



Annual Report 2019

GOLF WESTERN AUSTRALIA (INC)

2019

CHAIRPERSON

Greg Higham

BOARD OF DIRECTORS

Jane Crane

Ian Crockett

Justin Davies

Gemma Felton

Ernie Kay

Bruce Larson

GOLF COMMITTEE

Justin Davies (Chair)

Shonna Gobby

Sam Hodge

Judy Malone

Jodie Thompson

Damien Todorovic

CHIEF EXECUTIVE

Gary Thomas

AUDITOR

Nexia Australia

GOLF WESTERN AUSTRALIA (INC)

NOTICE OF MEETING

The 10th Annual General Meeting of Golf Western Australia (Inc) will be held at Royal Perth Golf Club at 6.30 p.m. on Monday 9th March, 2020

AGENDA

1. Apologies
2. Previous Minutes

Confirmation of the minutes of the Annual General Meeting held on 11th March, 2019
3. Business Arising
4. To receive and if thought fit, adopt the Annual Report and Statement of Accounts for the year ended 31st December 2019
5. Notice of Motion

5.1 Special Resolution 1

That the Delegates consider, and if thought fit, pass the following Special Resolution in relation to Postal Voting:-

- i) Clause 19 (c) (3) - delete "postal votes" and replace with "voting"
- ii) Clause 25 - delete the terms "postal" and "postal votes" and replace with voting where required.
- iii) Clause 25 .1 – insert a new sentence "In addition, the Board shall utilise a system that allows voting in an electronic or similar format".
- iv) Clause 27.3 (a) – delete "ballot" and replace with "or electronic voting"

Explanatory note: It is the view of the Board and reflective of today's commonly accepted practices, that an ability to vote electronically on all Special Resolutions and for elections of Directors, as well as postal voting, should be adopted.

5.2 Special Resolution 2

That the Delegates consider, and if thought fit, pass the following Special Resolution in relation to the election of the Chairperson of GolfWA:-

- i) Delete Clause 26.1 (a) which states “a person, who shall be an Elected Director, elected as Chairperson at the Annual General Meeting”
- ii) Clause 26.1 (b) – Delete “six” and replace with “seven” to reflect the number of Elected Directors
- iii) Move the sentence “provided that at all times two Elected Directors are male and two Elected Directors are female” from existing Clause 26.1 (c) to existing Clause 26.1 (b) as this clause is specifically about Elected Directors
- iv) Renumber existing Clauses 26.1 (b) and (c) as Clauses 26.1 (a) and (b) respectively
- v) That a new Clause 26.2 Election of Chairperson be inserted as follows:-

“The Board members shall, at the first Board meeting after the Annual General Meeting, appoint from among their number a Chairperson.

- (a) Proxies are not allowed for this election process.
 - (b) If there is more than one nomination for the position of Chairperson, a secret ballot will be conducted by the Chief Executive.
 - (c) In the event of a tied vote for the role of Chairperson, a second vote by secret ballot will occur. In the event that the second vote results in a tied position, voting will continue until such time that a decision is made.”
 - vi) Clause 27.4 (a) – Delete “Effective from the Annual General Meeting of 2015, the Elected Director, including the Chairperson” and replace with “Each Elected Director”
 - vii) Delete Clause 27.4 (b) in its entirety
 - viii) Clause 27.4 (c) – Delete “including the Chairperson”
- v) That existing Clauses 26.2, 26.3, 26.4 and 26.5 be renumbered 26.3, 26.4, 26.5 and 26.6 respectively and that references to these existing clauses throughout the Constitution be renumbered accordingly

Explanatory Note: The Board is of the view that election of the Chairperson of GolfWA by the Board is in keeping with current practices for Companies as well as for Not for Profit Organisations. This is certainly one of Sport Australia’s guiding principles in relation to Composition of the Board which states “The chairperson facilitates discussion among, and provides leadership to, the board. As the first among equals, it is important that the chairperson have the respect and confidence of their fellow directors. As such the board should select their own leader”

6. Election of three Directors to the Board of Golf Western Australia

7. General Business



Gary Thomas
Chief Executive
February 10, 2020

Chairperson's Report

As I consider 2019, I am happy to report that it was a good year for Golf in WA. Volunteers are the lifeblood of all amateur sport and the skill and continued dedication of the many hundreds of them across our vast State, in combination with our outstanding staff, has ensured 2019 was encouraging and productive.

For me, notable highlights in 2019 include:

- The WA Open Tournament was staged for the 95th time and, thanks to our wonderful long-term partner Nexus Risk Services, this year's event at Cottesloe Golf Club in October was terrific. Despite being held as a Tier 3 Pro-am event, the field was very good and enjoyed by the players and a good contingent of spectators alike. I congratulate all at Cottesloe Golf Club for their outstanding contribution to the 2019 Open and I thank Board Member Gemma Felton and the Business Development Committee for their oversight of this event as we look forward to the 2020 tournament, to be held at Royal Fremantle Club. As CEO Gary Thomas and his team are working hard to bring the 2020 tournament back to Tier 2 status, we are very hopeful of an even stronger event.
- Whilst our membership numbers fell very slightly this year, it is pleasing to note that the number of rounds of golf being played continues to grow. This is a very encouraging development and testament to the good work being put in by our Member Clubs and the team at Golf WA in growing our game across the State. Game development on all fronts is of fundamental importance to the Board

of Golf WA and we will continue to invest heavily in this aspect of our programs.

- High Performance had plenty of highlights as our best Western Australian amateur golfing talent proved themselves on the national and international stage.
 - Carter Mealing won the South Australian Junior Amateur in January
 - Maddison Hinson-Tolchard was Runner Up Medallist at the US Girls' in July
 - Connor McKinney claimed Medallist honours at the R&A Boys' Championship in August
 - Haydn Barron won the Mandurah Amateur in September
 - Hayden Hopewell had a stellar finish to the year, with a runner up finish at the Nexus Risk WA Open in October, Top 10 at the Gippsland Super 6 and earning a place in the Emirates Australian Open where he very much looked at home in making the cut and finishing T27 in a world class field.
 - Josh Greer qualified for the Junior Presidents Cup Team that ran in conjunction with Presidents Cup
 - Kirsten Rudgeley became the first woman to make the cut at the WA Open.

Across the year we had multiple Australian National Team representatives:

- Asia-Pacific Amateur Women's Team: Maddison Hinson-Tolchard

- Toyota World Junior Cup Team: Hayden Hopewell, Josh Greer, Maddison-Hinson Tolchard and Kirsten Rudgeley
- Asia-Pacific Junior Team: Abbie Teasdale
- Men's Nomura Cup: Haydn Barron

Professionally, one of our former HP members Minjee Lee continues to be a star on the world stage and her younger brother Min Woo Lee showed his extraordinary promise with some fine performances on the European Tour.

But of course, the most outstanding WA golfing performance this year was by Hannah Green in winning the KPMG PGA Championship – the first winner (male or female) of a golf Major from Western Australia. Of course, we would like to think that the support provided by GolfWA along her journey contributed to her success! We are delighted that Hannah has agreed to be our WA Golf Foundation Ambassador and so we will see a lot more of her on our promotional material.

To top all that off, Hannah, as expected, was the recipient of Australia's top Golfing Award, the Greg Norman Medal in December, just as Minjee was in 2018.

Our Club Health Initiative – and in particular the great work done by our Regional Support Officers - continued to bring rewards in the Regions and this, combined with the Buddy Club Program is forging stronger and mutually beneficial relationships between our Country and Metropolitan Clubs. In 2019, the Board focussed extra attention on the issues faced by our Metropolitan Clubs. In doing so, a number of commonly endured dilemmas were identified

and work continues as we endeavour to assist our Members to overcome them. I thank fellow Board Member Ernie Kay for his excellent work in leading this Initiative.

The WA Golf Foundation, under the ever-present eye of Deputy Chair Ian Crockett recorded yet another successful year, providing significant funding (largely through the generosity of Members at our Metropolitan Clubs via the "Will You Chip In" Program) to approve funding in 2019 of 29 excellent game development programs. These programs were delivered far and wide across Western Australia, in Schools, Communities, Clubs, Districts and at our numerous Public Access golf courses.

Following the 2018 launch of the Millennial Golfers Project Report, we have continued to provide support to our Member clubs as they look to increase Millennial engagement. Again, I urge all of our Members to take advantage of the outstanding research data which provides great insight and practical suggestions for our members in tackling engagement with younger members.

Similarly, I commend to our Members the 2019 Golf Australia document "Vision 2025- The future of women and girls in golf". While WA had a 3% increase in female membership in 2018 and a very small increase in 2019, we have a long way to go and we urge all of our members to continue in their drive to bring more women and girls into our great game.

Both of these initiatives are being simultaneously driven by a number of our Committees as well as the Golf Foundation and I thank fellow Board Members Justin Davies on the Golf Committee, Gemma Felton on the Business Development Committee, Ernie Kay on the Club Health Committee and Ian Crockett and Jane Crane on the WA Golf Foundation - along with our Golf WA Staff - for their excellent work in promoting these initiatives in 2019.

Our Governance Committee continued to give dedicated focus to matters including risk, constitutional matters, financial performance and ethical processes. Some sound work was done this year and we look forward to the continued guidance to the Board that this Committee offers. I thank Bruce Larson for his excellent work in chairing this Committee.

The collective wisdom of Kay Lane, Brian O'Meara and Max Hannah was again invaluable in 2019 in the area of golf honours. Their extremely thorough and comprehensive research again resulted in formal recognition of a number of leading players, coaches and officials. I thank them again for their work in ensuring our leading contributors to our great game get the recognition they deserve.

Full reports on all areas of Golf WA's activities are presented throughout this Annual Report.

Our revised Strategic Plan is one year into its three year term and the board and Staff have worked hard to ensure the key pillars of the plan in The Game, Club Health, Finance and Stakeholder Engagement are being continuously addressed. At this stage we are tracking well in our goals for each of these key areas.

The Board of Golf WA remains well balanced, committed and dedicated to the Strategic Plan. 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. However, due to retirements, we will have at least three new members of our Board named at the 2020 Annual General Meeting.

Gemma Felton advised in 2019 that, after 8 years of service to the Board of Golf WA, she would not be seeking re-election in 2020. Gemma has been a highly valued member of this Board since 2012 during which time she has brought great depth to

our Marketing and WA Open Committees in particular, and more recently as Chair of our new Business Development Committee. Gemma's willingness to say what needs to be said and challenge us all to arrive at the best solution has been outstanding.

On that note, Bruce Larson has also retired from the Board after 4 1/2 years of tremendous work, to concentrate on a range of other endeavours, including overseeing the management of an upcoming massive international Orchid Conference. Bruce has been a fabulous member of the Board and excellent as the Chair of the Governance and WA Open Committees in particular in that time and we have squeezed as much out of him as we possibly could in the past year or so.

Furthermore, another tremendous servant of the Board in Ernie Kay has also announced his retirement, after 4 1/2 years with us – initially on the Club Health Advisory Panel and then elected to the Board in 2017. Ernie brought a wealth of corporate experience to the Board and his wisdom on the Club Health and Governance Committees in particular has been absolutely invaluable. Ernie has advised that he will be available to us an advisor over 2020 and for that we are extremely grateful.

Gemma, Bruce and Ernie, thanks very much from the Board in general and from me in particular for the great support you have been and for the excellence you have brought to the Boardroom table. Whilst you will all leave very big boots to fill, we wish you all the best in your future endeavours and we will definitely miss your collective wise counsel as much as we will miss each of you personally!

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

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

With regard to Golf Australia's OneGolf One Management Model, we remain committed to ongoing dialogue on this issue. At this stage five States / Territories have committed to OneGolf, with WA and NSW yet to commit. Our primary reason for being behind the other states is simply that Golf Australia simply did not dedicate the time prior to 2019 to addressing our stated concerns. There has been a significant improvement in the level of attention in 2019 but at this stage we still need to be convinced with a fair degree of certainty that our members will be materially better off overall under the proposed management model. We are currently meeting with Golf Australia at least quarterly and will be in a far better position to advise our members of our position at the end of the current financial year, in June 2020.

The role of Chairperson of any Board can be onerous, difficult, fulfilling and time consuming all at once and that of the Chairperson 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 Chairperson and its Staff.

For me personally, this support has again 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 Committee and various subcommittees, and every member of our terrific staff, for their support and their ongoing dedication and professionalism. 2019, 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 Member Clubs' vast array of volunteers and Staff has been enjoyable and fulfilling and that they will remain involved with your Clubs and GolfWA for many years to come.

2019 has been another 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 2020. 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 feel completely free to continue to provide this to us at any time.

Happy golfing to you all in 2020.



Greg Higham
Chairperson

Golf Committee Report

Charter and purpose

In 2019 the Golf Management Committee changed to be more strategic in focus given that many of the operational aspects, policies and procedures relating to golf were now managed effectively by GolfWA staff. I would like to acknowledge Alison Lang and the previous Committee for all of their excellent work in this area.

The Committee was renamed as the Golf Committee, with a focus on strategic issues in growing the game in line with the GolfWA Strategic Plan.

Issues covered during the year

Removing Barriers to Growing the Game

Western Australia continues to hold ground in people enjoying the game of golf, however national and international trends indicate that there is work to be done to ensure we grow the game. Barriers still exist for new people in taking up the game. The Committee remains focussed on understanding what is preventing prospective golfers from joining golf clubs to grow the game at all levels. This work builds upon previous work undertaken in commissioning and publishing the **GolfWA: Increasing Millennial Engagement in Golf Clubs** report in October 2018. I commend that report to you. It highlights the importance of pathways to ensure golfers of all ages can commence and continue to play our great game, taking into account their circumstances and time availability.

Equality of Access

Related to removing barriers to playing golf, a key focus for the Committee this year was the Vision 2025 work initiated by Golf Australia to significantly increase the number of women and girls in golf. In 2020 we will continue to focus on how to translate Vision 2025 into practical action

and are looking forward to seeing positive changes in this area. There are many positive examples in WA currently. Female membership rates in golf clubs in Western Australia are 21.7% of total members. Whilst the participation rate of women in golf in non-club environments is less clear, there is no doubt there is much more to be done to increase female participation.

Pennants

After consultation and discussion with Clubs a number of changes were made to pennants over the last 3 years. As with changes to any system, it is important to let those changes bed in for at least 2 years to provide the best opportunity to gain the benefits from making those decisions. In 2020 the format will remain as in 2019. The majority of the feedback received to date on the changes has been overwhelmingly positive.

High Performance Sub-committee

The High Performance Sub-committee chaired by Shonna Gobby has worked hard to develop a growing pool of junior talent this year with strong results in the national and international events. Performances of our elite athletes appear later in this Annual Report.

Thank you to my fellow committee members Shonna Gobby, Sam Hodge, Judy Malone, Jodie Thompson, Damien Todorovic and from the GolfWA team Gary Thomas (Chief Executive) and Neil Goddard (Golf Operations Manager).

It is pleasing to have a committee comprising resort and public course members as well as private clubs, and a strong female representation.



Justin Davies
Chair Golf Committee

Chief Executive Report

Our Strategic Plan continues to be the major driver of our operations centred around the 4 Key Pillars of:

- The Game
- Club Health
- Stakeholder Engagement
- Finance

The Chairperson's Report has covered Club Health and commentary on our Financial performance and position follows.

Whilst we have a Golf Plan that sits under the Strategic Plan and covers targets in relation to High Performance and Events, our main driver is still Development of the Game and in particular attracting new people to the game. This is achieved through our MyGolf In Schools Program, Smarter than Smoking Junior Tour and initiatives such as the Give

Membership

Below is a table showing the number of members of Clubs affiliated with GolfWA in 2019 with a comparison to the three previous years. The table also shows the number of Affiliated Clubs.

Total Membership fell by 45 (0.14%) in 2019 with Country Club membership decreasing by 2.7% and the one Suburban Club by 8.8%.

However Metropolitan membership and Public Course Membership both increased; by 0.9% and 2.1% respectively.

Looking further at the table below over the past 3 years, total membership has declined

Golf a Go at the Show program. In addition, further support is provided by the WA Golf Foundation to game development and these areas are covered in further detail in the following pages.

One of our main actions this year under Stakeholder Engagement was to work with relevant bodies to reinvigorate WA as an attractive tourist destination and thus provide benefits to our member clubs. Whilst we had several conversations with government, it became clear that the best way for this goal to be achieved was to work at a far more local level around events that GolfWA conducts, particularly regionally, as well as working with clubs. Some preliminary work has been conducted with clubs in the South West and we hope to continue working with them in 2020 as well as look at some new initiatives.

by 1.2%. Whilst Metropolitan Club membership has only fallen marginally, Public Club membership (which are clubs that operate out of metropolitan public course facilities), has increased by 10.6% in that time.

Unfortunately, Country membership numbers continue to decrease and over the past 3 years, by 6.1%. This decline is being felt all across the state in the main due to population decline with only the Kimberley showing an increase in membership over that time.

	METROPOLITAN	SUBURBAN	COUNTRY	PUBLIC	TOTAL
<u>Number of Clubs</u>					
2016	23	1	166	118	308
2017	23	1	166	126	316
2018	23	1	163	127	314
2019	23	1	162	126	312
<u>Membership Numbers</u>					
2016 Male	12889	152	8670	4345	26056
2016 Female	3165	29	2700	1248	7142
2016 TOTAL	16054	181	11370	5593	33198
2017 Male	12347	144	8325	4602	25418
2017 Female	3027	27	2610	1265	6929
2017 TOTAL	15374	171	10935	5867	32347
2018 Male	12542	129	8284	4769	25724
2018 Female	3117	30	2689	1288	7124
2018 TOTAL	15659	159	10973	6057	32848
2019 Male	12615	117	8106	4833	25671
2019 Female	3182	28	2569	1353	7132
2019 TOTAL	15797	145	10675	6186	32803

Marketing and Commercial

Late in 2018, the Board resolved to bolster our Marketing by adding a further staff member to that area and we believe that we have seen considerable improvement in marketing and reporting of our vast range of events and programs.

One of the main objectives was to establish a brand positioning statement and strategy, resulting in "Golf. Makes Life Better." Much of our marketing will now incorporate this messaging in some shape or form.

We have also resolved going forward to market several "campaigns" each year and in 2020 this

will commence with the Hannah Green campaign as Ambassador of the WA Golf Foundation and then the Millennial campaign. Others will follow.

In terms of Funding and Grants, I extend our sincere appreciation to our major partners the Department of Local Government, Sport & Cultural Industries and Healthway, as well as to Golf Australia. I also extend the same appreciation to our major corporate sponsors, all of whom have been long term partners: Nexus Risk Services, Aglime of Australia, who in 2019 added the Rural Bronze to their existing sponsorship of the State Sand Greens, Bowra & O'Dea, Drummond Golf, Travel Tree and Cobra Puma Golf who came on board as a new partner in 2019. I also extend our gratitude to our

Preferred Partner Program supporters, and to those sponsors of the WA Open, including our host Clubs, referenced later in this Report.

Finance

GolfWA recorded a deficit of \$74,743 in 2019 as opposed to a budgeted deficit of \$87,877. In setting the budget for 2019, the Board resolved to increase its spending in a range of areas to provide further services to our member clubs and their members without a significant increase in Affiliation fee rates and thus were prepared to absorb a loss in 2019. Further details are provided in the Financial Commentary and Reports contained within this Annual Report.

Acknowledgements

Firstly, we do rely so heavily on our Affiliated Clubs and District Associations to host our vast range of events and programs and I extend our sincere gratitude to them for their ongoing support as well as to those volunteers that do an enormous amount of work for their clubs and for GolfWA.

To the Board of GolfWA, the revamped Golf 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 their work in driving funding and grant assessments.

And last but by no means least, I must acknowledge the contribution of our excellent Staff. The Golf Staff of Neil Goddard, Danielle Crane, Fritz Arnold, Billie Burvill and Jordan McSkimming continue to deliver a vast array of

events and development programs across the state with energy and professionalism.

On that note, I would like to pay special tribute to Danielle Crane who finished her employment with GolfWA in early 2020. Danielle commenced with us in 2012 as a Development Officer before quickly moving into the Events area. There is no doubt she did a fantastic job as Events & Championship Coordinator and we wish her the very best in her new career as a teacher.

As has been mentioned previously, Club Health is an important pillar of our operations and I thank Ian Fowler and Shaun Malone for their unbridled enthusiasm in discussing issues with our Country Clubs.

To our new Business Development and Marketing team of Jody Williams, Joe Robinson and Catherine Strickland for their range of new initiatives; our Office Manager Trudy Kruger who keeps everyone well organised and our new Accounts Officer, Helen Cooper, I extend my great appreciation of your input in 2019.

In closing, I look forward to working with our Clubs, Board, Committees, Staff and all other stakeholders in 2020 to inspire more Western Australians to participate in Golf as it Makes Life Better.



Gary Thomas
Chief Executive

Western Australian Golf Foundation

In 2019 29 programs had funding applications approved with the bulk of those being in regional areas (19) bringing the total number of approved funded programs to 114 since the Foundation's inception. The funds pledged for 2019 totalled \$94,500 with total funding pledged/paid since inception now amounting to \$514K.

As reported last year, there are several programs that have received funding over several years due to their success and this continues to occur. Mark Tibble's Ready Steady Golf and Women's Programs at The Vines have been highlights with 88 participants with a range of disabilities participating in the Ready Steady Golf Program. Similarly, Mark's Women's Program attracted 51 participants this year and over the past 2 years

has seen 38 ladies progress from this program to club membership in the past 2 ½ years.

Regionally, programs were conducted by a range of Teaching Professionals and Community Instructors from Geraldton to Esperance and everywhere in between. One of the new programs funded this year was for the Six Seasons Golf Club's Ballardong Junior Program. This Club is based at "The Hills" in Mulackine just outside of Northam and is aimed at increasing golf participation amongst indigenous youth.

The Trustees again extend their appreciation to all those Clubs and individual members who participated in the **Will You Chip In** program as well as donating in other forms to make the work of the Foundation possible.



Ladies from Sea View GC that participated in their female membership drive (L). PGA Pro Brayden McCubbing conducting a regional clinic at Corrigin GC (R).

Western Australian Open

The 2019 Nexus Risk WA Open was conducted at Cottesloe Golf Club, which was presented in fantastic condition, and proved to be an excellent test of golf.

As mentioned in the Chairperson's Report, this year's Open attracted a strong field including 6 time European Tour winner Brett Rumford, past winners Daniel Fox, Oliver Goss and Michael Wright and a host of leading professionals from around the country including strong WA hopes Rick Kulacz, Michael Sim, Jarryd Felton and Brady Watt. In addition, due to the change to a Pro-Am Series event, 40 amateurs received entry into the 120 strong field.

An opening round of 67 gave Queensland's Shae Wools-Cobb a 1 shot lead over a host of golfers on 68, including Fox, Kulacz, Sim and 17 year old Royal Fremantle amateur Hayden Hopewell. After the second round Hopewell had taken a one-shot lead at 9 under par over Chris Wood (Qld) with a host of players at 7 and 6 under. After posting a 3rd round 68, Hopewell extended his lead to 2 strokes over Kulacz and Sim with Daniel Fox a further stroke behind.

Thus, the final round was poised for an exciting finish and the large crowd in attendance was not disappointed. Hopewell hung tough at the top of the leaderboard for most of the final round but in the closing stages, Michael Sim emerged from the chasing pack to hold a one-shot lead standing on the 72nd tee. However, his tee shot found the

trees and having to chip out, left himself with a 50m pitch into the green with Hopewell safely on in two with an outside birdie chance. Showing the composure of playing on tours around the world, Sim knocked his pitch shot to 5 feet and when Hopewell missed his birdie opportunity, Sim calmly rolled in his par putt to win the Nexus Risk WA Open by one stroke. Whilst just falling short, Hayden Hopewell claimed the Terry Gale Cup for Leading Amateur, capping off a remarkable year for the young amateur.

A further highlight of the 2020 Nexus Risk WA Open, was the staging of the inaugural All Abilities Championship with 12 golfers with varying disabilities competing over 36 holes on the weekend. In tough conditions, Geoff Nicholas (NSW) shot rounds of 76,79 – 155 to win by 4 shots from Shane Luke, also of NSW.

We acknowledge the continued outstanding support of our Naming Rights Sponsor Nexus Risk Services, our other major partners: Host Plus, Bowra & O'Dea, Nexus Life, MiClub, RainBird and the Department of Local Government, Sport & Cultural Industries as well as a range of product providers. In addition, we acknowledge the fantastic support of the five clubs on the WA Open rota - Mount Lawley, Royal Fremantle, Royal Perth, WA Golf Club and this year's Host Venue, Cottesloe Golf Club whose support through their volunteers and staff was outstanding.



Clockwise from top left: Nexus Risk WA Open Champion Michael Sim with the Roy Paxton Bowl and MyGolf participants; All Abilities Champion Geoffrey Nicholas; leading amateur and Terry Gale Cup winner Hayden Hopewell; Jarryd Felton; Brett Rumford; Michael Sim.

Technical Services

Rules, Handicapping and Amateur Status

2019 commenced with the Rules Modernisation and implementation of the 30 changes to the Rules of Golf which had a common focus on pace of play. In addition to information provided by Golf Australia and the R&A, GolfWA provided considerable education in the form of 30 information seminars throughout the first half of the year as well as late in 2018. A total of nearly 1,500 members from 18 metropolitan clubs, 2 country clubs and 12 affiliated clubs attended these seminars and we are sure they will educate their playing partners when they question a ruling.

Assisting GolfWA's Golf Operations Manager Neil Goddard in delivering this education was some of our accredited rules officials; Julie Lepp, Maura Morrissey, Bill Kinsella, Jonathan Nassim, Damien Todorovic, Graeme Parsons and Shane Weir who also were generous in availing their time to assist in refereeing at major events and pennants throughout the calendar year. A big thank you to all.

A higher level of education was offered in 2019 in line with the changes to the Rules of Golf in the form of a Level 2 R&A Accreditation. GolfWA with the assistance of Golf Australia conducted two Level 2 workshops (one in the metropolitan area and one hosted by Busselton Golf Club) with 36

people from 19 different clubs achieving accreditation following the two-day course.

GolfWA continue to offer and encourage clubs to look at regular rules sessions and additionally look to interested members to undertake some level of accreditation in order to provide their members with a first point of call for rules queries.

Preparation in the form of considerable communication and instructional information will be forthcoming for the introduction of the World Handicapping System that will take effect at the end of January 2020. As will be clear for Australian golfers, the changes are minimal as the system is based almost entirely on the current Australian handicap system.

Course Rating

With the changes to the Rules of Golf, in particular the change to hazards becoming penalty areas, the USGA Course Rating system was updated however it is noted that this will not change existing course ratings.

A significant number of queries throughout the year were for re-rating for significant changes to holes, renovations and shorter tees. A total of 17 clubs including 6 country clubs were provided with ratings adjustments relevant to their requests.

High Performance

The GolfWA High Performance Program completed another strong year in 2019, with our individual athletes the particular standouts in both local and international competition. Our four state representative teams travelled far and wide for the 2019 instalments of the Junior and Men's and Women's Interstate Series. The Boys' and Girls' teams competed in Queensland in April, finishing in 5th and 4th place respectively in what was a tightly fought contest between our country's best juniors. Competing in very cold and testing Hobart conditions, the Women's team were unable to follow up from their 2018 finals berth, however, the Men's team rallied on the last day to defeat eventual runners-up, NSW to claim their strongest finish of 3rd place in recent years.

As a Program our strategic objectives have remained at the forefront of our support for WA's best players and in 2019, we continued our push to produce nationally recognised individual athletes and to be the leading state in Interstate Team Competition. Beyond the multiple representative opportunities we were able to create, our funded program cohort of 10 athletes were supported and serviced as they continued their development. Though we didn't have any athletes move into the professional ranks, previous program alumni Min Woo Lee, Minjee Lee and Greg Norman Medallist, Hannah Green continued to carry the WA HP banner at the global professional level.



Yeah-Jin Lee – Royal Hobart GC

Significant Results & National Representatives

Highlighted in the Chairperson's report, many of our local talents achieved significant feats both locally and internationally. Following on from

these results, Western Australia was represented multiple times across 2019 in national colours.

Australian Asia-Pacific Amateur Women's Team:

Maddison Hinson-Tolchard

Australian Toyota World Junior Cup Team:

Hayden Hopewell, Josh Greer, Maddison-Hinson Tolchard and Kirsten Rudgeley

Australian Asia-Pacific Junior Team:

Abbie Teasdale

Scottish Men's and Boys' Home Internationals:

Connor McKinney

Jacques Leglise Trophy (Great Britain & Ireland):

Connor McKinney

Australian Men's Nomura Cup:

Haydn Barron



Junior Ace continued on with great impact as the Development initiative within the GolfWA High Performance Program. As the first step along the pathway that the HP program involves, we had the opportunity to engage with up and coming juniors not only within the metropolitan area but also in two major regional centres.

Our major Metropolitan Draft Day had nearly 50 talented juniors take part in a variety of activities in April, under the guidance of PGA Professionals. Kalgoorlie was also visited, with a Junior Ace Clinic run during the week of the WA PGA Championship in October for local juniors in the Goldfields region. The year was then rounded off

with a Regional Draft Day at Bunbury Golf Club in December, targeting the passionate generation of juniors from the South West.

Many of the junior golfers that participated in Junior Ace have continued on to feature in both our Boys' and Girls' Junior State Squads for 2020, and we are hopeful that this will continue into future years.

A significant thank you goes to all our supporters, parents and supporting partners across the 2019 season. GolfWA is grateful for the opportunities we are enabled to provide to our State's best golfers and we look forward to another successful year in 2020.



SA Junior Amateur Winner – Carter Mealing; Junior Presidents Cup – Josh Greer

Events & Tournaments

In the 2019 Men's Pennants competition, 2018 runners up Lake Karrinyup were the victors, defeating Cottesloe Golf Club in convincing fashion, their second victory in three years. Mount Lawley's Women's Team won the Division 1 Pennant, defeating The Western Australian Golf Club, securing their fourth victory in a row.

GolfWA's premier amateur tournament, The Amateur Championships of Western Australia, saw a closely fought battle for the Men's title between two West Australians, with Azer Pehlic (Mount Lawley GC) prevailing over Haydn Barron (The Western Australian GC). Kirsten Rudegley made it a double for Mount Lawley by defeating Mandurah's Kathryn Norris.



Rebecca Kay (QLD) secured her third consecutive Bowra & O'Dea Women's Classic title in fantastic fashion at Lake Karrinyup Country Club, in a four-hole play-off against Alexander Hilliard (VIC). At the closing night dinner, we celebrated 15 years of sponsorship with Bowra & O'Dea.

It was an interstate affair at the Men's and Women's Senior Amateur Championships, held at Hartfield Country Club, with Kenneth Brewer (NSW) and Helen Pascoe (VIC) securing the titles. Evan Sewell (Manjimup) and Sharon Dawson

(Denmark) secured the honours for leading Western Australian players.



Ryan Peake (Lakelands) secured victory in the Aglime of Australia State Sand Greens Championship at Narembeen Golf Club, whilst Tim Gilotti (Bunbury) secured the Drummond Golf Country Stroke Play Championship.

Di Smith and Jenny Ingram (Bridgetown) were the lucky winners of the Travel Tree Play-Off, securing them flights, accommodation, and entry to the 2020 Women's Australian Open.

The Foursomes Amateur Championships of Western Australia, held at Royal Perth GC, were won by Jose De Sousa (Gosnells) and Connor Fewkes (Goldfields), and Madison Large (Joondalup) and Abbie Teasdale (Royal Fremantle).

In her final event as a junior, Maddison Hinson-Tolchard (Gosnells) was delighted to win the Drummond Golf Junior Amateur Championships, alongside Connor McKinney (Joondalup). Kay Lane trophy honours (leading female nett player) went to Ruby Fry (Mount Lawley) with fantastic scores of 68 and 73.

The following is a list of events and tournaments conducted by GolfWA throughout 2019. All of these tournaments were hosted by Affiliated Clubs and their continued support is appreciated.

TOURNAMENT	VENUE	WINNERS	RUNNER(S) UP
WA Open Championship	Cottesloe	Michael Sim (WA)	Hayden Hopewell (RFGC)
WA Women's Amateur	Wanneroo	Kirsten Rudgeley (WGC)	Kathryn Norris (MCC)
WA Women's Amateur Medal	Wanneroo	Kathryn Norris (MCC)	Abbie Teasdale (RFGC)
WA Men's Amateur	Wanneroo	Azer Pehlic (MLGC)	Haydn Barron (WAGC)
WA Men's Amateur Medal	Wanneroo	Zachary Maxwell (VIC)	Hayden Hopewell (RFGC)
WA Women's 72 Hole Strokeplay	Lake Karrinyup	Rebecca Kay (QLD)	Alexandra Hilliard (VIC)
Ivie Temperley Consistency (Stroke Averages)	N/A	Maddison Hinson-Tolchard (GGC)	Kirsten Rudgeley (WGC)
Paxton Averages	N/A	Hayden Hopewell (RFGC)	Haydn Barron (WAGC)
WA Junior Girl's Amateur	Mandurah	Maddison Hinson-Tolchard (GGC)	Ruby Fry (MLGC)
WA Junior Boy's Amateur	Mandurah	Connor McKinney (JCC)	Gareth Steyn (JCC)
WA Men's Senior Amateur	Hartfield	Kenneth Brewer (NSW)	Evan Sewell (Manjimup)
WA Women's Senior Amateur	Hartfield	Helen Pascoe (VIC)	Jacqui Morgan (NSW)
WA Women's Amateur Foursomes	Royal Perth	Maddison Large (JCC) & Abbie Teasdale (RFGC)	Jorja Hinson-Tolchard (GGC) & Maddison Hinson-Tolchard (GGC)
WA Men's Amateur Foursomes	Royal Perth	Jose De Sousa (GGC) & Connor Fewkes (Goldfields)	Thomas Patterson (CGC) & Michael Hanrahan Smith (GCG)
Women's Regional Seniors	Denmark	Lesley Owen (Denmark)	Jenny Camac (Carnamah)
Women's Provincial	Northam	Marion Nelson (Denmark)	Melissa Luk (Harvey)
Women's Rural Bronze	Moora	Carol Chilcott (Mt Barker)	Petrina King (Goomalling)
WA State Sand Greens	Narembeen	Ryan Peake (LCC)	Tim Gilotti (Bunbury)
Men's Country Foursomes	Rockingham	Shaye Trezise (Capel) & Adam Davey (Busselton)	Greg Golinski (Bunbury) & Shane O'Donovan (Bunbury)
Men's Country Champion	WA Golf Club	Tim Gilotti (Bunbury)	Adam Davey (Busselton)
Women's Country Week Bronze	Hartfield & Mount Lawley	Chris Lewis (Pink Lake)	Jane Dudley (Denmark)
Women's Country Week Silver	Hartfield & Mount Lawley	Sharon Dawson (Denmark)	Jan DePaoli (Bunbury)

Game Development



MyGolf Centres

A key focus in growing participation at WA golf facilities is the national MyGolf program. Here in WA we continue to exceed our KPI's set by ourselves and Golf Australia to have active golf facilities offering these program for juniors. With 39 centres promoting active programs since 1st

July 2019 we continue to work with clubs to have all non-members registered as MyGolf participants. With a KPI of 2200 Mygolfer's by the end of June 2020, we are on track to again meet this expectation.

MyGolf In Schools

In 2019, the MyGolf in Schools program presented by Smarter than Smoking continued to introduce golf to young people across WA. Along with this program, the Sporting Schools funding package has also helped us connect another 35 schools with local deliverers from their nearest golf facilities. We continue to educate school teachers on the delivery of golf with another 33 school teachers registering as MyGolf School Ambassadors taking our number on the ground to 155 teachers.



15 Regional Schools

40 Metropolitan Schools

1340 Regional Participants

4570 Metropolitan Participants



The Smarter than Smoking GolfWA Junior Tour is for our young golfers 12 years and under. In its 8th year the tour is an important starting point into the GolfWA junior pathway.

With four divisions, 16 events and 184 individual participants in 2019 we continue to offer participants in WA an enjoyable experience on the course and guidance as they progress their skills.



Smarter than Smoking Give Golf a Go at the Show

2019 was the fourth staging of our exhibit at the Perth Royal Show. The Smarter than Smoking Give Golf a Go activation was well received by the patrons and a wonderful opportunity for many people to try golf for the first time. With a prime location on the main arena, coverage on the Perth Royal Show website and awareness through on site commentary it was a successful eight days with:

- 33 Volunteers involved
- 260 new e-news subscribers signed up
- And over 4000 participants who enjoyed free golf



Finance

The final result for 2019 was a deficit of \$74,743 against a budgeted deficit of \$87,877. Additionally, we employed the equivalent of an additional 1.4 FTE in early 2019 and thus, the final result is one that the Board is satisfied with. After distribution of net rental and interest on the Labouchere Road Reserve Fund, the deficit was \$95,264 (note 7).

In relation to the financial statements and accompanying notes for 2019, following are the major factors to be noted: -

Income

Affiliation Fee Income - which reflects GolfWA's Affiliation Fee Income plus the nett of Golf Australia Fee Income less Golf Australia Fee Expense - increased by \$35K in 2019 and was \$26K above budget due to better than budgeted Membership numbers, whilst Grants (note 11) increased by \$25,000 due to an increase in Government funding for 2019/20. These changes arose out of a comprehensive review of funding to the sporting sector. There was also an increase in Event Income.

Conversely, our WA Open result was worse than expected due to the loss of sponsorship in a tight economy and there was a reduction of \$10K in Rent Receivable. This arose from a review of our rental agreement at the end of 2018 that was more reflective of the current rental rates in the property market.

Expenditure

As mentioned earlier in this report, the Board resolved to increase its expenditure on services in 2019 and this is reflected most prominently in an increase in Employment costs (note 17) from 2018. As mentioned, the Board resolved to add 1.4 FTE to the staff in our Business Development and Marketing department, reflecting the need to expand our promotion, marketing and support of the game at all levels. There were also

increased costs associated with Long Service Leave brought to account. Apart from Employment Costs, major points to note are:-

- a) Travel, Accommodation and associated costs (note 14) increased due to all Interstate Series being played outside of WA in 2019 (High Performance) and costs associated with increased interstate meetings for Board and Staff. However total expenditure in this sector was considerably under budget.
- b) Computing costs were \$10K more than 2018 and similarly over budget due to a malware virus earlier in the year that caused significant damage to our IT system and thus cost to repair.
- c) Reflective of the position of increasing staffing levels in Marketing, there was also increased Promotion and Marketing expenditure.
- d) The decrease in Sundry Administration Expenses is due to there being just over \$15K spent on the Millennial project in 2018; a cost not incurred in 2019

Balance Sheet

Total Assets decreased by \$25,198 with the most significant changes being a decrease in our Cash Assets of \$126,600 (note 2), largely offset by an increase in Receivables of \$49,204 and Prepayments and Deposits (note 3) of \$47,710.

The other significant point to note is the change in value of Computers & Equipment (note 4) due to the disposal of old equipment off the books that is no longer in use.

In terms of Liabilities, the most significant changes were increases in Payroll Liabilities (note 5) of \$36,219 and Income Received in Advance (note 6) of \$16,480

GOLF WESTERN AUSTRALIA (INC)

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 27-31

1. Presents fairly the financial position of Golf Western Australia (Inc) as at December 31, 2019 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
Chairperson



Gary Thomas
Chief Executive

Dated at South Perth this 10th day of February, 2020

GOLF WESTERN AUSTRALIA (INC)

BALANCE SHEET AS AT DECEMBER 31, 2019

	NOTE	2019		2018	
		\$	\$	\$	\$
<u>ASSETS</u>					
<u>Current Assets</u>					
Cash Assets	2	889,320		1,015,921	
Receivables		155,761		106,557	
General Inventory		9,728		9,751	
Prepayments and Deposits	3	<u>347,695</u>	1,402,504	<u>299,984</u>	1,432,212
<u>Fixed Assets</u>					
Property, Plant & Equipment	4		1,429,871		1,425,360
<u>Total Assets</u>			<u>2,832,375</u>		<u>2,857,572</u>
<u>LIABILITIES</u>					
<u>Current Liabilities</u>					
Trade Creditors		24,628		23,599	
BAS Liabilities		(18,053)		(18,218)	
Payroll Liabilities	5	158,204		121,986	
Superannuation		6,847		16,374	
Income Received in Advance	6	333,158		316,678	
Accrued Expenses		<u>41,963</u>	546,747	<u>36,782</u>	497,201
<u>Total Liabilities</u>			<u>546,747</u>		<u>497,201</u>
NET ASSETS			<u>2,285,628</u>		<u>2,360,371</u>
<u>MEMBERS FUNDS</u>					
Retained Earnings		2,232,835		2,255,976	
Current Year Earnings	7	- 95,264		- 23,140	
Building Revaluation Reserve	8	- 85,000		- 85,000	
Labouchere Road Reserve	9	<u>233,056</u>		<u>212,535</u>	
TOTAL MEMBERS FUNDS			<u>2,285,627</u>		<u>2,360,371</u>

The accompanying notes form part of these financial statements

GOLF WESTERN AUSTRALIA (INC)

STATEMENT OF INCOME AND EXPENDITURE FOR THE YEAR ENDED DECEMBER 31, 2019

	NOTE	2019 \$	2018 \$
<u>INCOME</u>			
Affiliation Fees		901,128	865,651
Event Income	10	189,725	181,624
Funding & Grants	11	302,502	277,500
Sponsorship	12	80,339	78,600
WA Open		(64,622)	(37,083)
Interest Revenue		14,481	15,878
Rent Receivable & Outgoings		33,418	43,418
Sales (nett of Cost of Sales)		10	47
Sundry Income		4,971	2,499
Total Income		1,461,952	1,428,135
<u>EXPENDITURE</u>			
Competition Expenses	13	116,938	115,074
Travel, Accommodation, Meals and Allowances	14	179,021	156,355
Game Development	15	34,502	22,231
High Performance	16	79,957	80,872
Accounting & Audit		10,220	4,813
Bank Fees & Charges		3,337	3,399
Computing		30,140	19,827
Electricity		3,601	3,634
Employment	17	946,539	864,244
Insurance		11,092	10,697
Office Maintenance, Cleaning & Storage		12,227	11,635
Promotion & Marketing		30,075	12,615
Rates, Taxes and Levies	18	32,054	31,652
Staff Amenities		2,995	2,215
Stationery, Printing & Postage		6,633	8,714
Sundry Administration Expenses		5,395	29,099
Sundry Operating Expenses		13,848	18,334
Telephone		8,959	10,144
Depreciation		9,160	9,104
Total Expenditure		1,536,695	1,414,660
<u>OPERATING SURPLUS/(DEFICIT)</u>	7	<u>(74,743)</u>	<u>13,476</u>

The accompanying notes form part of these financial statements

GOLF WESTERN AUSTRALIA (INC)

NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS FOR THE YEAR ENDING DECEMBER 31, 2019

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 2015 (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 2015 (WA), the Constitution and the following Australian 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) **Revenue**
Revenue is recognised in profit or loss when Golf Western Australia (Inc) when it is probable that the economic benefits will flow to the entity, and the amount of the revenue can be measured reliably.
If performance obligations are attached to the revenue which must be satisfied before the entity is eligible to receive the funding, the recognition of revenue will be deferred until those obligations are satisfied.

All revenue is stated net of the amount of goods and services tax.
- (c) **Cash on Hand**
Cash includes cash on hand, deposits held at-call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts.
- (d) **Fixed Assets**
Fixed assets are measured on the cost basis and are therefore carried at cost less accumulated depreciation and any accumulated impairment losses.
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 use. Equipment and consumable items are still depreciable at applicable rates.
The assets' residual values and useful lives are reviewed and adjusted, if appropriate, at the end of each reporting period.
- (e) **Provisions**
Provisions are recognised when Golf Western Australia (Inc) has a legal or constructive obligation resulting from past events, for which it is probable that there will be an outflow of economic benefits and that the outflow can be reliably measured. Provisions are measured using the best estimate available of the amounts required to settle the obligation at the end of the reporting period.
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.

	2019		2018	
	\$	\$	\$	\$
2 Cash				
ANZ Classic Account		46,769		61,450
ANZ Savings Account		78,372		221,921
ANZ Term Deposit		530,787		520,012
Labouchere Road Term Deposit		154,299		151,366
Labouchere Road Capital Fund		78,756		61,171
Petty Cash		337		-
		<u>889,320</u>		<u>1,015,921</u>
3 Prepayments and Deposits				
Golf Australia Affiliation Fees		298,606		279,360
Competition Expenses		-		803
Travel & Accommodation High Performance		21,186		9,344
Travel & Accommodation Board and Staff		903		-
Game Development		-		-
Office Maintenance & Storage		681		630
Insurance		1,500		-
Rates and Taxes		4,348		3,821
Sundry Administration Expenses		20,470		6,026
		<u>347,695</u>		<u>299,984</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	<u>- 11,090</u>	540,000		<u>- 11,090</u>	540,000	
	Building - Melville Parade as valued	865,000			865,000		
	Improvements to GolfWA Offices	124,239			124,239		
	Accum Depreciation on Improvements	<u>- 123,617</u>	865,622		<u>- 121,569</u>	867,670	
	Computers and Equipment	83,833			139,266		
	Accum Depreciation - Computers & Equipment	<u>- 74,554</u>	9,280		<u>- 136,066</u>	3,200	
	Furniture & Fittings	91,947			91,947		
	Accum Depreciation - Furniture & Fittings	<u>- 91,947</u>	-		<u>- 91,947</u>	-	
	Perpetual Trophies		14,969			14,490	
				<u>1,429,871</u>			<u>1,425,360</u>
5	Payroll Liabilities						
	PAYG		16,555			17,157	
	Provision for Annual Leave		85,921			73,980	
	Provision for Long Service Leave		<u>55,729</u>			<u>30,849</u>	
				<u>158,204</u>			<u>121,986</u>
6	Income Received in Advance						
	Healthway Funding		-			-	
	Other Grants		17,500			17,500	
	Entry Fees		96			2,182	
	Membership Income		13,019			11,870	
	GA Affiliation Fees		298,179			283,643	
	Other		4,364				
	Outgoings received - Labouchere Road		<u>-</u>			<u>1,483</u>	
				<u>333,158</u>			<u>316,678</u>
7	Members Funds						
	Net Surplus Year to Date		- 74,743			13,476	
	Transfer to Labouchere Road Reserve		<u>- 20,521</u>			<u>- 36,615</u>	
	Current Year Earnings				<u>- 95,264</u>		<u>- 23,140</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>900,000</u>	1,490,000	
				<u>- 85,000</u>			<u>- 85,000</u>
9	Labouchere Road Reserve						
	Opening Balance		212,535			175,920	
	Add Transfers YTD		<u>20,521</u>			<u>36,615</u>	
				<u>233,056</u>			<u>212,535</u>
10	Event Income						
	Ladies Event Fees		96,342			91,005	
	Mens Event Fees		58,058			56,941	
	Junior Event Fees		16,945			18,814	
	Community Coaching Entry Fees		-			-	
	Game Development Entry Fees		10,660			6,683	
	HP Entry Fees and Income		7,720			8,182	
	Seminar and Course Fees		<u>-</u>			<u>-</u>	
				<u>189,725</u>			<u>181,624</u>
11	Funding & Grants						
	DLGS&CI Annual Funding		182,502			150,000	
	Healthway Funding		85,000			85,000	
	Golf Australia Funding		35,000			35,000	
	Other Grants		<u>-</u>			<u>7,500</u>	
				<u>302,502</u>			<u>277,500</u>
12	Sponsorship						
	Bowra & O'Dea		20,000			20,000	
	Aglime Australia		13,250			10,000	
	Callaway		-			18,000	
	Cobra Puma Golf		16,500			-	
	Travel Tree		3,000			3,000	
	Drummond Golf		10,095			10,000	
	Other		<u>17,494</u>			<u>17,600</u>	
				<u>80,339</u>			<u>78,600</u>

13	Competition Expenses				
	Trophy Costs	68,209		67,069	
	Food & Beverage	47,705		47,285	
	Competition Sundry	1,024	<u>116,938</u>	720	<u>115,074</u>
14	Travel, Accommodation, Meals and Allowances				
	High Performance	112,253		101,509	
	Board and Staff	25,740		21,826	
	Club Health	7,357		5,146	
	Course Rating	69		1,277	
	Game Development	10,887		12,312	
	Other	22,715	<u>179,021</u>	14,285	<u>156,355</u>
15	Game Development				
	Coaching	370		307	
	MYGolf Equipment and Manuals	4,132		1,050	
	Prizes and Promotion	25,774		17,665	
	Venue Hire/F &B	4,225	<u>34,502</u>	3,209	<u>22,231</u>
16	High Performance				
	Entry Fees	4,541		3,999	
	Fitness	10,817		13,238	
	Coaching	24,974		24,464	
	Player Assistance	25,101		28,780	
	Uniforms	14,525	<u>79,957</u>	10,391	<u>80,872</u>
17	Employment				
	Wages and Salaries	824,945		763,857	
	Long Service Leave	31,618		4,779	
	Superannuation	78,663		71,920	
	Contractors	2,400		7,500	
	Recruitment	1,246		7,745	
	Payroll Tax	4,105		4,385	
	Professional Development	3,563	<u>946,539</u>	4,058	<u>864,244</u>
18	Rates, Taxes and Levies				
	Rates, Taxes and Levies - Melville Parade	14,585		15,677	
	Rates, Taxes and Levies - Labouchere Road	14,862		13,549	
	Property Management - Labouchere Road	2,608	<u>32,054</u>	2,427	<u>31,652</u>