## 2018/19 ANNUAL REPORT





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## **BOARD MEMBERS**

**PRESIDENT** 

**AARON BOWLING** 

**VICE PRESIDENT** 

KEN LEE

**TREASURER** 

MARAT BLIEV

**SECRETARY** 

**EMMA BROWN** 

RON CROAGER
PETER BRAZENDALE
IAN ANDERSON
LIA PRZYMENSKA
MILES JUPP

## **STAFF MEMBERS**

**GENERAL MANAGER** 

JACQUI SANZONE

**SENIOR CLUB OFFICER** 

**DWAYNE WESCOMBE** 

**ADMINISTRATION & CUSTOMER SERVICE** 

INDIA BRADSHAW SAMANTHA MANDERSEN

## **LIFE MEMBER HONOURS LIST**

AWARDED	TO THE LATE	AWARDED	TO THE LATE
1961	John Kay	1979	Bert Trezise
1961	George Mell	1981	Alec Campbell
1962	Ray Axon	1981	Arthur Logue
1965	Roy Smith	1983	Bill MacArthur
1968	Norm Henry	1983	Ted Hannay
1968	Ted Usher	1983	Vic Lundberg
1969	Roy McLoughlin	1984	Dirk Harmsen
1969	Wally Crowd	1984	Len Darby
1970	Murray Jardine	1985	David Rubery
1970	Stan Criddle	1986	Alan Ridgwell
1974	John Sullivan	1986	Denbigh Lintern
1976	Jack Tunstill	1989	Ron Dent
1978	Robert Nelson	1991	Basil Hawkins
1972	Neville Armitage	1995	Ron Rogers
1973	George Gordon	2011	Harry Thomas

## **CURRENT LIFE MEMBER HONOURS LIST**

AWARDED	ТО	AWARDED	ТО
1976	Ron Jesson	1996	Gavin Muir
1979	Shirley Davis	1996	Neil Fry
1979	Cliff Sutton	1996	Lorraine Tapper
1982	Con Smith	1999	Wes Capenhurst
1984	Alan Peskett	1999	Peter Bali
1985	Neville Millar	2000	Don Bower
1985	Eric Briedis	2001	John Souter-Robertson
1985	Leo De Angelis	2004	Val Brojanowski
1988	Peter Hills	2008	Nigel Perry
1989	Charlie Casini	2008	Alex Papadopoff
1991	Bruce Gibbney	2009	Alec Jeffrey
1991	Phil Craven	2010	Peter Richards
1992	Neville Fry	2010	Keith Weaire
1993	Wayne Hayes	2010	John Halliday
1993	Mario Piromalli	2017	Ron Croager
1993	Ron Harrison	2017	John Jendrzejczak
1994	Neville Riches	2018	Harry Webster

#### PRESIDENT'S REPORT

I would like to start by thanking our life members who built this great club. This is our 70-year anniversary which is a significant accomplishment for our wonderful club. I would like to thank each of our members as you are what makes this club great. Thank you to my fellow board members and the office staff as you all work very hard to ensure we offer the best possible service to our members. The Board (Marat, Ken, Emma, Ron, Peter, Ian, Miles and Lia) have worked with Jacqui and her team (Dwayne, India and Sam) to continue providing great benefits to our members and to ensure we maintain the quality of our holiday homes. A special mention to the partners and families of the board members and the office staff as I know we demand a lot from everyone which impacts their home life, and your understanding and support is very important to every one of us.

I would like to thank our major sponsors Western Power and Synergy. Without their generous support a lot of what we provide would not be possible and we appreciate everything they have done for our club. We look forward to maintaining a key partnership with both of our wonderful sponsors in the future.

We passed our new constitution in April 2019, and I want to thank Miles Jupp, Ray Elvidge, Lia Przymenska, Ron Croager and Ken Lee for all their hard work on the constitution sub-committee. I also want to thank all the members who attended our SGM in April and the members who sent in a proxy vote. Miles was our constitution sub-committee chairman who led the team in writing the constitution that was approved, and Ray Elvidge was appointed as the chairman for the constitution sub-committee moving forward and I want to thank both of them for volunteering their time in this key role.

The highlights of this year include the new partners for our Membership Card which offer additional benefits and discounts for our members. We have continued to engage with our members through our new regular communication via diverse social platforms (email newsletters, Facebook, lift posters and tv screens etc), and the board and office conducted a strategy session in 2019 to help us focus on the future of the club and how we can offer an even better service to our great members.

For the first time that I can remember all five board members whose term is ending are not renominating for a board position, and I will miss working with each of them. A special mention to Ron Croager who served on the board and committee for almost 30 years and volunteered a lot of his time to help improve and build the club throughout the years. A special mention to Ken Lee as well who served on the board for over 10 years and he has been on the executive committee for several years, and Ken also did a great job as our last President. Marat Bliev is also leaving the board and he has done an outstanding job in the treasurer's role over the last 2 years. He has helped return our great club to a profitable position in a very short timeframe which was very impressive. Ian Anderson will be leaving the board as well, but he will continue to assist with the holiday home sub-committee to ensure our members have the best quality homes possible. Finally, Peter Brazendale will be leaving the board and he did a great job of helping us rebuild our relationship with the retired members group, and he is writing our new policies and procedures document. I will miss working with each board member that is leaving, and I look forward to working with the new board who will be announced tonight.

The Club's membership base as at 30<sup>th</sup> June 2019 is over 2,500 members strong, and our membership base is growing thanks to the marketing efforts from our staff through depot visits and social engagements. We will continue to work with our members to maintain our value for money offering and to continue improving our club in the future.

#### **GENERAL MANAGER'S REPORT**

#### **Finance**

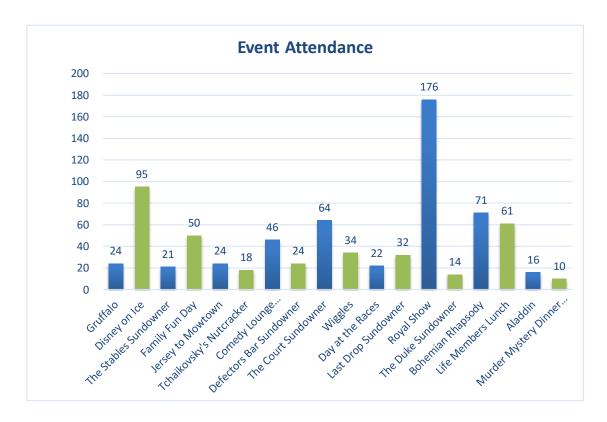
As was the case with the second half of FY 2018, the club's financial position has continued to improve in FY 2019.

- Revenue increased whilst total cost of sales and expenses decreased, resulting in an operating profit of \$14,205.
- Prior years General Reserve discrepancies have been identified and corrected.
- Financial year budgets were submitted and approved by the board.
- Financial reports include the current month and YTD, holiday home and event profit and loss reports, occupancy and membership movement reports, continue to be reviewed by the treasurer and submitting to the board on a monthly basis.
- All ATO and payroll liability's including all outstanding Company Tax returns have been prepared and lodged with the ATO, with thanks to Don Bower and Mick O'Connell.
- No overdue ATO amounts were outstanding as at the 30<sup>th</sup> of June 2019.
- Reconciliations of all balance sheet items were completed on a monthly basis and a review and summary of movements of the profit and loss vs budget analysis were supplied to the treasurer for review before submitted to the board.
- Independent sworn valuations were undertaken on all properties due to Cape View properties being impaired due to a softening of the property market compared to when those properties were transacted. As such EWSC has changed their Australian Accounting Standards policy from cost basis to the fair value basis of reporting non-current assets, resulting in a net revaluation increment of \$4.025M held in asset revaluation reserve.
- From 1<sup>st</sup> of July 2018, all country groups were required to comply with the requirements of the EWSC governing documents and terms and conditions of the Country Allocation Request Form. Ensuring that the allocations were deposited into a bank account held was in the name of the country group and bank statements and supporting transactional documents for the financial year were supplied to the EWSC office before receiving FY 2020 allocations. In an environment of ever-increasing compliance and scrutiny of not-for-profit organisations it has become necessary to provide full transparency of what these allocations are being used for.

#### **Events**

This year we saw a total of 2,227 attend a wide variety of events the club had to offer.

- The office organised over 20 events for our members.
- The most popular event continued to be the end of year event where 1,425 attended.
- Other popular events included the Perth Royal Show, Disney on Ice, Bohemian Rhapsody exclusive cinema screening with a pre-show live performer.
- Other events included live shows, sundowners and other social events like the comedy lounge where
  lots of laughs were had by all. Another highlight was the Spring Day at the Races where our
  members contributed to raising over \$3,000 towards Breast Cancer Care WA which is another WA
  non-profit organisation.
- Ticketed events are still by far the members choice of a preferred event excluding the end of year event with 458 attendees.
- The EWSC Family Fun Day was introduced this year and with 50 attendees we have decided to continue with this event in 2020.



#### **Vouchers**

Partnering with our amazing online discount store Neat Ideas, we continued to offer our members great savings on a wide range of products.

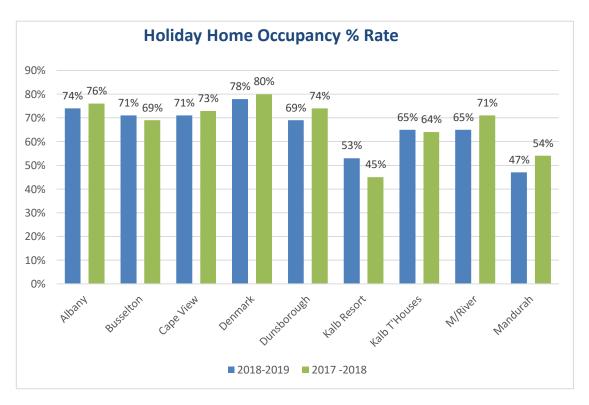
- The most popular voucher remains to be the cinema tickets with 1,202 vouchers purchased though our online members portal.
- Other popular vouchers included Rottnest, Adventure World and Aqua tickets.
- There was more great valued discounted products introduced, like gift cards, attractions and discounted events including tickets to the NBL Perth Wildcats and the Western Force.
- We also sold 206 entertainment books with all proceeds made from the sales going back into the membership.

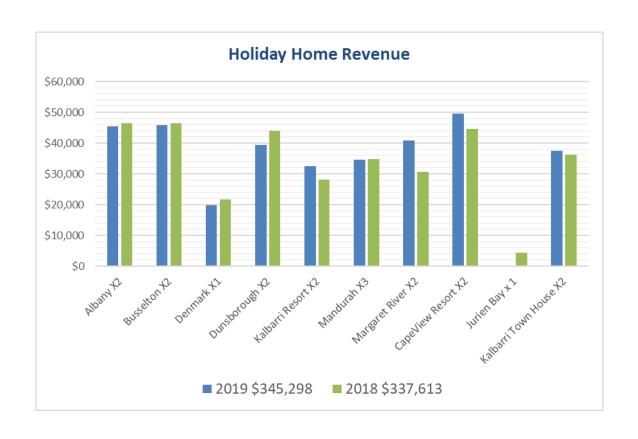


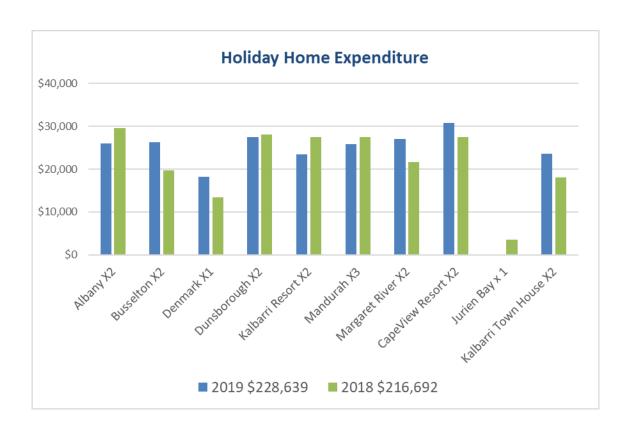
## **Holiday Homes**

The holiday homes continued to operate with similar statistics to the previous financial year. However, it is becoming evident by occupancy rates in the lower quality homes and also the increased maintenance and repairs in these properties that holiday home improvements are on the list of priorities for financial year 2020. We did see some major repairs at our Denmark property with an ongoing mould issue being resolved through roof insulations and repairs being completed. Also, the scope of works for major electrical improvements at the Kalbarri Resort was approved, with cabling being installed to improve a variety of facilities including better air-conditioning units. With the exception of Busselton due to timing, all caretakers were visited and all holiday homes were inspected. We said goodbye to Lorraine & Terry our long-standing Margaret River caretakers due to business and personal commitments but we welcomed Ali and Sue who have loads of experience through providing services to Air bnb's and also being well respected in the location community. We also said goodbye to Alex and Wendy due to Alex getting offered a job in the mines and a great career opportunity but welcomed Helen and Steve who also have lots of experience as also providing services to other short stay accommodation in Kalbarri. Sadly, we had to say goodbye to the lovely Nicole from Denmark, who decided to hang up the boots after many years of service to the club due to her exciting career path. We were very fortunate to be able to get Gary onboard who worked for Western Power for many years before moving to SA. Luckily for us Gary and his lovely wife Karen relocated to Denmark in 2017 to be closer to their children and grandchildren.

- Holiday home occupancy closed at 65.89%.
- Occupancy increased in Busselton, Kalbarri Resort and Townhouses.
- Denmark had the top occupancy rates; however, it was the least profitable due to repairs and maintenance costs.
- The highest performing locations homes were again Busselton and Albany which are our two highest quality homes. The other was Cape View which has resort facilities and is one of the holiday homes that is the closest destination to Perth.
- A board sub-committee was formed to look at holiday home improvement which is currently in progress.







#### **Marketing & Promotions**

Another area that we saw major improvement, was our marketing and promotions area. This was supported overwhelmingly by stakeholders' positive feedback, via emails, telephone calls and one of the nicest forms of communication is up close and personal, face to face.

- Additional supporting business partners were gained through our members benefit card implementation. Which contributed to also assisting more WA businesses.
- The members benefit card promotions went online, with access through the members online portal discount page.
- 49 e-Newsletter were sent.
- Our click rate (when a member clicks on one of the promotions in our e-Newsletter) improved from 5.13% to 6.21%. This is considerably higher than the average non-profit open rate of 2.57%
- Our recipient list went from 2,307 to 2,400 in FY 2019.
- The average open rate for our e-Newsletter closed at 60.83% which again is considerably higher than the average non-profit open rate of 24.11%.
- Total electronic communications sent was 73.
- We gained 200 new Facebook Group members with a total of 499 as at 30<sup>th</sup> of June 2019.
- We ran promotions on TV screens throughout industry sites.
- Last minute holiday home cancellation promotions were run to assist members in recovering a portion of their booking funds.
- Kalbarri occupancy increased due to marketing and promotions.
- Events, holiday homes and memberships were promoted through e-Newsletter's, Facebook page, group and posters throughout industry sites.
- Our first industry depo site visit was rollout in Geraldton where we increased stakeholder engagement and new members.





## Membership

Without our members there is no Energy West Social Club. So even though this may look like the least to report by the content, It is in fact one of the club's biggest achievements this financial year.

This year we are pleased to announce we saw the first membership increase since FY 2013 with a net increase of 50 new members coming on board to enjoy all the benefits the club has to offer.

This was achieved by the following actions;

- Increasing our stakeholder engagement, resulting in referrals by current stakeholders.
- Smart and savvy marketing and promotional material.
- Depo site visits.
- Face to face interactions at social events.
- Membership closing at 2567 as at 30<sup>th</sup> of June 2019.



## TREASURER'S REPORT

## **Financial Statements 2019**

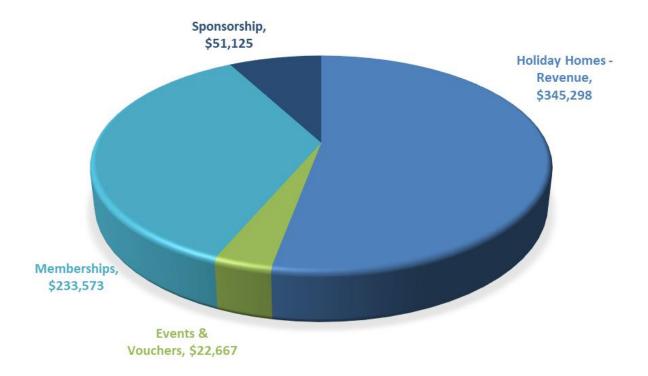
## **Revenue and Expenditure Statement**

	2018/19	2017/18
REVENUE		
Holiday Homes - Revenue	\$345,298	\$337,613
Events & Vouchers	\$22,667	\$32,848
Memberships	\$233,573	\$228,360
Sponsorship	\$51,125	\$51,125
Other Revenue (Insurance Claim)	\$1,921	\$0
TOTAL REVENUE	\$654,585	\$649,946
COCT OF CALES		
COST OF SALES	4222.522	4246 602
Holiday Homes Tickets - Vouchers	\$228,639	\$216,692
Events	\$5,931	\$11,088
	\$74,110	\$105,606
Membership	\$136	\$745
Country Allocations	\$56,296	\$56,667
TOTAL COST OF SALES	\$365,112	\$390,798
GROSS PROFIT	\$289,472	\$259,148
EXPENSES		
Employment	\$235,753	\$243,659
Administration Expenses	\$19,759	\$25,344
Insurances	\$17,003	\$19,459
Honorariums	\$0	\$9,500
AGM	\$664	\$10,135
Board Expenses	\$779	\$1,625
Marketing	\$1,309	\$1,948
TOTAL EXPENSES	\$275,268	\$311,670
OPERATING PROFIT/(LOSS)	\$14,205	-\$52,523
OTHER INCOME		
Bank Interest Earnt	\$12,403	\$15,825
TOTAL OTHER INCOME	\$12,403	\$15,825
OTHER EXPENSES		
Depreciation	\$70,832	\$138,952
TOTAL OTHER EXPENSES	\$ <b>70,832</b>	\$138,952
NET PROFIT/(LOSS)	-\$44,225	-\$175,650

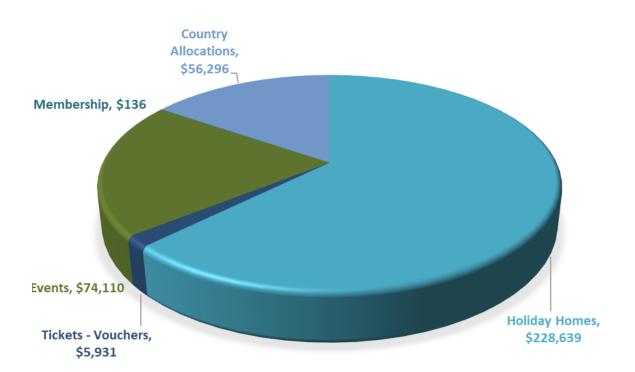
## **Balance Sheet**

	2018/19	2017/18
GENERAL RESERVE	\$6,815,444	\$2,836,626
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CURRENT ASSETS		
Cash - Operating Accounts	\$168,536	\$126,518
Cash - Fixed Term	\$565,023	\$553,183
Prepayments	-\$500	\$0
Petty Cash - Holiday Homes	\$263	\$249
Trade Debtors	\$0	\$19,938
TOTAL CURRENT ASSETS	\$733,322	\$699,887
FIXED ASSETS		
Assets at Cost	\$6,370,513	\$3,923,432
LESS Accumulated Deprec	-\$236,738	-\$1,756,913
NON-CURRENT ASSETS	\$6,133,775	\$2,166,519
TOTAL ASSETS	\$6,867,096	\$2,866,406
CURRENT LIABILITIES		
Trade Creditors	\$22,397	\$17,430
Accrued Expenses	\$0	-\$7,194
Credit Card	-\$653	-\$220
GST Collected	\$7,886	\$7,156
GST Paid	-\$1,938	-\$7,310
ATO Integrated Client Account	\$0	-\$207
TOTAL CURRENT LIABILITIES	\$27,693	\$9,656
DAVDOU LIABULTIES		
PAYROLL LIABILITIES	¢0.620	¢11.000
PAYG	\$9,629	\$11,966
Superannuation	\$4,553	\$2,474
Employment Leave TOTAL PAYROLL LIABILITIES	\$9,777	\$5,684
TOTAL PAYROLL LIABILITIES	\$23,959	\$20,123
TOTAL LIABILITIES	\$51,652	\$29,779
TOTAL LIABILITIES	731,032	<i>\$25,775</i>
NET ASSETS	\$6,815,444	\$2,836,626
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EQUITY		
Asset Revaluation Reserve	\$4,025,445	
Retained Reserves Pas Yrs.	\$2,834,224	\$3,012,776
Current Year Reserves	(\$44,225)	(\$175,650)
Historical Balancing Account	•••••	(\$500)
Ç		
TOTAL EQUITY	\$6,815,444	\$2,836,626
	· · ·	

## **REVENUE 2018 – 2019**



## **COST OF SALES 2018 – 2019**



## Holiday Homes – Operations

LOCATION	Year	Revenue	Expenditure	Total Surplus
Albany	18/19	45,362	25,929	19,433
	17/18	46,529	29,590	16,939
Busselton	18/19	45,855	26,352	19,503
	17/18	46,484	19,762	26,722
Cape View	18/19	49,547	30,738	18,809
	17/18	44,628	27,503	17,125
Kalbarri Resort	18/19	32,435	23,438	8,997
	17/18	28,049	27450	599
Kalbarri Townhouse	18/19	37,500	23,634	13,866
	17/18	36,349	18,119	18,230
Mandurah Triplex	18/19	34,524	25,779	8,745
	17/18	34,846	27,456	7,390
Margaret River	18/19	40,874	27,084	13,790
	17/18	30,629	21,719	8,910
Dunsborough	18/19	39,332	27,485	11,847
	17/18	44,037	28,019	16,018
Denmark	18/19	19,868	18,204	1,664
	17/18	21,633	13,474	8,158
Jurien Bay	18/19	0	0	0
	17/18	4,430	3,600	830

## Fixed Assets 2018 | 2019

LOCATION	LAND (AT COST)	PREMISES, FURNITURE, EQUIPMENT (AT COST)	LESS PROVISION FOR DEPRECIATION	WRITTEN DOWN VALUE 30/6/19
Albany	\$620,000	\$601,241	-\$46,241	\$1,175,000
Busselton Houses	\$390,000	\$531,333	-\$21,333	\$900,000
Kalbarri Resort	\$8,463	\$240,669	-\$29,132	\$220,000
Kalbarri Townhouse	\$121,000	\$668,455	-\$21,455	\$768,000
Mandurah Triplex	\$380,000	\$465,865	-\$20,865	\$825,000
Margaret River	\$275,000	\$230,548	-\$18,548	\$487,000
Dunsborough	\$440,000	\$578,262	-\$18,262	\$1,000,000
Denmark	\$118,000	\$231,360	-\$9,360	\$340,000
Cape View Resort	\$243,000	\$176,948	-\$19,948	\$400,000
Office Equipment - Software		\$50,368	-\$31,594	\$18,775
TOTAL	\$2,595,463	\$3,775,049	-\$236,738	\$6,133,775

#### **AUDITORS REPORT FOR FINANCIAL YEAR 2018-2019**

Nelly Simon - Financial Accounting Manager, Western Power

# Energy West Social Club (EWSC) Review - June 2019

#### BACKGROUND

Review services engaged. Purpose of review is to assess EWSC's financial reports for compliance with Australian Accounting Standards, including assessment in regards with the following:

- 1. EWSC's internal controls and processes
- 2. Obligation to keep and retain financial records
- 3. Contraventions of any applicable code of professional conduct

This report is prepared in accordance to the requirements of the Associations Incorporation Act (2015), Part 5 Divisions 3, 5, 6 and 7; and is subject to EWSC's management committee's annual declaration.

#### ASSUMPTIONS

Prior years' audited financial reports are accurate and are used as the baseline to form this review.

## PROCEDURES/OBSERVATIONS

This review includes the following validation:

- Opening (1 July 2018) and closing balances (30 June 2019) of all bank accounts to bank statements
- Credit card closing balance to credit card statement
- Opening (1 July 2018) and closing balances (30 June 2019) of all fixed assets balance to trial balance and asset register
- · Closing balances of trade receivables, trade payables and accruals to sub-ledger control account
- GST and PAYG balances as at June 2019 to June 2019 BAS return
- · Employee leave entitlement balance to employee leave register

In addition to the above validation, the following were also sighted:

- Bank reconciliations
- Depreciation schedule
- GST reconciliations
- General journals listing (2019)
- Independent valuations of land and buildings

The following observations were noted during the review:

- There have been significant improvements to the quality of accounting record-keeping and reconciliations of general ledger accounts compared to previous years.
- 2. As a result of legacy journals posted against the Retained Reserves of the past, an adjustment balance of \$2,403 remained in the Historical Balancing Account. In view that the current year's reconciliations have come through fully-reconciled, this balance is now confirmed to have occurred in previous years' activities and hence, should remain a permanent balance making up the total Retained Reserves brought forward.
- 3. Consistent to the prior year and based on legacy arrangements, country allocations totaling \$56,296 (2018:\$56,667) was paid throughout the financial year, plus components of insurance premiums. These amounts are requested formally each time and all transactions are vetted through by the EWSC team including the filing of tax receipts and reconciliations through to Trade Creditors ledger.
- 4. EWSC obtained independent valuations on the holiday homes owned and have voluntarily changed from the cost basis to the fair value basis of reporting non-current assets. This have had a significant impact on EWSC's financials, to the quantum of a net revaluation increment of \$4.025M, held in its asset revaluation reserve.
- 5. EWSC admin has confirmed that there are no changes to the internal controls from the prior year in regards to the operation of bank accounts, processing of payables and operations:
  - a. Segregation of duties invoices are entered and coded by one party (Jacqui), whilst supplier bank details are checked and payments verified by another party (Dwayne).
  - b. Financial authorization (EFT and Cheques) -
    - Payments > \$1,000 are approved by the Treasurer excluding wages and caretakers' payments.
    - ii. Wages and caretakers' payments are approved by Club Manager
    - iii. Supplier payments < \$1,000 are approved by Club Manager
    - iv. All records of payments are available for review by Treasurer at any point in time. Bank reconciliations are signed off by Treasurer.
  - Financial management monthly profit and loss management (including by locations)
    reports are prepared and reviewed internally.
  - Regular spot-checks are conducted on holidays homes including stock take of inventory at the locations.

#### RECOMMENDATIONS

Based on the observations above, the recommendations of this review are as follow:

The following recommendations are made in view of the change in EWSC's Accounting Policy to report the value of non-current assets using fair value basis;

- a. Per AASB 1041 Revaluation of Non-Current Assets;
  - Where the fair value basis is applied; revaluations be kept up to date, and during the same period of time. In some instances, annual revaluations may be necessary. However, where the fair value of the classes of non-current assets

- do not fluctuate frequently, revaluation every 5 years (or as deemed appropriate by the Board) will be acceptable.
- ii. A register to be maintained, clearly tracking all revaluation increments and decrements of each asset class (i.e. land, building); the dates of each revaluation.
- iii. Revaluation increments can only be offset by decrements if they are in the same asset class; and where the decrement was not previously taken to the P&L. If the decrement was previously taken to the P&L, then the increments must be recognized as revenue in the P&L.
- iv. Revaluation decrements must be taken to the P&L, except where there is a credit balance in the asset revaluation reserves for the same asset class.
- v. Clear records to be kept on the original purchase date of each non-current asset, along with its original costs of purchase. A timeline to be kept of each revaluation, in accordance to its asset classes and depreciation rates updated to reflect the depreciation of a revalued asset cost-base whilst the age of the asset remain unchanged.
- vi. A summary of the revaluation is to be provided as notes to the Financial Statements.
- Per AASB 101 Presentation of Financial Statements. Change is permitted from the cost basis to the fair value basis; however, this constitutes a voluntary change in Accounting Policy (see AASB 101); which requires Board approval.

## **SUMMARY**

I would like to thank the EWSC management committee for involving me in the review of its 2018/19 financial reports. Based on the result of procedures carried out, direct inquiries to management and sighting of relevant documentations further supported by my observations, I am of the opinion that EWSC's financial reports present a true and fair view of its financial performance and position for the financial year ended 30 June 2019; and is prepared in compliance with relevant Australian Accounting Standards and requirements of the Associations Incorporation Act (2015).

Prepared by:

Nelly Simon

Dated 10 September 2019

## **CONTACT INFORMATION**

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