



Annual Report 2020

ingleburnrsl.com.au

Board of Directors

Ingleburn RSL Sub-Branch Club Limited
Executive 2020



Standing left to right

Tony Rankin	Director
Vince Vincent	Treasurer
Ray O'Neill	Director
Geoff Grimes	Director
Warren Verity	Vice President
Polly Grundy	Director

Seated left to right

Glenn Cushion	Chief Executive Officer
Terry Goldsworthy	President
Ray Williams	Vice President

Notice of Annual General Meeting

Annual General Meeting

Notice is hereby given to members of the Annual General Meeting of the Club which is to be held in the Bardia Room of the Club 70 Chester Road Ingleburn on Thursday 22nd April 2021 commencing at 8pm.

The Agenda

1. To confirm the minutes of the previous Annual General Meeting held on Thursday 30th July 2020.
2. To receive apologies.
3. To receive and consider for adoption the President's Annual Report.
4. To receive and consider for adoption the Statement of Financial Performance for the year ended 31st December 2020, and the Statement of Financial Position as at 31st December 2020, together with the Auditor's Report thereon.
5. To announce the result of the Ballot for Directors and declare Directors elected in accordance with the triennial rule.
6. To consider and vote upon the Ordinary Resolutions as set out below.
7. To deal with any other business that the meeting approves of, of which due notice has not been given.

Voting for Directors

Election Voting for Club Directors will take place in the Club foyer and will be conducted by Australian Election Company during the following times:

Friday	16th April 2021	10am to 8pm
Saturday	17th April 2021	10am to 8pm
Sunday	18th April 2021	10am to 8pm
Monday	19th April 2021	10am to 8pm
Tuesday	20th April 2021	10am to 8pm

Election results will be declared at the Club's AGM held on Thursday 22nd April 2021.

First Ordinary Resolution

- a. That pursuant to the Registered Clubs Act the members hereby approve and agree to expenditure by the Club in a sum not exceeding (\$90,000) over the following 12 months until the next Annual General Meeting of the Club for the following expenses subject to approval by the Board of Directors:
 - i. The reasonable costs of Directors attending seminars, lectures and other educational activities as determined by the Board from time to time.
 - ii. The reasonable costs (including travel and accommodation expenses and other reasonable out of pocket expenses) of Directors attending meetings, conferences and trade shows conducted by ClubsNSW, the Clubs Directors Institute, the Club Managers Association, RSL Clubs Association and the Leagues Clubs Association and such other conferences and trade shows as determined by the Board from time to time.
 - iii. The reasonable cost of Directors attending any other registered Clubs for the purpose of viewing and assessing its facilities as determined by the Board as being necessary for the benefit of the Club.
 - iv. The reasonable cost of Directors and partners of Directors attending any Club, Club industry, community or charity functions as the representatives of the Club and authorised by the Board to do so and the reimbursement to Directors of reasonable out of pocket expenses when representing the Club at these functions.
 - v. The reimbursement of reasonable out of pocket expenses incurred by Directors travelling to and from any additional or special Board meetings or other duly constituted meetings of any committee of the Board.
 - vi. The reasonable cost of a meal and beverage for each Director before and after a Board or committee meeting on the day of that

Notice of Annual General Meeting

meeting when such meeting coincides with a normal meal time.

- vii. The reasonable expenses incurred by Directors either within the Club or elsewhere in relation to such other duties including entertainment of special guests of the Club and other promotional activities approved by the Board on production of documentary evidence of such expenditure.
 - viii. The reasonable cost of Directors entertaining guests whilst they are on duty at the Club provided such entertaining is limited to meals, beverages and internal shows.
 - ix. The reasonable cost of supplying Directors with a Club blazer, a Club tie, trousers and a Club shirt.
 - x. The provision of designated car parking spaces for Directors in the Club's car park.
- b. The members acknowledge that the benefits in paragraph (a) are not available for members generally but are only for those who are Directors of the Club.

Notes to Members on the First Ordinary Resolution

1. The first Ordinary Resolution is to have the members in general meeting approve various expenditure by the Club for Directors including to attend seminars, lectures, trade displays and other similar events to be kept abreast of current trends and developments which may have a significant bearing on the Club and for other out of pocket expenses. Included in the First Ordinary Resolution is the cost of Directors attending functions as representatives of the Club and the costs of their spouses/partners also attending those functions.

Second Ordinary Resolution

- a. That the members hereby approve the payment of the following honorariums to the Directors of the Club for services as directors of the Club

until the Annual General Meeting in 2022:

- i. President - \$10,000.00; and
 - ii. Directors other than the President - \$5,000.00 each.
- b. Such honorariums are to be paid by monthly or other instalments as the Club and President and the Club and each Director may agree from time to time.
- c. If the President or a Director only holds office for part of the term, the honorarium shall be paid on a pro-rata basis.

Notes to Members on the Second Ordinary Resolution

1. The Second Ordinary Resolution is to have the members in General Meeting approve honorariums for the Directors of the Club for duties to be performed by them until the next Annual General Meeting. However, the honorariums will be paid on a pro-rata basis which means that a Director who only holds office for part of the year will only receive part of the honorarium. The honorarium proposed this year for the President is \$10,000 and for Directors is \$5,000 which is in recognition of the many hours of voluntary service provided by the President and the other Directors in attending to the Club's business.

Third Ordinary Resolution

That the members approve Ingleburn RSL Club adsorbing, to a maximum of \$500, the catering cost of the wake of any Life Member of the Club held at the premises of the Club.

Fourth Ordinary Resolution

That the members in accordance with the constitution of the Club approve to admit Glenn Cushion to Honorary Life Member of the Club.

Notes to Members on the Fourth Ordinary Resolution

1. The fourth Ordinary Resolution proposes to admit Glenn Cushion into Honorary Life Membership of the Club.

Procedural Matters in relation to all the Ordinary Resolutions

1. To be passed each ordinary resolution must receive votes in its favour from not less than a simple majority of those members, who being entitled to do so, vote in person at the meeting.
2. Under the Registered Clubs Act, members who are employees of the Club are not entitled to vote.
3. Proxy voting is prohibited by the Registered Clubs Act.

Note to members regarding financial queries

Members who wish to raise any queries or seek information at the Annual General Meeting about the Financial Report or other matters pertaining to the affairs of the Club, are asked to give the Chief Executive Officer notice in writing of their queries or requests by Friday 16th April 2021. This will enable properly researched replies to be prepared for the benefit of Members.

Dated: 17th February 2021
By direction of the Board

Glenn Cushion
Chief Executive Officer

President's Report

Members it is with both pride and pleasure I present to you for consideration my annual report for the trading year in review ending 31st December 2020. A year like no other in the history of IRSL Club since it was first licensed in 1956.

A year of huge achievements complimented by a record financial trading result, through a year of major disruptions. Everything started out fine as we celebrated 45 years of trading at the Chester Road address which some people still refer to as "the new Club". Then COVID came crashing ashore causing a Club closure for 10 long weeks. It could have been total chaos but for the professional manner superbly displayed by the CEO, Glenn Cushion and his Management Team.

Social distancing and health checks on admission were strictly enforced and we all kept safe as the business regained some form of normality and we adapted to the "new norm".

After reopening on the 1st June, the AGM was rescheduled for the 30th July and at that meeting members present voted unanimously in favour of a proposal to amalgamate with the Ingleburn Bowling Club with our RSL Club. This was a wonderful vote of confidence in the Board's proposal to assure the future of the Bowling Club and further enhance the standings of the RSL Club in the Ingleburn community.

Unfortunately, as the Club battled through and with trading at an all time low, several important projects were severely delayed by many months, namely the purchase of the Club and property from the RSL Sub-Branch and the amalgamation of our Club with the Ingleburn Bowling Club. Each of these projects has been years in developing yet, coincidentally, each has been successfully concluded within weeks of each other.

On the 30th September settlement was reached between the Club's Board of Directors and the RSL Sub-Branch Trustees and the property sale was finalised.

Shortly thereafter on the 30th November 2020 the property and appropriate licenses of the Ingleburn Bowling Club were transferred to the Ingleburn

RSL Club which finalised the amalgamation between both Clubs.

As individuals it is not unusual for Club Directors to be asked questions by members in regards to various Club activities of in-house matters and wherever possible, those questions will be answered directly and honestly providing there is no breach of confidentiality.

In recent times the most asked questions seem to be similar to "what are you going to do now with the Club now you own it?" or "what are you going to do with the Bowling Club?". In answer there is no one specific plan to either question at this point. However, the Board does have a strategic plan which covers both circumstances but I am sure members would understand that further future development of this Club and the Bowling Club needs to be carefully considered from both a strategic point of view and financially. Although your Club is financially sound, a large debt was entered into with the recent purchase of the property and this needs to be carefully managed.

A commitment was made in the Memorandum of Understanding to the Bowling Club and that will be adhered to and will incur considerable expenses. It will also take time and careful planning to ensure excellence and that is the ultimate aim.

With regard to all of the above please feel free to make enquiries of either the CEO or Board Members but rest assured members will be kept informed of each and every development as they occur.

Whilst the year in review has been very disruptive due to the COVID pandemic, this has been a wonderful year of achievements for your Club and can only be described as momentous.

I have listed below the sequence of events as they occurred for your information:

19th March 2020 – 45 years trading at Chester Road.

23rd March 2020 – COVID crisis and Club closure and shutdown for 10 weeks with zero trading.

30th September 2020 – Settlement - Sale/
purchase of Club property from the Sub-Branch to
the Club.

30th November 2020 – Completion of the
amalgamation and transfer of Ingleburn Bowling
Club license to Ingleburn RSL.

31st December 2020 – Club announces trading
profit of \$5.788 million cash profit of \$7.553 million
- best ever and record results since the Club
commenced trading in 1956 (64 years) with total
equity at \$30 million.

Your Board of Directors is extremely proud of
those achievements on your behalf but without
the determination, persistence and professionalism
displayed by our CEO, Glenn Cushion, I seriously
doubt we would have reached these goals.

Glenn has been in our employ now for almost 10
years and what he has achieved in developing this
Club during that time is unsurpassed. Glenn is held
in high esteem by his colleagues in the industry
and of course the reputation of IRSL accords the
same salutations within the hospitality industry as
a result.

For those and many other reasons I am proud
on behalf of the Club's Board of Directors to
recommend to the members of IRSL that Glenn be
considered for Life Membership of the Club at the
next AGM.

Having said that I would encourage members to
take part in the forthcoming elections for Social
Directors and also to attend the AGM of the Club
to be held on the 22nd April 2021 at 8:00 pm.

I would like to take this opportunity to thank a
myriad of people who each have played a vital role
in the success of your Club during 2020 – the staff.

It was a terribly sad occasion to stand beside
Glenn Cushion in March and advise the staff that
the Club had to close and each staff member had
to be stood down.

The new “norm” is now a fact of life and I take this
opportunity to personally thank each and every
member of the staff for their patience and loyalty

but most importantly the manner in which they
have welcomed and delivered first class attention
to our Club members.

To our Catering team lead by Robert and Lisa,
congratulations on your determination to survive
and provide a wonderful service to our members.
It has not gone unnoticed and is very much
appreciative.

To you the members, thank you for your loyalty
and continued patronage. Without that patronage
and loyalty this would not have been the success
we have enjoyed.

To each member of the Board of Directors,
thank you for your cooperation and support and
attendance at meetings.

In conclusion I thank you the members for allowing
me the privilege of being the President of your
Club for the past 12 months. I look forward to your
continued friendship and company at the Club.

Terry Goldsworthy
President



Terry Goldsworthy
President
Ingleburn RSL Sub-Branch Club Limited

Treasurer's Report

I would like to take this opportunity to present as the Treasurer of Ingleburn RSL Sub-Branch Club Limited and Ingleburn Bowling Club the results for the year ending 31st December 2020. However, firstly I would like to let you know what has been happening in the past year.

The year 2020 we endured the COVID-19 pandemic and that really put everyone in a hard financial position, including the Club industry. Despite this, we have moved on and made it through the year.

Some things have changed and these are that the Club has now finalised the sale of the property with the Sub-Branch for \$8 million dollars and the amalgamation with the Ingleburn Bowling Club has now been completed.

So in times of pandemic we are going as well as we can. Let's hope that 2021 will see some positive changes to assist us through the year.

The following is a rundown of the 2020 financial year.

I'm pleased to advise the members that the Club made a net profit after tax of \$5,788,189 (income tax: \$20,463) and (income tax: 2019 - \$NIL).

EBITARD PERFORMANCE

Our EBITDA is 24%.

STATEMENT OF COMPREHENSIVE INCOME

The entity's total revenue has decreased by \$642,629 (-3.03%).

Whilst total expenses have decreased by \$2,901,837 (18.38%) resulting in a net profit after tax of \$5,788,189 (income tax: \$20,463) and (income tax: 2019 - \$NIL).

Individual items that have impacted the 2020 result include:

Net clearances from poker machines decreased by \$351,058.

Gaming duty decreased by \$30,389.

Interest received increased to \$155,757 from \$70,993.

Bar sales have decreased by \$774,387.

Cost of sales has decreased by \$97,051 as a result of the COVID-19 lockdown.

Bar Gross Profit percentage decreased from 60% to 59%.

Entertainment, marketing and promotional costs decreased by \$972,893.

Employee benefit expenses decreased by \$474,802.

Depreciation and amortisation expenses decreased by \$1,068,836 as this year there was no amortisation of the leasehold premises since acquiring 70 Chester Road Ingleburn in December 2019.

Donation expenses decreased by \$31,162.

STATEMENT OF FINANCIAL POSITION

The entity's net assets have increased by \$11,078,139 or 58.43% since the previous year consisting of a profit for the year of \$5,788,189 and equity acquired on amalgamation of \$5,289,930.

This increase/decrease in net assets for the year is mainly attributed to:

Increase in property, plant and equipment of \$7,458,912, the total amount after adding back the difference for depreciation of 1,765,060.

Increase in receivables of \$79,754.

Increase in cash and cash equivalents by \$5,718,254.

Increase in inventories by \$24,778.

Increase in provisions of \$666,511.

Decrease in membership subscriptions in advance of \$1,500.

Increase in bank borrowing IMB \$7,000,000.

CASH FLOW STATEMENT

Operating activities provided net cash flow of \$6,813,871, an increase of \$159,346 or 2.34% when compared to the previous year.

Net cash used in investing activities of \$7,828,851 related to payments for property, plant and equipment including capital works, renovations, leasehold improvements and the purchase of 70 Chester Road Ingleburn.

As a result of these cash flows, the net cash held during the year increased by \$5,718,254 compared to the previous year's increase of \$1,837,206.

Cash at year end was \$13,392,618 compared to \$7,674,364 in the prior year.

Overall the 2020 year was a very challenging year with the virus creating many difficult problems. With the assistance of the CEO and his staff we have maintained a good level all the way through the year keeping everyone safe. Even though it was a challenging year we still managed to finalise the purchase of the Club from the Sub-Branch which now allows us to improve the Club in many areas. We also completed the amalgamation with the Ingleburn Bowling Club and there will be some work happening in the new future to make the Club more functional and relaxing. Please go down and utilise the facility.

Once again, I would like to thank my fellow Directors and the CEO for maintaining and upholding the safety of the Club throughout the year. I would also like to thank Belinda O'Leary, Wendy Summer and the staff for their loyal support in 2020.

Last but not least under the hard conditions we have had to work through this year I would like to thank our loyal members for their continuing support of the Club. Let's all look forward to a great 2021. Hopefully things improve in 2021 so the Club can become stronger and continue to maintain a high standard.

Bruce (Vince) Vincent
Treasurer



Bruce (Vince) Vincent
Treasurer
Ingleburn RFSL Sub-Branch Club Limited

Chief Executive Officer's Report

The year 2020 will long be remembered as a time we experienced the COVID pandemic and all of the challenges and uncertainties that were presented to us. We will never forget that Sunday afternoon in March, when Prime Minister Scott Morrison announced that our club(s) would be required to close from noon the following day, Monday 23rd March 2020. He went on to warn the closure could be as long as six months! This led to an avalanche of decisions that had to be made with little or no time for planning, considered execution, or consequences. There wasn't any script or playbook. The entire process was undertaken by our dedicated, agile, and committed team. For me to be a part of this, to lead the team, and witness the spirit, generosity, resilience, and goodwill from our Board, Management and Staff were inspiring and a privilege. More about that later.

Permeating parallel for our club at that time and throughout the next six months after closure, was the home stretch in the purchase journey of the club premises from the Ingleburn RSL Sub-Branch, finally settling on the 30th September 2020. This monumental and historic chapter in the clubs' history set the foundation we can all build on for our future. After many years of talk, hope, division, challenges, lost hope and finally common ground, our club achieved what many said was impossible and would never happen, ownership of the club premises here at 70 Chester Road, Ingleburn. The agreed purchase price of \$8 million was funded with a loan of \$7 million from our bank permitting our club to maintain a healthy cash reserve – a sobering lesson out of the COVID pandemic.

At that same time once again, after significant input, challenges, setbacks, effort, support both financially and management advice, another long-term strategic goal was also achieved. On the 30th November 2020, the amalgamation with Ingleburn Bowling Club was completed. This important community facility became a part of your club, Ingleburn RSL, and now remains in the hands of our local community as part of Ingleburn RSL Club. A community asset guaranteed a bright future - thanks to your club.

We offer catering options at Ingleburn Bowling Club, Barefoot Bowls, Poker, Trivia, Cash Housie, Raffles, and a warm safe environment for families. Everyone is welcome. As a member of Ingleburn RSL Club, you are automatically a member of Ingleburn Bowling Club and vice versa. I encourage you to check out Ingleburn Bowling Club at 8 Memorial Avenue, Ingleburn.

It was an honour, pleasure, and satisfying experience to work with President Terry Goldsworthy, the Board of Ingleburn RSL Club, our management team, the Ingleburn RSL Sub-Branch, and the Board of Ingleburn Bowling Club to finally complete both significant and important milestones in our club's history. One that I will always be grateful for. A sincere note of thanks to all involved along the way. A solid balance sheet outcome has been achieved and this will allow leverage to further grow and improve the assets in the future for the benefit of members and the community.

We are now on the master planning road and moving forward. The Board and Management will continuously workshop plans for the future of our club sites, Ingleburn RSL Club and Ingleburn Bowling Club. This will take time, to ensure we get it right. To build and put in place an ongoing financially sustainable business model that is relevant, serves our members, the community, and ensures longevity. The challenging and complex process to maintain relevance whilst considering options in diversifying our offerings will lay the platform for the next phase in our journey. Exciting times are ahead for our members, staff, the local community and we look forward to this and the benefits delivered to all.

The COVID-19 journey over the past twelve months touched every single one of us in perhaps similar and also different ways, both professionally and personally. Many of us were fortunate enough to have a wonderful network of colleagues, friends, and family, other club members, and neighbours, providing a voice of support in the early days of the pandemic and just as importantly in the

months ahead. Indicative of the strong club we are, we are here today, back to a near level of normality. However, as has been posted in recent times, we can go an extended period case-free, then out of nowhere a positive case is reported. Hopefully, with the rollout of the vaccine, we can very quickly say, COVID-19 is behind us! We must remain vigilant until then.

The support given to our staff by the Board at the beginning pandemic was something special. At that time the JobKeeper program had not been announced, Jobseeker had not been announced and the uncertainty and concern amongst the team were overwhelming and understandable in the face of stand-downs on the back of our club being forced to close. The Board generously supported the team with wages until Jobseeker was in place providing some security and certainty. These two weeks of wage support were a gesture synonymous with the care and consideration that is always a feature of the Board's actions. The Board of Ingleburn RSL Club also provided, and supported the maximum rent relief under the National Cabinet Mandatory Code of Conduct to both our Caterer and The Hair Dresser. The relief provided was six months' rent-free to both licensed areas.

Fast forward to June 1, 2020 - our reopening. A liberating experience for the team, our contractors, our community, and most importantly, our members. After being closed for 10 weeks, it was a surreal experience within a physical environment that is designed to, daily welcome and accommodate members, the community, and staff. This is a situation I hope none of us ever have to experience again. My sincere gratitude to everyone involved for 'coming back' to Ingleburn RSL Club and supporting your club. Salute Restaurant, The Poppy Café, Tabatinga, Cash Housie, Bingo, Raffles, and from time-to-time other promotions are available for your enjoyment and we look forward to seeing you at the club enjoying the facilities at both Ingleburn RSL and Bowling Clubs. Our community support pleasingly continued throughout 2020 and your club contributed over

\$410,000 in cash and in-kind support to what was once again a diverse list of funding recipients. The list is available for your perusal in this edition of the annual report or via our website.

In conclusion, our club plays an important part in so many people's daily lives. The value and purpose of our club were no more evident the day we reopened and gradually more and more members came back. We operated under significant restrictions and I give thanks to our members, the community, and our staff for your adaptability and patience whilst we navigated through the restriction across many versions of health orders. I wish you and your families a prosperous 2021 and look forward to seeing you at either Ingleburn RSL or Bowling Club soon.

Glenn Cushion
Chief Executive Officer



Glenn Cushion
Chief Executive Officer
Ingleburn RSL Sub-Branch Club Limited

Sub-Branch Report

In 2020 Ingleburn RSL Sub-Branch continued to demonstrate its high commitment to the welfare, well-being and support to the ex-service community. Our members also ensured that significant commemorative services were conducted with professionalism, dignity and respect. Our members represent a broad cross section of military service. We have old and young members. Many of our members are still serving in the Australian Defence Force. We all share military traditions and experiences that bind us together.

In March 2020 with some new executives elected onto the Sub-Branch Committee, we march onwards to a challenging year ahead with the Coronavirus pandemic, we had our Club closed for a small time and our Memorial Park was closed to the public.

Our Commemorative services were continued in line with the COVID-19 Restrictions governed by NSW Government. Although the Anzac Day Service was closed to the public and the Sub-Branch we still remembered our fallen with the laying of wreaths, the saying of the Ode and a moments silence. Also, a lot of the Community remembered the fallen at their House gateways with one being televised, Peter McFarlane.

On May 16th with restrictions lightened we conducted an informal Coral Balmoral Service with some Sub-Branch members, Executives, Vietnam Vets in the Memorial Park and laid wreaths.

Finally, on 11th November we were able to run a Remembrance Day Service but with only 100 attendees allowed. We only allowed Sub-Branch Members, their partners, Women Auxiliary and selected VIPs in support.

Our Sub-Branch continued to provide support and assistance to our members and their families. Sadly, we lost members who had been with us for many years. We aimed to help their families in times of great loss and sorrow. We continued to aid in welfare, pensions and advocacy.

Our ability to fundraise in 2020 has been limited due to the Pandemic restrictions with a roller coaster effect throughout the year. With our Duty of care to our fundraisers we limited the opportunities, our Women's Auxiliary worked diligently throughout the year - Well done.

During 2020 the land was sold to Ingleburn RSL Sub-Branch Club Ltd, during this time the Club also had to ride the choppy seas of COVID - 19 with closing the doors. Finally we are looking at investments to manage the land sale money for our Sub-Branch Members. Together we have made a great team that has built on those foundations that we all developed during our military service. The Sub Branch Executive, Management Committee and Trustees once again need to be thanked for their support, courage and hard work throughout 2020.

Those members who attend on a regular basis on Tuesday morning working in the office or in our Memorial garden/park area should also be very proud of their efforts and congratulated. We have an adjoining office now situated in the Memorial Park for our Pensions and Welfare office a quieter atmosphere where in-confidence meeting can be held.

We continue to have a good relationship with Ingleburn RSL Club Limited. The Board of Directors and CEO should be thanked for helping us. We are totally separate organisations and have different roles to play. Together however we work hard to ensure the community of Ingleburn has a Club that they can be proud of.

We must congratulate one member on being awarded the Order of Australia and also elected as the President of RSLNSW, Mr Ray James OAM. We all hope that the year ahead in 2021 allows for the community to join our members at the various commemorative services and events.

Graham Toll
President



Lest we forget

Community Support 2019-2020



Australian Air League Riverwood Squadron
Bardia Public School
Beautiful Minds
Cabra-Vale Diggers Ex-Active Servicemen's Club
Camden Rams Old Boys Inc.
Camp Quality Limited
Campbellfield Public School
Campbelltown Meals On Wheels
Catholic Care Sydney
Christmas Dinner Appeal
Club Liverpool
ClubsNSW
Fight Against Cancer Macarthur Inc
Forbes Baby Boomers Musical Festival
Glenfield Park School SSP
Glenwood Public School
Hilltop Community of Schools Group
Holsworthy High School
Hoxton Park McDonalds
Ingleburn High School
Ingleburn Legacy Widows Club
Ingleburn Photography Club
Ingleburn Public School
Ingleburn RSL Bridge Club
Ingleburn RSL Cricket Club
Ingleburn RSL Darts Club
Ingleburn RSL Physie

Total Community Support Cash & In Kind \$414,976.39

Ingleburn RSL Sub Branch
Ingleburn View Club
Jeans for Genes Day
Kids of Macarthur Health Foundation
Koori Kids
Leagues Clubs Australia
Lifeline Macarthur
Lions Club of Ingleburn Inc.
Little Athletics NSW
Macarthur Disability Services
Macarthur Legal Centre
Macquarie Fields Public School
McDonalds Glenquarie
Melanoma Institute Australia
Mentoring Men
Minto Public School
Miracle Babies Foundation
Myrtle Cottage Group Inc
NSW National Servicemen's Association
NSW Police Boxing
OCAGI
Passfield Park Kids Inc
Passfield Park School
Penrith Bowling & Recreation Club
Rotary Club Of Ingleburn
Rotary Club of Macarthur Sunrise
RSL & Services Clubs

Rural Aid Ltd
School Of Military Engineering
Sector Connect
South West Community Transport
South West Sydney Academy Of Sport
South Western Sydney TPI Social & Welfare Club
Team Rubicon Australia
The Grange Public School
The Ingleburn Lions Club
The Silver Coin Project
Thomas Acres Public School
Unite & Raise For Australia's Bushfire Relief
Unrivalled Dance & Cheer
Veterans Benevolent Fund
Western Sydney University Early Learning
Wiggles & Giggles Early Childcare
Wilma Women's Health Centre Incorporated
Youth Solutions

Summary of **Financial Statements**

The financial statements and other specific disclosures have been derived from Ingleburn RSL Sub-Branch Club Limited full financial report for the financial year ended 31st December, 2020. Other information in the Summary of Financial Statements is consistent with the Company's full financial report.

The Summary of Financial Statements does not, and cannot be expected to, provide full an understanding of financial performance, financial position and financing and investing activities of the Company as the full financial report.

A copy of the Company's 2020 Annual Financial Report, including the independent audit report, is available to all members, and will be sent to members without charge upon application to the Company's Secretary Manager.

1

Directors' Report

Your Directors present their report on the Club for the financial year ended 31st December, 2020.

Directors

The names of Directors in office at any time during or since the end of the year are:

Terry Goldsworthy	Ray O'Neill	Vince Vincent
Ray Williams	Geoffrey Grimes	Polly Grundy
Warren Verity	Tony Rankin	

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

Company Secretary

The person who held the position of the Company Secretary at the end of the financial year was Mr Glenn Cushion. Mr Cushion has extensive experience in the Club industry and is also the Chief Executive Officer of the Company.

Principle Activities

The principal continuing activity of the Company consisted of: Maintaining a Licensed Club for Members.

Members

The number of Members of the Club registered in the Register of Members at the date of this report is 19,433 (2019 - 19,023), an increase of 2.15%:

	2020	2019
Honorary Life Members	9	9
Service Members	241	240
Social Members	19,183	18,774
Affiliated Members	-	-
	<u>19,433</u>	<u>19,023</u>

Significant Changes

During the year, there was no significant change in the nature of the principal activities of the Company.

Operating Results

The Net Profit from Trading for the year (after Provision for Income Tax of \$20,463) amounted to \$5,788,189, after receiving the Cash Flow Boost of \$100,000 and JobKeeper subsidy of \$1,069,500, (2019 Loss \$3,483,734 after Income Tax of \$NIL) and after charging Depreciation and Amortization \$1,765,060 (2019: \$2,833,896).

REVIEW OF OPERATIONS

Movements in significant items of Revenue are as follows:-

	2020	2019	Increase/ (Decrease)	%
Poker Machine Net Profit	9,504,519	9,440,934	63,585	0.67
Bar Net Profit	192,079	468,362	(276,283)	(58.98)
Overhead Operating Expenses	5,724,561	8,175,894	(2,451,333)	(29.98)

New Accounting Standards Implemented

The Company has implemented three new Accounting Standards that are applicable for the current reporting period. AASB 15: *Revenue from Contracts with Customers*, AASB 1058: *Income of Not-for-Profit Entities* and AASB 16: *Leases* have been applied using the cumulative effect method; that is, by recognising the cumulative effect of initially applying AASB 15, AASB 1058 and AASB 16 as an adjustment to the opening balance of the Company at 1st January 2020. Therefore, the comparative information has not been restated and continues to be reported under AASB 118: *Revenue*, AASB 117: *Leases* and AASB 1004: *Contributions*. Also to note in relation to AASB 16 is that the Company applied the temporary relief for peppercorn leases under AASB 2018-8 to measure the right of use assets at cost on initial recognition.

Information on Directors

Name	Position	Called	Attended	Responsibilities	Experience
Terry Goldsworthy	Chairman	15	15	Chairman of the Board Chairman of Sub-Committees	Director 18 years
Ray Williams	Vice President	15	15	Building & Future Planning Committee Audit Risk & Compliance Remuneration Committee	Director 25 years
Warren Verity	Vice President	15	14	Building & Future Planning Committee Disciplinary Committee Remuneration Committee Publicity Officer and Presentations	Director 14 years Previous exp. 9 years
Vince Vincent	Treasurer	15	15	Disciplinary Committee Audit Risk & Compliance Welfare Officer Clubs NSW Delegate (Alternate Delegate)	Director 14 years
Geoffrey Grimes	Director	15	14	Building & Future Planning Committee Audit Risk & Compliance Membership Committee Clubs NSW Delegate	Director 7 years
Ray O'Neill	Director	15	15	Membership Committee Disciplinary Committee Sports Council Delegate Youth Club Committee RSL Association Delegate	Director 15 years
Polly Grundy	Director	15	13	Appointed 23 January 2018	Director 3 years
Tony Rankin	Director	15	15	Building & Future Planning Committee Audit Risk & Compliance RSL Association (Alternate Delegate)	Director 3 years Previous exp. 22 years

Directors' Report

OBJECTIVES

Short term

Providing for members and guests a social sporting club with all the usual facilities of a club and to assist generally in the promotion and propagation sports and a meeting place for community groups. Other short term objectives are as follows:

1. To continue to provide a high level of members facilities.
2. To remain proactive in dealing with continual changing industry legislation.
3. To increase Club membership.
4. To increase the Club's awareness in the local community.
5. To remain profitable and reduce financial debt.

Long Term

To sustain our position as the leading provider of a social entertainment in Ingleburn to ensure our long term support of sports and the wider community in that region and beyond. Other long term objectives are as follows:

1. To maximise and further endorse the Club's Anzac traditions.
2. To further upgrade members facilities in line with market trends and member expectations.
3. To remain profitable with the vision to diversify the Club's assets into other streams of income where viable.
4. To continue to provide the members and the community with a social hub for their entertainment.

The entity strategies for achieving the short and long term objectives were:

Principal strategies include:

1. Maximising advantage from our property holdings,
2. Maximising advantage from marketing opportunities,
3. Offering a broad range of entertainment offerings,

4. Maintaining high customer service standards,
5. Continuing to market the Club to the broader community,
6. Ensuring the Club's human resources remain trained and committed to the Club's objectives,
7. Increasing membership to ensure the Club's income levels continue to grow, and
8. Reviewing the continual performance of the Club to ensure objectives are being met and that the existing objectives remain valid.

How these activities assist in achieving the objectives

The activities carried out by the Club during the year assisted in achieving the Club's objectives by ensuring that the Club's income streams remained consistent. The completion of upgrading facilities also added to the Club's ability to achieve its ongoing objectives.

Performance measurement and key performance indicator

Performance is assessed regularly against relevant internal and industry benchmarks enabling assessment as to whether strategic initiatives have been effective in achieving company short and long term objectives. To further ensure the Club's objectives are being met the following performance measures are in place:

Key Performance Indicators are monitored in areas such as beverage, gaming and human resource costs.

Industry comparisons are also reviewed on a regular basis.

Overall business EBITDA is reviewed on a regular basis.

Club objectives are also reviewed to measure as to whether they are being met within reasonable timeframes.

Members Limited Liability

In accordance with the Constitution of the company, every member of the company undertakes to contribute an amount limited to

Directors' Report

\$2.00 per member in the event of the winding up of the company during the time that he/she is a member or within one year thereafter.

Auditor's Independent Declaration

The Auditor's Independent Declaration for the year ended 31st December 2020 has been received and can be found on page 21 of this report.

**Dated at Ingleburn this 17th day of February 2021
In accordance with a resolution of the Directors**

**TERRY GOLDSWORTHY -
President**

**WARREN VERITY -
Vice President**

Auditor's Independent Declaration

UNDER SECTION 307C OF THE CORPORATIONS ACT 2001 TO THE DIRECTORS OF INGLEBURN RSL SUB-BRANCH CLUB LIMITED

I declare to the best of my knowledge and belief, during the year ended 31st December, 2020 there have been:

- i. no contraventions of the auditor independence requirements as set out in the Corporation Act 2001 in relation to the audit; and
- ii. no contraventions of any applicable code of professional conduct in relation to the audit.

Dated at INGLEBURN
This 16TH DAY of FEBRUARY 2021

HARLEY, RUSSELL & DAY
Chartered Accountants

GARRY WILLIAM DAY
Registered Company Auditor

Discussion & Analysis

Statement Of Comprehensive Income

The entity's total revenue has decreased by \$642,629 (3.03%).
Whilst total expenses have decreased by \$2,901,837 (18.38%) resulting in a net profit after tax of \$5,788,189 (income tax: \$20,463) and (income tax: 2019 - \$NIL).

Individual items that have impacted the 2020 result include:

Net clearances from poker machines decreased by \$351,058.

Gaming duty decreased by \$30,389.

Interest received increased to \$155,757 from \$70,993.

Bar sales have decreased by \$774,387.

Cost of sales has decreased by \$97,051 as a result of the COVID-19 lockdown.

Bar Gross Profit percentage decreased from 60% to 59%.

Entertainment, marketing and promotional costs decreased by \$972,893.

Employee benefit expenses decreased by \$474,802.

Depreciation and amortisation expenses decreased by \$1,068,836 as this year there was no amortisation of the leasehold premises since acquiring 70 Chester Road Ingleburn in December 2019.

Donation expenses decreased by \$31,162.

Statement Of Financial Position

The entity's net assets have increased by \$11,078,139 or 58.43% since the previous year consisting of a profit for the year of \$5,788,189 and equity acquired on amalgamation of \$5,289,930.

This increase/decrease in net assets for the year is mainly attributed to:

Increase in property, plant and equipment of \$7,458,912, the total amount after adding back the difference for depreciation of 1,765,060.

Increase in receivables of \$79,754.

Increase in cash and cash equivalents by \$5,718,254.

Increase in inventories by \$24,778.

Increase in provisions of \$666,511.

Decrease in membership subscriptions in advance of \$1,500.

Increase in bank borrowing IMB \$7,000,000.

Cash Flow Statement

Operating activities provided net cash flow of \$6,813,871, an increase of \$159,346 or 2.34% when compared to the previous year.

Net cash used in investing activities of \$7,828,851 related to payments for property, plant and equipment including capital works, renovations, leasehold improvements and the purchase of 70 Chester Road Ingleburn.

As a result of these cash flows, the net cash held during the year increased by \$5,718,254 compared to the previous year's increase of \$1,837,206.

Cash at year end was \$13,392,618 compared to \$7,674,364 in the prior year.

Cash Flow Statement

For The Year Ended 31st December 2020

	2020 - \$	2019 - \$
NOTE 1.		
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers	22,218,767	23,012,286
Payments to suppliers and employees	(15,560,653)	(16,428,754)
Interest received	155,757	70,993
NET CASH INFLOW FROM OPERATING ACTIVITIES	6,813,871	6,654,525
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments for plant, equipment and leasehold improvements	(7,458,012)	(1,654,672)
Acquiring Right-of-Use Asset	(370,839)	-
Write back of leasehold improvements	-	6,295,534
Revaluation of Forster	-	(300,000)
Purchase of 70 Chester Road Ingleburn	-	(8,469,072)
NET CASH OUTFLOW FROM INVESTING ACTIVITIES	(7,828,851)	(4,128,210)
CASH FLOW FROM FINANCING ACTIVITIES		
Borrowings - Bank	7,000,000	-
Bank Loan Repayments	(266,766)	(689,109)
NET CASH FLOW FROM FINANCING ACTIVITIES	6,733,234	(689,109)
Net increase/(decrease) in cash held	5,718,254	1,837,206
Cash at the beginning of the financial year	7,674,364	5,837,158
Cash at the end of the financial year	13,392,618	7,674,364

Core Assets

Ingleburn Leasehold at 70 Chester Road is considered to be core property.

All other property is non core property as defined under the registered Clubs Act 1976 Section 41J.

Notes to the Financial Statements

Summary of financial statements for the year ended 31st December, 2020

2 Summary of Significant Accounting Policies

The Summary Financial Statements have been prepared from the audited financial report of Ingleburn RSL Sub-Branch Club Limited for the year ended 31st December 2020. The audited report for the year ended 31st December 2020 is available at request from Ingleburn RSL Sub-branch Club Limited.

The financial statements, specific disclosures and other information included in the summary of financial statements are derived from and are consistent with the full financial report of Ingleburn RSL Sub-Branch Club Limited. The summary of financial statements cannot be expected to provide as detailed an understanding of the financial performance, financial position and financing and investing activities of Ingleburn RSL Sub-Branch Club as a full financial report.

The financial report of Ingleburn RSL Sub-Branch Club Limited complies with all Australian equivalents and the new- Reduced Disclosure Requirements. The presentation currency used in this summary of financial statements is in Australian dollars.

It has been prepared on the basis of historic costs and except where stated, does not take into account changing money values or fair values of non-current assets.

The accounting policies have been consistently applied by the Company and are consistent with those in the previous year.

Where necessary, comparative information has been reclassified to achieve consistency with current year amounts and other disclosures.

A full description of the accounting policies adopted by the Company may be found in the Company's full financial report.

3 Statement of Changes in Equity

	2020	2019
Equity at beginning of year	18,551,132	22,440,926
Net Profit/(Loss)	5,788,189	(3,483,734)
Equity acquired on amalgamation	5,289,950	-
Total Equity at end of year	\$29,629,272	\$18,957,192

4 Amalgamation

On the 30th November 2020 the Company amalgamated with the Ingleburn Bowling & Recreation Club Co-Operative Limited by acquiring all of the assets and liabilities of the Club. This generated a surplus on amalgamation of \$5,289,950 that increased the Company equity.

5 Security Deposit

The Company and Bowling Club have security deposits totalling \$10,000 with the Totalizator Agency Board.

6 Mutuality Principle

Ingleburn RSL Sub-Branch Club Limited calculates its income in accordance with the mutuality principle which excludes from income any amounts of subscriptions and contributions from members, and payments received from members for particular services provided by the club or association, e.g., poker machines, bar and dining room service in the case of social clubs. The Commissioner of Taxation accepts this method of calculating income as appropriate for recognised clubs and associations such as Ingleburn RSL Sub-Branch Club Limited.

Following the recent Full Federal Court decision in Coleambally Irrigation Mutual Co-operative Limited v FCT [2004] FCAFC 250, Tax Laws Amendment (2005 Measures No. 6) Bill 2005 was tabled in Parliament on 7 December 2005 to amend the Income Tax Assessment Act 1997 to restore the long-standing benefits of the mutuality principle to those non-profit organisations affected by the Coleambally decision.

These amendments will ensure social clubs continue not to be taxed on receipts from contributions and payments received from members.

Notes to the Financial Statements

Summary of financial statements for the year ended 31st December, 2020

7 Other Comprehensive Losses

(a) When the company purchased the property known as 70 Chester Road Ingleburn, the purchase price also included the Leasehold Improvements. As the value of the Leasehold Improvements is also included in the purchase price, and there is no lease, the written down value of the Leasehold Improvements has been written off.

	2020	2019
Club House Leasehold Improvements	-	16,447,230
Tabatinga Leasehold Improvements	-	1,983,513
Amortisation of Clubhouse Leasehold	-	(12,036,047)
Amortisation of Tabatinga Leasehold	-	(99,163)
Amount written off	-	\$6,295,533

(b) The Forster Motel property at 14 Lake Street Forster, the 'Sunseeker Holiday Units', was revalued on 5th August 2019 by First State Property Valuers Gabe Longa, AAPI Registered Valuer, at a 'Fair Market Value' of \$2,000,000. This increased the asset carrying value by \$300,000.

(c) For the Forster Motel, a Development Application was lodged to increase the density of the number of units available by allowing for an additional level. The cost of this was \$30,447.00, not being an operational expense and this would not add to the valuation. There is no assurance that this application would be successful and therefore this has been written off.

8 Reconciliation

	2020	2019
Write off Leasehold Improvements	-	(6,295,534)
Revaluation of Forster	-	300,000
Write off Forster DA	-	(30,447)
	-	\$(6,025,981)

Directors' Declaration

The Directors of Ingleburn RSL Sub-Branch Club Limited declare that the summary of financial statements of the entity for the financial year ended 31st December 2020:

- i. Complies with Accounting policies disclosed in Note 2.
- ii. Is an extract from the full financial report for the year ended 31st December 2020 and has been derived from and is consistent with the full financial report.

**This declaration is made in accordance with a resolution of the Board of Directors.
Dated at Ingleburn this 17th day of February 2021.**

**TERRY GOLDSWORTHY -
President**

**WARREN VERITY -
Vice President**

Independent Auditor's Report

To the Members of Ingleburn RSL Sub-Branch Club Limited

Report on the Summary Financial Statements

The accompanying summary financial statements of Ingleburn RSL Sub-Branch Club Limited, which comprise of financial position as at 31st December 2020, the summary statements of comprehensive income, summary statement of changes in equity and summary statement of cash flows for the year then ended and related notes, are derived from the audited financial report. We expressed an unmodified audit opinion on that financial report in our report dated 28th February 2020.

The summary financial statements do not contain all the disclosures required by Australian Accounting Standards - Reduced Disclosure Requirements and Interpretations. Reading the summary financial statements, therefore, is not substitute for reading the audited financial report of Ingleburn RSL Sub-Branch Club Limited.

Directors' Responsibility for the Financial Report

The Directors' are responsible for the preparation of a summary of the audited financial report on the basis described in Note 2.

Auditor's Responsibility

Our responsibility to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with Auditing Standard ASA 810 Engagements to Report on Summary Financial Statements.

Opinion

In our opinion, the summary financial statements for Ingleburn RSL Sub-Branch Club Limited derived from the audited financial report of Ingleburn RSL Sub-Branch Club Limited for the year ended 31st December 2020 are consistent, in all material respects, with that audited financial report, on the basis described in Note 1

Dated at SYDNEY
This 28th day of
February 2021

HARLEY, RUSSELL & DAY
Chartered Accountants

GARRY WILLIAM DAY
Registered Company Auditor

Profit & Loss Account

And Other Comprehensive Income For The Year Ended 31st December 2020

	Notes	2020 - \$	2019 - \$
REVENUE FROM CONTINUING OPERATIONS			
Sale of Goods		1,558,897	2,333,284
Rendering of services		16,877,621	17,931,950
Other Revenue		2,087,874	901,787
Total Revenue from continuing operations		20,524,392	21,167,021
OPERATIONAL COSTS			
Cost of Sales		(833,233)	(930,284)
Donations		(23,708)	(54,870)
Directors' expenses		(62,548)	(85,541)
Employment Benefits expenses		(4,146,144)	(4,620,946)
Entertainment, marketing and promotional costs		(685,785)	(1,658,678)
Poker machine licences and taxes		(3,939,263)	(3,969,652)
Occupancy expenses		(381,483)	(360,735)
Other expenses from ordinary activities		(2,808,374)	(4,101,669)
Total Expenses		(12,880,538)	(15,782,375)
Earnings before borrowing costs, tax, depreciation and amortisation		7,643,854	5,384,646
Depreciation and amortisation		(1,765,060)	(2,833,896)
Borrowing Costs		(70,142)	(8,503)
PROFIT BEFORE INCOME TAX		5,808,652	2,542,247
Income tax expense relating to ordinary activities		(20,463)	-
PROFIT FROM CONTINUING OPERATIONS AFTER INCOME TAX		5,788,189	2,542,247
Other Comprehensive Losses	7	-	(6,025,981)
TOTAL COMPREHENSIVE INCOME FOR THE YEAR		5,788,189	(3,483,734)

Statement of Financial Position

As At 31st December 2020

	2020- \$	2019 - \$
CURRENT ASSETS		
Cash assets	13,392,618	7,674,364
Receivables	497,646	417,892
Inventories	70,670	95,448
TOTAL CURRENT ASSETS	13,960,934	8,187,704
NON-CURRENT ASSETS		
Property, Plant & Equipment	19,600,053	13,907,101
Right-Of-Use Assets	370,839	-
Intangibles	987,663	987,663
Investment Property	5,094,711	5,094,711
TOTAL NON-CURRENT ASSETS	26,053,266	19,989,475
TOTAL ASSETS	40,014,200	28,177,179
CURRENT LIABILITIES		
Payables	1,916,089	8,601,461
Provisions	1,099,820	464,154
Borrowing	610,440	-
TOTAL CURRENT LIABILITIES	3,626,349	9,065,615
NON-CURRENT LIABILITIES		
Provisions	229,726	154,372
Borrowing	6,122,794	-
TOTAL NON-CURRENT LIABILITIES	6,352,520	154,372
TOTAL LIABILITIES	9,978,869	9,219,987
NET ASSETS	30,035,331	18,957,192
EQUITY		
Asset Revaluation Reserve	406,060	406,060
Retained Profits	29,629,271	18,551,132
TOTAL EQUITY	30,035,331	18,957,192



PATIENCE, PERSISTENCE AND UNDERSTANDING

Many years ago, a wise man said to me “it is a long time looking forward however it is always a shorter time looking back”. On many occasions and examples in my life this has been true for me. For the purpose of this account, I am reflecting on these words and perhaps at the end, you can decide if it is “a short time looking back”?

On Wednesday 30th September 2020, at approximately 2.20pm, I received a call from our bank manager and in his voice was a touch of glee when he said “Congratulations!”. At that point, many years of determined effort had finally come to fruition and our long-term strategic goal had been realised. Ingleburn RSL Sub-Branch Club Limited had settled with the Ingleburn RSL Sub-Branch for the sale of the Sub-Branch property and our ownership of the club premises was at that point a reality. With a modest mortgage in place, the future of our club is now clearer and unencumbered planning and improvements can take place. This process would now be free of the burden of what was a challenging lease, that at times, reflected an almost impossible weighted handicap.

This journey for me personally commenced in late 2011, some nine years ago. At that time, there was much to learn and understand about the complexities in place between Ingleburn RSL Club the Sub-Branch, RSL NSW and ‘The Lease’ that existed between the Club and the Sub-Branch. We operated under a ‘model lease’ and the expiry date being 31 December 2018. In those early days, it is fair to say the idea of purchasing our club property was considered, at best, out of the question. Often, I would typically hear the words, “It will never happen”. This common mindset was based on past encounters between the club and the sub-branch where things were often tense, unfriendly and mostly unproductive. In the eyes of the protagonists, there was no club credibility on the table. A bitter legal process some

years earlier resulted in a lease of 15 years commencing in January 2003. The whole process that occurred at that time, impacted relationships for the years ahead. In my early days at Ingleburn RSL, it was not uncommon, in informal chats with many different stakeholders about a possible sale of the club premises, for members of the sub-branch to strongly criticise club directors’ past and present for any part they may have played in the lease of 2003.

Hindsight is a wonderful thing and, in this case, very true. Many hours of listening and learning laid the foundation for the long, patient and persistent journey ahead towards the end goal – ownership. Building credibility was an essential foundation with stakeholders on all fronts, including the Club Board, Management, Staff and Club members, the Sub-Branch Trustees, Executive and Sub-Branch Members, the Bank, Solicitors, our community and many other parties. This would underpin the belief that it could be done, it deserved to be done and it would benefit all members and the community.

From day one, trying to buy the property from the sub-branch required patience, persistence, credibility and empathy. Understanding that the sub-branch is unlikely to be a motivated vendor will be helpful, remembering they most likely are in a position where they do not need to sell. With that in mind, there was often a lack of urgency, not out of anything other than the fact in our case the Sub-Branch really had no reason to sell. To add to this situation, the inquiry into RSL NSW was taking place, which resulted in new CEOs, Presidents and officers at RSL NSW Head Office, creating additional layers and challenges.

Hopefully, our shared journey in some small way acts as a guide for others. For us, it was truly a gift. Learning continuously about how key members of the sub-branch thought and operated was essential. A key takeaway from our many meetings was to reflect on the

‘fears’ of the Sub-Branch about the future and the need to maximise efforts to calm those concerns. It is important to remember the property is an asset that is valued in many different ways by all stakeholders. Like any vendor, they naturally want to maximise their asset.

Consistency in messaging, articulated in a considered and respectful tone, underpinned by your ability to smile at all of the objections, comments and at times outlandish, unreasonable and inaccurate comments, is key to building trust to signature. Another lesson for us was to ignore aggression and always act respectfully and professionally – often easier said than done, however well worth it in the end. Keep a clear eye on the objective - the sale and ownership.

It would be remiss of me not to acknowledge the support of Ingleburn RSL Club Past Chair and current Vice President Ray Williams and current Chair Terry Goldsworthy and the full Board of Directors. Their ongoing support, encouragement, patience, and most importantly faith, underpinned by the trust and delegated authority bestowed upon me was always inspirational, a privilege and an honour.

If you are a club that leases a sub-branch property, there is a path forward built on credibility, reliability, patience, persistence and empathy. All parties have needs and wants and at the end of the day, we all want the members and the community to continue to have an RSL Club that is local, thriving and has a future.

Good luck with your journey, never give up.

Glenn Cushion
Chief Executive Officer
Ingleburn RSL Sub Branch Club

The Ingleburn Lions

The Lions Club of Ingleburn was established in 1962 and we have been serving our local community for over 50 years.

Lions celebrated 100 years of service to the world on 7th June 2017. Over 1.4 million members in over 46,000 Clubs spread over 200 countries had cause to celebrate this momentous occasion. INGLEBURN LIONS are looking to build up our membership and grow our Club from good fellow citizens to help and assist whenever they can. Lions International are the ONLY charity organisation in the world that has a seat on the United Nations. This is for Humanitarian purposes only.

Our last year has sadly seen our involvement in various local events diminish due to the Covid 19 restrictions. We did provide the Australia Day BBQ at Ingleburn Reserve on behalf of Campbelltown Council. We have also been active raising funds through many assorted activities like collecting food for the hungry via our food cage at Woolworths Ingleburn. Our food cage collects approximately \$12,000 of food each year which is distributed to the needy via the St Vincent De Paul network. We have received approval for a food cage at Minto Mall and are currently in the process of organising the construction of the cage.

During 2020, we established a Branch Club called YAMHS Lions Branch Club, with 8 members who are dedicated to assisting those with Mental Health concerns. YAMHS stands for Youth Adolescent Mental Health Support. Their website is www.yamhs.com and Facebook page is <https://www.facebook.com/yamhslionsfund/> Their aim is to help and promote Mental Health awareness in youth and adolescents.

We also acknowledge the support given to our Club by the Board, Management and Staff of the Ingleburn RSL Club, the RSL caterer and his staff and Campbelltown City Council.

In the last year, because of your support, we have been able to:

1. Make donations to various local charities and schools;
2. Provide food on several occasions to Odyssey House;
3. Make donations to Childrens' Deaf Camp and Save Sight;
4. Assist Campbell House School; and
5. Provide various levels of support to other worthy organisations.

We have been actively involved, and continue to be involved in:

1. Supporting our local community wherever possible;
2. Providing assistance to local charities and organisations;
3. Providing school books and educational needs to school children;
4. Collecting used spectacles for use by people in disadvantaged countries;
5. Collecting used stamps with the proceeds to help disadvantaged people; and
6. Donating new reading and educational books for the school libraries in our area.

For any enquiries please contact Lion Syd Hyett on 0408 086 668 or Lion Jim Jelich on 0401 304 546.



Legacy Widows

It is hard to believe that we are here at this time of the year again!

We had our first meeting in February and then of course we were soon in COVID-19 lockdown. As a consequence, we began our campaign to maintain communication and contact with members during these unprecedented times!

Members were phoned each month either by our Secretary, President or Treasurer and for special occasions like Mothers' Day and Easter. Birthdays have also been recognised and many bright and breezy conversations have resulted. Members also shared the creative activities and projects they have engaged in too. We were also able to confirm that members obtained their groceries, kept medical appointments and were able to keep in contact with friends or family during these calls.

We have reminded members or their families to contact the fabulous Legacy Community Service Workers for support or information if needed. The Legacy fridge magnets have been a very practical resource for members too in these times. It is also very important to note that many of our wonderful members have regularly called each other during the year to maintain social contact.

Noreen Stevens has also sent out get well cards to ladies who have had time in hospital. In addition, more recently, Pat Long very thoughtfully contacted the staff of Moss Vale House to check on their welfare during these extraordinary times too.

Thank you all for your support, your good will and dedication! We look forward to being able to meet socially and safely in the future as health restrictions allow.

Yvonne Stapleton
Secretary

Pipes & Drums

This year started with 3 engagements beginning with the Citizenship Ceremony on Australia Day on behalf of Campbelltown Council.

In March the band played at a 93rd year old gentlemen's birthday. This was followed the next day with another Citizenship for the Council.

From that day all engagements through April to November were cancelled due to the Covid 19 virus.

The Pipers however continued playing where possible at the Military Memorial Days.

On 18th August "Long Tan Day" at the Forest Lawn Memorial provided by Ingleburn RSL.

In October the band played at the mini market for St Patrick's Day at Circular Quay and this included at the end of the month the Remembrance Day of Beersheba at Menangle.

In November Ingleburn and Campbelltown RSL Clubs both had services on Remembrance Day which was attended by Pipers in the band.

In December the band joined Campbelltown Council for "Rocking Around" playing Christmas Carols at 3 different areas.

Although this year has been very limited with what we were able to achieve we are still proud to be able to promote the band as the Ingleburn RSL Pipes & Drums.

Janice Parsons
Band Secretary/Pipe Sergeant



Euchre Club

Well another year has come and gone, I hope you all had a Merry Xmas. I wish each and every one of you a happy and prosperous new year.

Our President Mr Colin O'Rourke has Deemed that as of our last AGM in February 2020, and because we have not met to play Euchre, or able to hold an AGM in February this year, all elected officers will remain the same for 2021.

As of End of February 2021 and due to COVID 19 we still do not have a start date as to when Euchre will restart. We will contact all our players when permission is granted and advise when the courtesy bus service recommences.

Any person out there who wishes to join us when Euchre resumes, please do so, if want to learn, we will teach you. We meet Tuesday Nights at 7:00 pm in the Salute Restaurant, Ring 0409 028 447 for more information.

Richard Moore JP.
Secretary



Bridge Club

The Bridge Club is now in its 28th year and like many other social groups we have had to suspend operations for most of 2020. We have about 70 members, most of which are eager to resume face to face play. In previous years we have held Bridge sessions twice per week, Tuesday during the middle of the day and Thursday evenings. But this could possibly change when sessions start up again. So contact Ingleburn RSL Club for confirmation of meeting times if you're interested in joining us. We are a warm, friendly bunch, willing to encourage new starters or share hints and tips between accomplished players alike. **New members of all standards are always welcome, from beginners to expert.**

Anyone wishing to join our Club can contact the President, Fay Cashel on 0418 485 804 or our Secretary, Wayne Hillier on 0400 517 725. Further information can be found at www.ingleburn.bridge-club.org

In normal times, We host a number of competitive Club events throughout the year, which are always very popular and well supported. The year is typically rounded off with our Christmas party and awards night hosted by Ingleburn RSL.

Toastmasters

Ingleburn Toastmasters Club has conducted over 795 meetings at Ingleburn RSL since 1986. We are grateful for Ingleburn RSL's support. We will be celebrating our 800th meeting in March 2021!

Like many organisations in 2020, we were impacted by the havoc of Covid19 - we adapted by converting our meetings and competitions to online using Zoom! Which taught us many new skills as well as the opportunity to try different clubs around the world! We enjoyed the opportunity to revert back to in person meetings when restrictions eased.

We provide a supportive and positive learning experience in which members are empowered to develop communication and leadership skills, resulting in greater self-confidence and personal growth.

The Toastmasters Pathways programs in communication and leadership streams help people improve their skills in small steps by giving guidelines for speeches and club participation roles. Once completed, members have the opportunity to achieve higher awards through following more advanced communicator and leadership opportunities.

Our meetings consist of Table Topics which

are impromptu speaking topics. We also have prepared speeches which are constructively evaluated to help people improve. All facets of club participation are encouraged.

A variety of contests are held through the year with winners going on to represent their club at Area/District Competitions.

Our Executive for 2020/2021:

President - Francis Tenny

Vice President Education - Nerissa Adams

Vice President Membership - Earl Paradeza

Vice President Public Relations - Julia Perry

Treasurer - Sanket Purohit

Secretary - Peter Harper

Sergeant at Arms - Bryan Graham

Visitors are always welcome to come along to our meetings held on the 1st, 3rd or 5th Monday each month for a 7:30 pm start and you will be warmly welcomed. Our meetings run for two hours. Alternatively drop us a line at ingleburntm@hotmail.com or call Francis Tenny, our President on 0422 026 233 or Nerissa on 0417 495 395.

Francis Tenny
President



Probus Club

Probus Club of Ingleburn Inc. (founded in October, 1994) is a social club for people who are retired or semi-retired with close to 96 members.

Our monthly meetings were being held on the first Wednesday of each month in the Ingleburn RSL Club - in the Bardia Room.

Probus is committed to the core values of Fun, Friendship and Fellowship. We certainly adhere to these values.

Due to the Covid 19 Pandemic outbreak all meetings had to be suspended in March 2020. With the help and understanding of the Ingleburn RSL Club we were able to recommence our meetings in September 2020 - in the Salute Restaurant - much to the joy of our Probus Members.

Our monthly meetings have had to follow Covid 19 procedures. Coffee and snacks are being purchased at the Club and, as of yet, we have not had any Guest Speakers. We are hoping to restart this in our May Meeting.

We were able to start our monthly activities in September 2020. Our Coach Tours have since taken us to the Brisbane Waters, Blue Mountains,

Southern Highlands and our Annual Mystery Tour was a visit to Kiama, Nowra and Berry.

Our quarterly train trippers ventured to Kiama. Coffee and Chat is still a huge success with our Members. Wine and Dine is meeting for the first time in February 2021.

Our Live Theatre after a long shut-down has been able to see the stage show "Pippin". "We Will Rock You" is on in February.

Ingleburn Probus is planning a 5 day train/coach tour of Canberra, visiting the War Memorial and Floriade in September 2021.

At our last meeting of 2020 we held our Annual Christmas Luncheon. This year we held a Trivia for our members and we then had our scrumptious lunch and dessert (organised by Robert and staff of the Ingleburn RSL Club). It was lovely to end the year with laughter and chatter with our fellow Probus Members.

Sandra Juniel
President



Photography Club

Our meeting held on Thursday, 19 March saw Ingleburn Photography Club celebrate the 5th birthday of its formation, although celebrations were very subdued due to COVID-19.

Our sixth year of operation has been very successful with continued growth in member numbers. Our advertising slide has been shown on the Club screen since February, which has steered quite a number of visitors to our meetings resulting in memberships.

2020 turned out to be a very challenging year for the entire world. Obviously, the outbreak of the pandemic required us to change the format for upcoming meetings for the foreseeable future. Our competitions were produced as online Vimeo presentations for the months of April to July. These were then viewable by members and friends at their leisure in the comfort of their own home.

We ran mid-month challenges in April, May and June providing members the opportunity of a distraction and to learn some new techniques and skills. These were also presented as audio visuals and uploaded using the Vimeo channel platform.

The preparation of our COVID Safety Plan in July met with a favourable response from the RSL management and meant we were able to return to the Club as early as August.

For the second year, the Sutherland Shire National Exhibition of Photography (SSNEP) was invited to present their exhibition at our November general meeting with a limited number of visitors attending as special guests. The SSNEP was scheduled to be presented at four venues, however, COVID restrictions meant it was only shown at Ingleburn RSL Club. We had ten members enter images in the SSNEP, which saw 186 entrants and a record number of 2002 images entered.

Both John and I continued to be kept busy “paying it forward” by providing presentations

and judging competitions online via zoom for other photography clubs. This year alone, we judged two international exhibitions, one national exhibition, two tri-club challenges, eight monthly competitions and two annual awards. We also prepared two online tutorials and two mid-month challenges providing a distraction and an opportunity to learn some new techniques and skills whilst members were unable to travel or meet.

Proudly, I was elected co-ordinator on behalf of the Australian Photographic Society (APS) to collate digital and print entries to represent Australia in the FIAP (Fédération Internationale de l'Art Photographique) Colour Biennial – France 2021. This prestigious competition is held between approximately 50 countries and is to be judged in France. I enlisted John's assistance on the panel of four judges to select 10 prints and 20 digital images to represent Australia.

Our inaugural Annual Awards was held at our End of Year Celebration in November whereby the photographers having shown consistent results were rewarded. This is a tally of competition point scores throughout the year. We also had our sponsors, Macarthur Camera House, choose an Image of the Year from the monthly first place winners.

The photographic competition results for 2020 are as follows:

Annual Point Score Competition

1st Place	John Alessi
2nd Place	Leanne Alessi
3rd Place	Colin Siqueira

Image of the Year

“Steel Wheels” by Susan Clarke

Impressive trophy plaques were awarded to each of the above recipients with a perpetual trophy for the Annual Point Score First Place. Macarthur Camera House graciously donated a canvas 12 x 18

inch print voucher worth \$95.00 for the recipient of Image of the Year.

We acknowledge the support of Macarthur Camera House who came on board earlier this year. This has resulted in a partnership providing sponsorship support and offering a multitude of benefits to members.

It has been encouraging to see the level of photography by members improve – a testament that the judges’ critiques and challenges are having the desired effect. It’s also encouraging to see the sharing of knowledge with members and all enjoy pursuing and sharing their passion – photography.

As we look toward the future, we will continue to educate, be informative, share in the camaraderie and photographic opportunities but – most importantly - enjoy our photography.

At the Annual General Meeting held on Thursday 19 November the following Executive Committee were elected for 2021:

President Leanne Alessi
Vice President Mike Hanley
Honorary Secretary Tracey Deans
Honorary Treasurer John Hardman
Competition Secretary Susan Clarke

The committee of the Ingleburn Photography Club would like to extend their gratitude to our guest judges and presenters for sharing their expertise and of course, the Board of Directors, Management and Staff of the Ingleburn RSL for their support. We look forward to a year of mutual strong growth in 2021.

That concludes the events for this challenging year, one we shall all remember!

**Leanne Alessi, EFIAP/Silver, PPSA, GMAPS, EMFCC
President**



Image of the Year “Steel Wheels” by Susan Clarke



SUNSEEKER

HOLIDAY UNITS

FORSTER NSW

The time is now.

Escape & Unwind

Come and visit these fantastic holiday units in the beautiful coastal town of Forster on the Mid North Coast of NSW. **Sunseeker Holiday Units** are within easy walking distance of Wallis Lake, Forster Main Beach, Forster CBD, mouthwatering restaurants, clubs and pubs.

Facilities

All thirteen ground floor units available in one, two & three bedrooms come with the following as standard:

- Furnished, including reverse-cycle air-conditioning & ceiling fans
- Fully equipped kitchens including refrigerator and microwave ovens
- Foxtel television with DVD player and 32" flat screens
- WIFI Broadband and Internet access
- Clock Radio
- Irons & ironing boards
- Linen provided at no cost
- High chairs & cots available on request
- Guest laundry with washing & drying facilities

SUNSEEKER HOLIDAY UNITS
ARE PROUDLY OWNED BY THE



A 14 Lake Street Forster NSW 2428
P 02 6554 6818

E sunseekerholiday@bigpond.com
www.sunseekerholidayunits.com

INSPECTION WELCOME

Information contained within this brochure may change without notice. Terms & Conditions apply – Please refer to the Sunseeker website or call the Managers for more information.

Prices start from
\$1250 for 25 children.
Available Friday and
Saturday 5.30pm -
8.30pm and Sunday
from 4.30pm
\$22 per additional
child



A PLAY CENTRE ALL TO YOURSELF



EXCLUSIVE VENUE HIRE

**Looking for a place to host the Kids or Grandkids next Birthday Party?
Let Ranger Tabatha and the gang take care of it!**

PACKAGES INCLUDE:

- + 2.5 Hours Exclusive Venue Hire
 - + Unlimited Soft Play
- + Unlimited Bumper Car Safari
- + Volcano Ticket Blaster for Birthday Child
- + Party Invitations
- + Party Hosts
- + Choice of both Recess and Lunch food items
- + Unlimited Water and Cordial
- + Take Home Party Bags
- + One Complimentary Hot Food or Sandwich Platter

We take care of planning, organising, invitations and cleaning up afterwards. You take care of the fun!
Visit us today for more info, call 9765 7700 or visit ingleburnrsl.com.au/Tabatinga



THEMED BIRTHDAY PARTIES



BUMPER CARS

SUPER FUN PLAY STRUCTURES



EXCLUSIVE VENUE HIRE



AFFORDABLE, SAFE, FAMILY FRIENDLY ENTERTAINMENT! SO MUCH FUN THE KIDS WON'T WANT TO LEAVE...OR YOUR MONEY BACK!

Barefoot BOWLS

BAREFOOT BOWL EXPERIENCE

- ✓ ALL EQUIPMENT
- ✓ TRAY SERVICE
- ✓ EVENT STAFF
- ✓ AND MORE

FROM
\$10 PER
PERSON