations with a continual focus on our purpose of "More Golfers, Stronger Clubs" and the subsequent Strategic Goals of:-

- More Golfers
- More Rounds
- More Members

There is no question that the landscape of club membership is changing and whilst some Clubs are fortunate to be able to retain "traditional models", many Clubs are investigating newer ways in which to attract and retain members – and some have had considerable immediate success. 2017 was again a challenging year in terms of overall membership with a significant decrease of 2.6% (further commentary is given later in this report) yet club competition rounds from the latest Golf Australia report in mid-2017 showed the number of rounds being played by members, as measured by Golf link, continue to increase.

In addressing each of the above goals, whilst information regarding

rounds played and membership numbers is readily available, the lack of data relating to non-competition rounds, either at Affiliated Clubs or public access facilities, and of juniors enrolled in a range of coaching programs conducted by Clubs who have not graduated to club membership, needs to be addressed in order to gain a far better picture of the number and demographic of people who play the game.

The current Strategic Plan has now finished and preliminary work has commenced on a new plan. Following the Annual General Meeting, the Board together with key volunteers and staff shall come together to finalise GolfWA's next Strategic Plan, which clearly will be a crucial document.

Club Health

In terms of achieving our objective of "More Golfers, Stronger Clubs" the critical driver of Club Health remained a priority in 2017. As mentioned in the 2016 Annual Report, we appointed two part-time Regional Club Support Officers last year in Barry Price and Matt Woods, whose role is to meet with Country Clubs and discuss key issues

and concerns and to deliver Golf Australia's Club Support Program. Another key element of their support this year has been guiding Clubs through the requirements of the Associations Incorporation Act 2015 that came into effect mid-2016. Clubs who have not addressed these new requirements are encouraged to do so sooner rather than later as all Rules must be amended to comply with new laws by 1 July 2019.

Barry and Matt visited 25 Clubs for the first time in 2017 whilst also re-visiting another 30 that the Club Health Advisory Committee had met with in 2015 & 2016. There is no doubt that the work that these two are conducting is proving very beneficial to regional Clubs, who are in the main in healthy financial positions but face significant challenges in retaining and attracting new members, particularly those in the north west and inland Clubs.

As mentioned by the Chairman, we see the Buddy Club Program as a vital tool in growing relationships between Country and Metropolitan Clubs and the benefits that can potentially flow from those relationships. It is pleasing to note that most of the Metropolitan Clubs have made initial contact with their regional Buddy Clubs and we are already seeing Clubs assisting others through advice on a range of matters, lending of equipment as well as conducting interclub visits.

Commercial

GolfWA continues to have great support from long standing Government and corporate partners. To our major partners the Department of Local Government, Sport & Cultural Industries and Healthway I extend our sincere appreciation. I also extend the same appreciation to our major corporate

CHIEF EXECUTIVE REPORT

sponsors Nexus Risk Services, TSA Group, Aglime of Australia, Bowra & O’Dea, Callaway, Drummond Golf and Travel Tree and to those sponsors of the WA Open, including our host Clubs Cottesloe, Mount Lawley, Royal Fremantle, Royal Perth and The Western Australian Golf Clubs.

Membership

Below is a table showing the number of members of Clubs affiliated with GolfWA in 2017 with a comparison to the three previous years. The table also shows the number of Affiliated Clubs.

As mentioned earlier, total playing

membership of our Affiliated Clubs decreased this year by 2.6% which follows decreases of 0.4 and 0.7% in the previous two years. A summary of the changes are as follows:-

- Metropolitan, Suburban and Country membership numbers declined by 4.2, 5.5 and 3.8% respectively.
- Public Course membership increased by 4.9%, with 8 new Clubs becoming affiliated with GolfWA.
- Total Male Membership declined by 638 (2.4%) whilst Female Membership decreased by 213 (3.0%).

- Further to the above, Metropolitan male membership decreased by 542 (4.2%), Metropolitan female membership by 138 (4.4%), Country male membership by 345 (4.0%) and Country female membership by 90 (3.3%).
- Regionally, the areas (as defined by the DLGS&CI) that suffered the greatest decreases were the Goldfields/Esperance (11%), Kimberley and Mid-West (8%) and the Pilbara (7%), whilst the Wheatbelt, Great Southern and South West reported decreases of 1-2%.

Number of Clubs

	METROPOLITAN	SUBURBAN	COUNTRY	PUBLIC	TOTAL
2014	23	1	171	104	299
2015	23	1	168	118	310
2016	23	1	166	118	308
2017	23	1	166	126	316

Membership Numbers

2014 Male	13,324	157	8,830	3,958	26,269
2014 Female	3,227	22	2,851	1,202	7,302
2014 Total	16,551	179	11,681	5,160	33,571

2015 Male	13,150	146	8,631	4,382	26,309
2015 Female	3,132	29	2,724	1,245	7,130
2015 Total	16,282	175	11,355	5,627	33,439

2016 Male	12,889	152	8,670	4,345	26,056
2016 Female	3,165	29	2,700	1,248	7,142
2016 Total	16,054	181	11,370	5,593	33,198

2017 Male	12,347	144	8,325	4,602	25,418
2017 Female	3,027	27	2,610	1,265	6,929
2017 Total	15,374	171	10,935	5,867	32,347

CHIEF EXECUTIVE REPORT

Western Australian Golf Foundation

In 2017 a further 23 programs had funding applications approved, bringing the total number of approved funded programs to 78 since the Foundation's inception with total funding pledged of just over \$350,000. Of the 78 programs, the split is 50/50 between metropolitan and regional based programs.

The vast majority of these programs are aimed at the beginner golfer, particularly female programs, and whilst the above report shows decreases in membership numbers that are of concern, there have been significant successes such as the Women's programs conducted in the Lower Great Southern and Bruce Rock where we have seen a transition from such programs into club membership. There also continues to be an increase in programs for those with disability including Mark Tibbles' Ready Steady Golf attracting over 100 participants and funding for the WA Blind Golf Association.

Acknowledgements

I would like to acknowledge the work of all those who volunteer their time at our Affiliated Clubs and Districts. Their contribution to their Clubs and members is enormous, often overlooked and sometimes not appreciated, yet these people are the absolute pillar of our industry. Extending on this, I also take this opportunity to thank the many Affiliated Clubs that have hosted GolfWA events throughout the year. It is certainly greatly appreciated by all at GolfWA.

To the Board of GolfWA, the Golf Management Committee and the various sub-committees, I thank you for your considerable guidance, commitment and dedication to serving golf in WA. I also thank the

Trustees of the WA Golf Foundation for the same.

Each year I am extremely proud of the commitment and energy of our dedicated staff who work as an absolute team and I thank them for their considerable input in 2017.

As has been mentioned earlier in this Annual Report, we had several staff resignations during the year. Unfortunately our Media and Communications Officer Matt Somerford, who joined us at the start of 2017, returned to the UK at the end of the year for family reasons. There is no doubt that Matt made a significant impact in his 12 months with us and I am sure all enjoyed his story-telling through the website and other media channels. We welcome Elliot Raiter to the team in this position.

Amber Shaw (Office Administrator) submitted her resignation just prior to Christmas and will be moving to Victoria after the World Super 6. Amber joined us in October 2016 and made a great impact from essentially

her first day. Amber's enthusiasm and wonderful personality made her a valuable member of our team and we wish her the very best in her new endeavours.

It is also appropriate to acknowledge Matt Nelson, who resigned as our High Performance Coordinator at the start of 2018 and will take up a new position in High Performance at the WA Institute of Sport mid-February. The achievements of our elite athletes under Matt's watchful eye over the past 5 years has been outstanding. I congratulate him on that success and wish him the very best in his new position.

In closing, I look forward to working with all our stakeholders in 2018 to grow the game of golf and help achieve stronger, vibrant Clubs.



Gary Thomas
Chief Executive



Bruce Rock Beginners Golf Workshop supported by the WA Golf Foundation

FINANCE REPORT

As reported at the 2017 AGM, given the equity position of GolfWA, the Board budgeted for a deficit in 2017 as a result of increased staff commitments to our Club Health program and Marketing department. An operating deficit of \$70,000 had been budgeted for, with the end of year result being a deficit of \$77,684 prior to distribution of rental income to the Labouchere Road premises. After distribution of net rental and interest on the Reserve Fund, the deficit was \$109,079 (note 7). The Labouchere Road Reserve Fund now shows a balance of \$175,920 (note 9).

In relation to the financial statements and accompanying notes for 2017, following are the major factors to be noted:-

Balance Sheet

Our total Current Assets decreased by \$18,492 over the year. Cash Assets decreased by \$27,110 (note 2) and Receivables by \$9224, whilst Prepayments and Deposits increased by \$17,710.

The most significant change to the Balance Sheet was that of Payroll Liabilities (note 5) due to an increase in Accrued Annual Leave and also bringing to account Provision for Long Service Leave for the Chief Executive as he now has attained 7 years of employment.

Income

Affiliation Fee Income of \$827,712 was only marginally greater than last year yet was below budget by \$29,000 reflecting a 2.6% decrease in membership numbers, as referenced earlier in this report. Golf Australia Affiliation Fee income of \$521,156 was \$21,000 greater than last year but below budget by \$5,000.

Other areas to note:-

- Event Income (note 10) was \$11,082 less than 2016 and below budget, although much of this was due to two budgeted programs (Kalgoorlie Junior Camp and

Ladies Learning Golf) not proceeding.

- Funding and Grants (note 11) were less than last year as we did not receive government funding for our Club Health program. This was not unexpected as we had been fortunate to receive it the two previous years.
- Sponsorship (note 12) increased due to our new agreement with Callaway and also funding received from the City of Kalgoorlie for the Women's Regional Seniors.
- Despite the on-course success of the WA Open, financially this year's event was below budget due to the loss of two sponsors.

Expenditure

Total Expenditure for 2017 increased by \$120,245 (6.5%) over 2016 with the major reasons being:-

- There was an increase in Golf Australia Affiliation Fee Expense of \$27,463.
- Employment costs (note 17) increased by \$137,000. As mentioned previously, the Board took the position to budget for a deficit in 2017 due to increased employment costs associated with the appointment of a Marketing Manager and also the continued employment of our Regional Club Support Officers (who commenced mid 2016 and thus wage cost in 2017 was for a full year as opposed to 6 months the previous year). In addition, there were increased Annual Leave and Long Service Leave costs as previously mentioned, although there were savings in Contractor costs.
- However there were savings in many other cost departments compared to 2016 (and compared to budget) most notably Competition Expenses; Travel, Accommodation, Meals and Allowances; Game Development; Sundry Administration Expenses and Depreciation (due to no further depreciation on Labouchere Road premises and Furniture and Fittings in 2017 (note 4)



Agilme State Sand Greens winner Ryan Sheridan

STATEMENT BY DIRECTORS OF THE BOARD

The Board has determined that the Club is not a reporting entity.

The Board has determined that this special purpose financial report should be prepared in accordance with the accounting policies outlined in Note 1 to the financial statements.

In the opinion of the Board the financial report as set out on pages 18 - 22:

1. Presents fairly the financial position of Golf Western Australia (Inc) as at December 31, 2017 and its performance for the year on that date.
2. At the date of this statement, there are reasonable grounds to believe that Golf Western Australia (Inc) will be able to pay its debts as and when they fall due.

This statement is made in accordance with a resolution of the Board and is signed for and on behalf of the Board by:-



Greg Higham
Chairman



Gary Thomas
Chief Executive

Dated at South Perth this 1st day of February, 2018

INDEPENDENT AUDIT REPORT TO MEMBERS

Report on the Financial Report

I have audited the accompanying financial report, being a special purpose financial report, of Golf Western Australia (Inc.) which comprises the Balance Sheet, Profit and Loss account, accompanying notes to the financial statements and statement by members of the Board for Golf Western Australia (Inc.) for the year ended 31st December, 2017.

Board's Responsibility for the Financial Report

The Board is responsible for the preparation and true and fair presentation of the financial report and have determined that the accounting policies used and described in Note 1 to the financial statements which form part of the financial report are consistent with the financial reporting requirements of the Constitution and the Associations Incorporations Act WA 2015 and are appropriate to meet the needs of the members.

The Board's responsibilities also include designing implementing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement whether due to fraud or error, selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditor's Responsibility

My responsibility is to express an opinion on the financial report based on my audit. No opinion is expressed as to whether the accounting policies used, as described in Note 1, are appropriate to meet the needs of the members. My audit was conducted in accordance with Australian Auditing Standards. These Auditing Standards require that I comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including assessments of the risks of material misstatement of the financial report, whether due to fraud or error.

In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board, as well evaluating the overall presentation of the financial report.

The financial report has been prepared for distribution to members for the purpose of fulfilling the Board's financial reporting obligations under the Constitution and the Associations Incorporation Act 2015. I disclaim any responsibility for any reliance on this report or on the financial report to which it relates to any other person other than the members, or for any other purpose other than for which it was prepared

I believe that the audit evidence that I have obtained is sufficient and appropriate to provide a basis for my opinion.

Independence

In conducting my audit, I have complied with the independence requirements of Australian professional ethical pronouncements.

Auditor's Opinion

In my opinion, the financial report of Golf Western Australia (Inc.) presents fairly, in all material respects, the financial position of Golf Western Australia (Inc.) as at 31st December, 2017 and of its financial performance for the year then ended in accordance with the accounting policies described in Note 1 to the financial statements.

INDEPENDENT AUDIT REPORT TO MEMBERS

Basis of Accounting

Without modifying my opinion I draw your attention to Note 1 of the financial report which describes the basis of accounting.

The financial report has been prepared for the purpose of fulfilling the Board's financial reporting responsibilities under the Constitution and the Association's Incorporation Act 2015. As a result the financial report may not be suitable for any other purpose.

Dated at Murdoch this 1st day of February, 2018.



Harold G Shrigley & Associates
40 Johanson Promenade
MURDOCH WA 6150



HG Shrigley FCA (Principal)

FINANCIAL REPORTS

BALANCE SHEET AS AT DECEMBER 31, 2017

	NOTE	2017		2016	
		\$	\$	\$	\$
ASSETS					
<u>Current Assets</u>					
Cash Assets	2	931,053		958,163	
Receivables		124,464		133,688	
General Inventory		7,375		7,244	
Prepayments and Deposits	3	<u>313,446</u>	1,376,338	<u>295,736</u>	1,394,830
<u>Fixed Assets</u>					
Property, Plant & Equipment	4		1,430,759		1,436,856
Total Assets			<u>2,807,097</u>		<u>2,831,685</u>
LIABILITIES					
<u>Current Liabilities</u>					
Trade Creditors		26,201		15,656	
BAS Liabilities		(16,717)		(1,679)	
Payroll Liabilities	5	113,743		65,101	
Superannuation		18,376		15,023	
Income Received in Advance	6	299,757		282,920	
Accrued Expenses		<u>18,840</u>	460,201	<u>30,084</u>	407,105
Total Liabilities			<u>460,201</u>		<u>407,105</u>
NET ASSETS			<u>2,346,896</u>		<u>2,424,580</u>
MEMBERS FUNDS					
Retained Earnings		2,365,055		2,324,973	
Current Year Earnings	7	- 109,079		40,082	
Building Revaluation Reserve	8	- 85,000		- 85,000	
Labouchere Road Reserve	9	<u>175,920</u>		<u>144,525</u>	
TOTAL MEMBERS FUNDS			<u>2,346,896</u>		<u>2,424,580</u>

The accompanying notes form part of these financial statements

FINANCIAL REPORTS

STATEMENT OF INCOME AND EXPENDITURE FOR THE YEAR ENDED DECEMBER 31, 2017

	NOTE	2017 \$	2016 \$
<u>INCOME</u>			
Affiliation Fees		827,712	826,962
Golf Australia Affiliation Fees		521,156	500,152
Event Income	10	171,891	182,973
Funding & Grants	11	270,000	285,757
Sponsorship	12	64,000	51,006
WA Open		(37,992)	(9,685)
Interest Revenue		18,153	22,059
Rent Receivable & Outgoings		44,790	44,277
Sales (nett of Cost of Sales)		124	575
Sundry Income		6,370	9,714
Total Income		1,886,205	1,913,790
<u>EXPENDITURE</u>			
Golf Australia Affiliation Fee		530,010	502,547
Competition Expenses	13	122,035	127,716
Travel, Accommodation, Meals and Allowances	14	172,721	184,819
Game Development	15	20,421	31,654
High Performance	16	87,799	78,153
Accounting & Audit		4,745	3,698
Bank Fees & Charges		3,092	2,810
Computing		15,939	14,032
Electricity		3,578	3,444
Employment	17	890,138	753,134
Entertainment		-	291
Insurance		10,907	9,967
Office Maintenance, Cleaning & Storage		12,194	11,374
Promotion & Marketing		10,568	8,049
Rates, Taxes and Levies	18	27,858	27,452
Staff Amenities		2,330	2,422
Stationery, Printing & Postage		6,777	8,277
Sundry Administration Expenses		14,041	21,653
Sundry Operating Expenses		2,037	2,217
Telephone & Fax		12,172	10,622
Depreciation		14,528	39,311
Total Expenditure		1,963,889	1,843,644
<u>OPERATING SURPLUS/(DEFICIT)</u>	7	- 77,684	70,146

The accompanying notes form part of these financial statements

FINANCIAL REPORTS

NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS FOR THE YEAR ENDING DECEMBER 31, 2017

1 Statement of Significant Accounting Policies

This financial report is a special purpose financial report prepared in order to satisfy the financial reporting requirements of the Constitution, the Associations Incorporation Act (WA) and the needs of the Members. The Board has determined that Golf Western Australia (Inc) is not a reporting entity.

The financial report has been prepared in accordance with the requirements of the Associations Incorporation Act (WA), the Constitution and the following Australina Accounting Standards:-

AASB1031 Materiality
AASB110 Events Occurring after Reporting Date
AASB108 Accounting Policies, Changes in Accounting Estimates and Errors

No other Australian Accounting Standards, Urgent Issues Group Interpretations or other authoritative pronouncements of the Australian Accounting Standards Board have been applied.

The financial report has been prepared on an accruals basis and is based on historic costs and does not take into account changing money values, or except where specifically stated, current valuations of non-current assets

The following specific accounting policies, which are consistent with the previous period unless otherwise stated, have been adopted in the preparation of this financial report.

(a) Income Tax

Golf Western Australia (Inc) is an exempt body for income tax purposes and accordingly no provision for income tax is required.

(b) Fixed Assets

The depreciable amount of all fixed assets, except buildings, are depreciated over the useful lives of the assets of Golf Western Australia (Inc) commencing from the time the asset is held ready for uses. Equipment and consumable items are still depreciable at applicable rates.

(c) Employee Leave entitlements

A Provision for Long Service Leave is raised in respect of employees with seven or more year's service. Annual Leave is calculated at the legal liability of balance date.

(d) Inventory

Inventory has been valued at the lower of cost or net realisable value. Cost is based on the first in first out principle.

	2017		2016	
	\$	\$	\$	\$
2 Cash				
ANZ Classic Account		9,584		24,710
ANZ Savings Account		137,438		194,827
ANZ Term Deposit		608,112		594,103
Labouchere Road Term Deposit		148,081		124,872
Labouchere Road Capital Fund		27,839		19,651
Petty Cash		-		-
		<u>931,053</u>		<u>958,163</u>
3 Prepayments and Deposits				
Golf Australia Affiliation Fees		271,620		258,390
Competition Expenses		-		307
Travel & Accommodation High Performance		24,860		20,356
Travel & Accommodation Board and Staff		327		-
Game Development		-		-
Office Maintenance & Storage		630		618
Insurance		2,322		2,208
Rates and Taxes		5,949		6,061
Sundry Administration Expenses		7,737		7,796
		<u>313,446</u>		<u>295,736</u>
4 Property, Plant and Equipment				
Building - Labouchere Road as valued	540,000		540,000	
Improvements to Labouchere Road	11,090		11,090	
Accum Depreciation on Improvements	- 11,090	540,000	- 11,090	540,000
Building - Melville Parade as valued	865,000		865,000	
Improvements to GolfWA Offices	123,989		123,989	
Accum Depreciation on Improvements	- 119,140	869,849	- 112,829	876,160
Computers and Equipment	135,811		127,379	
Accum Depreciation - Computers & Equipment	- 129,390	6,420	- 121,174	6,205
Furniture & Fittings	91,947		91,947	
Accum Depreciation - Furniture & Fittings	- 91,947	-	- 91,947	-
Perpetual Trophies		14,490		14,490
		<u>1,430,759</u>		<u>1,436,856</u>

FINANCIAL REPORTS

5	Payroll Liabilities						
	PAYG		18,593			13,712	
	Provision for Annual Leave		69,081			51,389	
	Provision for Long Service Leave		26,069		<u>113,743</u>	-	<u>65,101</u>
6	Income Received in Advance						
	Healthway Funding		-			-	
	Other Grants		17,500			17,500	
	Entry Fees		1,500			1,500	
	Membership Income		14,728			-	
	GA Affiliation Fees		264,596			262,264	
	Outgoings received - Labouchere Road		1,432		<u>299,757</u>	1,656	<u>282,920</u>
7	Members Funds						
	Net Surplus Year to Date		- 77,684			70,146	
	Transfer to Labouchere Road Reserve		- 31,395			- 30,064	
	Current Year Earnings		-		<u>109,079</u>	-	<u>40,082</u>
8	Building Revaluation Reserve						
	Revaluation of Buildings May 31, 2016						
	Labouchere Road	540,000				540,000	
	Melville Parade	<u>865,000</u>	1,405,000		<u>865,000</u>	1,405,000	
	Less Opening Balance of Buildings May 1, 2016						
	Labouchere Road	590,000				590,000	
	Melville Parade	<u>900,000</u>	1,490,000		<u>85,000</u>	900,000	<u>85,000</u>
9	Labouchere Road Reserve						
	Opening Balance		144,525			114,460	
	Add Transfers YTD		<u>31,395</u>		<u>175,920</u>	<u>30,065</u>	<u>144,525</u>
10	Event Income						
	Ladies Event Fees		87,787			95,822	
	Mens Event Fees		59,126			57,517	
	Junior Event Fees		17,367			21,980	
	Community Coaching Entry Fees		-			-	
	Game Development Entry Fees		7,611			7,654	
	Seminar and Course Fees		-		<u>171,891</u>	-	<u>182,973</u>
11	Funding & Grants						
	DLGS&CI Annual Funding		150,000			150,000	
	Healthway Funding		85,000			84,000	
	Golf Australia Funding		35,000			35,000	
	Other Grants		-		<u>270,000</u>	16,757	<u>285,757</u>
12	Sponsorship						
	Bowra & O'Dea		20,000			20,000	
	Aglime Australia		10,000			10,000	
	Callaway		16,000			-	
	Srixon		-			8,006	
	Travel Tree		3,000			3,000	
	Drummond Golf		10,000			10,000	
	Other		<u>5,000</u>		<u>64,000</u>	-	<u>51,006</u>
13	Competition Expenses						
	Trophy Costs		74,219			76,751	
	Food & Beverage		47,176			50,325	
	Competition Sundry		640		<u>122,035</u>	640	<u>127,716</u>
14	Travel, Accommodation, Meals and Allowances						
	High Performance		108,205			110,249	
	Board and Staff		19,916			21,756	
	Club Health		8,160			16,016	
	Course Rating		996			281	
	Game Development		19,063			9,035	
	Other		<u>16,381</u>		<u>172,721</u>	27,482	<u>184,819</u>
15	Game Development						
	Coaching		- 1,030			4,273	
	MYGolf Equipment and Manuals		540			-	
	Prizes and Promotion		18,611			22,378	
	Venue Hire/F & B		<u>2,300</u>		<u>20,421</u>	5,004	<u>31,654</u>

FINANCIAL REPORTS

16	High Performance				
	Entry Fees	2,827		764	
	Fitness	13,591		16,745	
	Coaching	19,426		18,400	
	Player Assistance	39,969		30,578	
	Uniforms	11,986	<u>87,799</u>	11,666	<u>78,153</u>
17	Employment				
	Wages and Salaries	784,138		653,283	
	Long Service Leave	26,069		1,180	
	Superannuation	73,993		65,177	
	Contractors	-		28,726	
	Recruitment	2,093		1,419	
	Professional Development	3,845	<u>890,138</u>	3,349	<u>753,134</u>
18	Rates, Taxes and Levies				
	Rates, Taxes and Levies - Melville Parade	12,560		12,927	
	Rates, Taxes and Levies - Labouchere Road	12,872		12,098	
	Property Management - Labouchere Road	2,427	<u>27,858</u>	2,427	<u>27,452</u>



1/5 49 Melville Parade
SOUTH PERTH WA 6151
Phone: (08) 9367 2490
Fax: (08) 9368 2255
Email: admin@golfwa.org.au
Website: www.golfwa.org.au