

# **Magpies Sporting Club Ltd**

Minutes of the forty-first Annual General Meeting held on Monday 29<sup>th</sup> November 2021  
At Sky's Function Venue, Glenella Road, Glenella

---

**Meeting Opened:** 7.00 pm by the Chairman, Raymond Golding

**Present:** As per attendance book

**Apologies:** John Donnelly, Graham Perry, Barry Jansen, Rodney Kunst, Jenny Doherty, Ross Wallace

**Welcome:** Raymond Golding Chairman welcomed all attending. Ray welcomed and acknowledged Bill Gibson, foundation life member of Magpies Sporting Club.

**Silence:** Raymond Golding asked all to stand for a minute's silence for all members who have passed on during the year

**Minutes of Previous AGM:**

The Chairman asked if someone would move the minutes of the Fortieth Annual General Meeting

***Moved that the minutes of the previous AGM as read, be accepted.***

*Paul O'Brien / Barry Fahey*

**Business Arising:**

**Paul O'Brien – John Talbot's suggestion of a committee to develop the full history of the Club?**

Ray Golding responded that the history is on the website and will continue to be updated and developed.

Paul O'Brien said that it would still be nice to have something tangible downstairs and not everyone has access to websites.

Ray Golding said that in our renovation, there are to have a display area in the main reception which potentially could be used to display club history.

Paul O'Brien said it would be nice to acknowledge the past contributions and history of our Club.

**John Talbot – Naming of the fields.**

Ray offered his apologies for the delay in having the field names displayed on signs, however this has now been done with signs erected last Friday 26 Nov.

Bob Clark asked why the fields have been given new names and why are they all Rugby League people.

Ian Quinn responded that the field names were sanctioned by the Pioneer Shire Council in the 1970's and reflected the people who donated money, hundreds of hours of labour and machinery to develop the fields.

Bob Clark said that he has never heard of this before and that Magpies Sporting Club is a complex, not a Rugby League Club and that there were people involved from other sporting codes who have not been acknowledged. Bob asked what name would be given to the dog obedience oval?

John Talbot stated that he was not involved in the development of the fields, but he recalled that the Sologinkin's, the Gibson's, the Balderson's were some of the families who developed the fields. There was an agreement at the time between Soccer, Australian Rules and Rugby League that Rugby League would develop the fields.

Bob Clark said that he is very disappointed and astounded by this decision as we are a sporting complex, and one code should not be dominant over the others.

Ian Quinn responded that this was a decision that was made and sanctioned in the 1970's and is a part of our Club history. This Board didn't do it, it was already done.

Bill Gibson said that it was passed by Pioneer Shire Council back in the 80's.

Ray Golding said that Ian Quinn has the paperwork to prove it was sanctioned.

Bob Clark said that he guarantees the Soccer Club did not agree to it.

John Talbot said that agreement was made by the affiliates at the time that Senior Rugby League would develop the fields and they would then be named after them. The whole area is known as Gibson Park.

Bob Clark said the point is that we are a sporting complex and not a Rugby League Club.

#### **Paul O'Brien – Gaming Taxes – were they deferred or waived?**

Darren Smith, General Manager responded that the Gaming Taxes were only deferred unfortunately, not waived as we had hoped. Clubs QLD did fight hard for us to try and have them waived but were unsuccessful. They are now paid in full.

#### **Nicola Hay – Club History in Foyer**

Can we use the TV's that are existing in the Club Foyer to display more Club History. Also more photos on social media about Club History and for example photos of our old building or fields always get a lot of engagement and can lead to more members.

Darren Smith, General Manager responded that as a Board and Management Team we are also passionate about the history of the Club, and we will take that suggestion on board.

#### **Paul O'Brien – Can we have an update on the future plans of the Club?**

Darren Smith said that we are happy to share the pillars that form the basis of our Strategic Plan that was developed by our Board, Senior Management Team and Danny Nixon-Smith Consulting earlier in 2021. However, we are mindful that the strategies that underpin the pillars need to be kept confidential to ensure we maintain a competitive advantage. We will share the pillars during General Business.

#### **Paul O'Brien – Funding opportunities for our Club**

We spoke last year about the need for our Club to obtain funding and grants the same as other Club's do. Harrup Park are receiving millions of dollars in funding.

Darren Smith said that he agreed, and this does form part of our Strategic Plan. We have hired Gayan Loku as our Sport & Community Liaison Officer to help us deliver on this. Gayan is a highly qualified and experienced sports management professional, and he has a lot of experience in grant writing and funding applications. In addition to the appointment of Gayan, we have also made a strategic decision to forge relationships with key members of Government. This is not something that has been an area of focus for our Club in the past, but it will be going forward.

### **Kay Meredith – Photos of Management in Foyer**

When we do the redevelopment of the Club to include a section for the Club history in the Foyer, I think we should also include photos of Senior Management. It would be good for Members to know who our Senior Managers are as well as who the Manager on Duty is.

Ray Golding said that he thought that was a good idea and it will be followed up by the Board, depending on available space.

**Chairman's Report:** Tabled as per the Annual Report and spoken to by Raymond Golding

***Moved that the Chairman's Report be accepted as tabled***

*Paul O'Brien / Keith Carroll – All in favour - Carried*

### **Comments from the floor:**

**Paul O'Brien** asked if the Netball and Basketball courts are still progressing?

Ray Golding responded that we have consulted with the Netball and Basketball clubs, and they don't want courts located down at John Talbot Park.

Phil Dreghorn said that it is a flood plain down on John Talbot Park.

Darren Smith said that with John Talbot Park being off the table it's now back to the drawing board. We spent a lot of time discussing it at Strategic Planning and Master Planning.

Paul O'Brien said that we need an answer on whether we are doing it or not and a timeframe. It has been ongoing for some time.

Wendy Bayton from Magpies Netball Club said that while they would love Courts of their own, it is important to their Club that the courts be located here around the complex. The Netball Club members want to be able to train and play and then head to the Club for coffee, dinner, or drinks. If they are located down the road then that won't happen.

Paul O'Brien asked the Board if we can get a commitment from the Board that the courts will happen?

Jason Egan said that it was a fair request.

Ray Golding said that as he was stepping down from his position as Chairman and Director, it was not his place to make such a commitment.

**General Manager's Report:** Tabled as per the Annual Report and spoken to by Darren Smith

***Moved that the General Manager's report be accepted as tabled***

*John Talbot / Rob Sinn - All in favour – Carried*

**Nicola Hay** acknowledged the positive impact that Darren has on the Club and its members with his approach to people. Brian is also amazing, and Matt and his team do a fantastic job. Jess the Functions Manager is another one who deserves special mention, she does a fantastic job and makes everything easy. The staff follow your lead Darren and well done.

Darren thanked Nicola for her kind words and acknowledged the great team that he has around him.

**Financial Statements:** Christiane Christoffel presented the report and the audited statements for the period as outlined in the Annual Report.

***Moved that the Financial Report be accepted as tabled***  
*Paul O'Brien / Barry Fahey- - All in favour – Carried*

**Comments from the floor:**

**Paul O'Brien** – How did you do it? Congratulations to the Board and the Team for a fantastic result. Did the Club achieve good GP's in non-gaming departments?

Christiane Christoffel, Financial Controller outlined the GP's that were achieved across the year, being 62.21% for food and 60.37% for beverage,

Darren Smith said that it was an interesting year. Initially in July/August when we first reopened, we didn't run any of our usual promotions, not even happy hour. This had a positive effect on GP's. As we reintroduced our promotions and member pricing, we did take a hit on GP's but that was a conscious choice that we made and continue to make.

**Paul O'Brien** asked if we increased our market share.

Darren Smith said that overall, we did increase our Gaming Market Share by about 2% which sits us with about 18-20% gaming market share across the region. The increased performance in gaming is something that impacted on all regions up the coast. It is attributed to several things but has a lot to do with the inability of people to travel which gives them more disposable income. We also saw that after a period of lock down, people really wanted to get out and about.

**Paul O'Brien** asked what the Club's EBITARD was.

Christiane Christoffel advised that over the full financial year our EBITARD sat at 29.83%. Anywhere from 25-28% is considered to be very good so it was a strong result.

**Paul O'Brien** asked if we can expect to have these same strong results again next year?

Darren responded that it has never been harder to predict trade than it is at the moment. Our strong trading performance has continued consistently month after month which is a great sign. However, we are very cautious of the impact of mandatory vaccinations as well as the potential for an actual covid case occurring locally which would of course impact on our trade. As a Board and Management Team we will continue to implement the initiatives and strategies that have achieved the great results this year, as well as giving back to our members.

**Paul O'Brien** commented that a \$5 million increase in revenue is an exceptional result.

Darren agreed it was and acknowledged the hard work of Brian McCall and Matt Wicks to achieve strong results in our Food and Beverage Departments which were strong contributors along with Gaming to achieve this result.

**Paul O'Brien** commented that trade liabilities were high and queried if that related to outstanding invoices.

Christiane answered that \$400,000 of the \$800,000 was gaming tax. She also explained that with our increase in trade, our invoices for goods is also a lot higher.

**Paul O'Brien** asked how much money was given out in cheques at our Magpie of the Year event?

Christiane said that she did not have that exact figure so she would come back to Paul with the information.

Jason Egan said it was around \$30,000.

Paul O'Brien said that with our strong trading performance it would be nice to give back more.

**John Talbot** asked where do we rank in the State in terms of our performance?

Ray Golding responded that it fluctuates week to week and month to month. However last week we did rank #1 in the State in terms of our Average Daily Gaming turnover.

Darren Smith explained that it really depends on what you are using as a measurement. Keno has their own rankings which we usually rank very highly in, then the two gaming providers Odyssey and Max Gaming each do their own rankings. We are with Max Gaming and within their sites we usually sit at 5 or 6 in the State. Food and Beverage performance can be harder to track but we are performing well with our F&B.

**Wendy Bayton** asked whether we could expect to receive more community grants in response to our strong gaming performance.

Darren Smith outlined that our individual gaming performance does not mean we will benefit individually from the Community Grants scheme. However hopefully through Gayan in his role we will see some improvement with grants received by our Club.

### **Election of Office Bearers:**

The Chairman advised that there were two full three-year term positions and one 1 year term positions available and four nominations have been received.

Nominees are:

- Paul Hudson
- Emma Nicholson
- Steve Johnson
- Ian Quinn

### **Result of Election:**

**2 x 3 year terms – Ian Quinn and Emma Nicholson**

**1 x 1 year term – Paul Hudson**

### **Appointment of Auditors**

***Moved that Brown & Bird be reappointed as auditors for the 2022 financial year.***  
*All in favour – Carried*

### **Election of Life Members – Raymond Golding**

No Nominations.

## **General Business**

No notice of general business has been received.

Raymond Golding called the floor open for questions & suggestions

## **Discussion from the floor**

### **Kay Meredith**

1. Thank you for the early release of the Annual Report, we were able to read it before the meeting which is good.
2. Many patrons do not buy tickets from the affiliate clubs who are running raffles because we don't know who wins. The people selling the tickets don't come back and tell anyone and the PA system does not operate in the Bar because of the TAB.  
Darren Smith thanked Kay for the feedback and said he was confident that we could find a solution.
3. With respect to meals in the Club, the food is fine, Matt and his team do an excellent job, but when you order a meal in the bar you pay the same price as the people who are dining in the Bistro and receiving full table service. When the meals are brought into the bar, we would appreciate a serviette and cutlery but frequently they don't bring them with the meal.  
Darren Smith agreed that we need to do better than that and we will educate our staff in this regard.  
Kay Meredith said that overall, the staff do a fantastic job and well done to Darren and the Team.

**Paul O'Brien** asked for an update on Crusaders Season.

Ray Golding advised that Magpies Crusaders were relegated to QPL1.

**Bob Clark** outlined that the loss of key players being poached by Southern Clubs had a devastating impact on the team, especially when in some cases it occurred the day before player transfers closed so we had no ability to replace the players lost.

**Paul O'Brien** asked what the total sponsorship was for the year to Crusaders?

Christiane Christoffel responded that it was \$165,000 in sponsorship and \$140,000 in player payments.

**Paul O'Brien** asked if the sponsorship would be the same next year given that Crusaders would be playing in the lower grade?

Christiane advised yes; the sponsorship would be the same.

**Phil Dreghorn** asked what the Return on Investment was. He said it seemed extravagant for no ROI.

Christiane advised that Crusaders was an independently run body. There is no ROI – it is a community contribution.

**Bob Clark** said that there were canteen and bar sale increases for every Crusaders home game.

Darren Smith said that as with all affiliates, it is a donation for the community, that does not yield a ROI. The Board at the time took out a license with Football Qld for a 5-year period, 2022 will be the final year of that 5-year term.

**Paul O'Brien** asked if the Board would be seeking another NPL license at the end of this one.

**Bob Clark** said that Australian Football have taken over the NPL in each State and there are a lot of changes.

Darren Smith outlined that we may not be offered an opportunity to apply for another license and the Board has not even discussed it as a possibility. If the Board did want to apply for another NPL license than there would be consultation with members.

**Paul O'Brien** said that we need to learn from past mistakes and involve our members in the decision.

Jason Egan said that if Football Australia offer licenses to regional areas, then the Board will discuss whether we will apply. We think it is unlikely there will be an opportunity to apply as Football Australia don't support it in the regions.

**Paul O'Brien** and **Kay Meredith** both asked if Members will be consulted before a decision is made?

Jason Egan responded that he cannot answer that at this time without any further information and that is a decision for the Board to make. Jason asked the Members if they would be seeking a special general meeting in relation to the Crusaders license because the application would need to be submitted before the next AGM.

**Paul O'Brien** advised that he is seeking transparency and to learn from past mistakes.

**Chris Wright** from Brown & Bird advised that a special general meeting is an appropriate forum to seek members views and to hold a vote. However, the Board can still choose to go their own way and decide differently to the member vote.

**Barry Fahey** commented that beer prices at Harrup Park are \$4.30 for a non-member, while Magpie's member price is \$4.50. People are choosing to drink at home due to the price.

Darren Smith responded that we do our research to ensure we are pricing competitively, but we don't claim to be the cheapest and we do focus on adding value to our members. As it stands, we do not achieve industry GP's on our bar prices because they are strategically set lower. That's a decision that we make to ensure value for our members.

**Barry Fahey** said that people are choosing not to come and that should be a concern.

**Paul O'Brien** said that unfortunately he missed Magpie of the Year and asked who won the prestigious Magpie of the Year?

The floor confirmed that Teresa Dreghorn was the deserving recipient.

**Paul O'Brien** asked if the Magpie of the Year could please be included in the Annual Report in future.

Darren advised that the Annual Report is printed before Magpie of the Year, but we could include the winner from the previous year.

**Jason Egan** thanked Brian McCall for everything he has done at Magpies Sporting Club in the past seven years. Jason also acknowledged Ray Golding's hard work and dedication on the Board for 19 years and said he will be missed.

**Darren Smith** displayed the Strategic Plan Pillars on the screen for all to see.

Paul O'Brien requested that a copy be emailed to him.

Members and guests were invited to partake in light refreshments at the conclusion of the meeting.

There being no further business the meeting closed at 8.49 pm.