



YEAR IN REVIEW 2016



CANTERBURY
HURLSTONE PARK
RSL CLUB

2017 Board of Directors



John Crowhurst
President



Neville Brown
Senior Vice President



Malcolm Tyler
Junior Vice President



Steven Baker
Director



Michelle Boon
Director



Mark McIntyre
Director



Lee Fitzgerald
Director



President's Report



It's with great pride that I write to you in this my second year as President of this fine Club. 2016 will go down as a year that will be indelible on most people's memories as it saw a number of changes that created both optimism and concern throughout the global community.

Despite this, and as always, it is at this time each year we take the time to look back and reflect on the various achievements we have made throughout the previous year.

I'm proud to inform you in this report of yet another record year for your Club in this very competitive industry. Last year the success was not just limited to our core operation at Hurlstone Park. Bargo Sports continues to go from strength to strength with locals truly embracing the new facilities and work carries on with improvements to Magpie Sports while we continue to seek out a new home for Marrickville RSL.

Our diversification strategy is well and truly taking shape. Last year I wrote about our exciting new project on the former site of Camperdown Bowling Club, and following a challenging six months of works due to weather, we were proud to open Camperdown Commons to the public in late July. If you haven't yet had a chance to visit I strongly encourage you to pop down there for a coffee or meal and see what a great venue your Club has created.

There was some sad news during the year when one of our Board colleagues and dear friend Neville Rose passed away. Neville and I joined the Board at the same time and I saw first hand what a passionate and devoted Club man he was, at all

times Neville was most interested in what he could do to benefit the members.

Late in the year, the Board decided it was in the Club's best interest to fill the vacancy created by the passing of Neville, and Lee Fitzgerald was appointed to the Board. Lee has sought election to the Board on two prior occasions and brings a wealth of Club Industry experience to the role and, like Neville, a passion for serving the members and the Community.

In conclusion I'd like to give a special thank you to my fellow Board members for their hard work, diligence and support. I would also like to thank our CEO Dean Thomas and his management team for continuing to manage and guide us through the next phase of planning to deliver sustainable profitable growth for your Club.

Being your President makes me proud to belong to this great Club.

John Crowhurst
President

100
YEARS OF
ANZAC
THE SPIRIT LIVES
2014 - 2018





CEO's Report



I'd like to start this report, as I have in previous years, by stating how proud we are in reporting yet another record breaking year. The year of 2016 was our eighth consecutive period of financial growth, which has also set a new benchmark with the Club posting revenues in excess of \$47 million. This revenue saw operating surplus of \$8.75 million which in itself breaks another record in this, our 69th year of operating.

As a Club, our profits enable us to provide many benefits to you the Members & the Community to which we belong. Almost \$2.2 million was spent throughout the year on benefits to Members and support throughout the Community with numerous worthwhile initiatives and causes, outlined further in the community section of this report.

As a result of our performance, your Club is now well positioned to implement the next phase in our masterplan for our main premises at Hurlstone Park.

Diversification has played an important role over the past years and will continue to do so. Our in-house registered training organisation (RTO), being the CHP School of Hospitality, continues to provide both vocational guidance and expert industry training to ensure your club sets the benchmark in the provision of exceptional guest experiences. Other initiatives such as the successful Anytime Fitness Franchise and the newly opened Camperdown Commons position us for a healthy and sustainable future.

I encourage you to read the reports on our satellite clubs which are starting to make significant contributions to the wider group and are delivering on our promise to support, nurture and grow the communities in which we operate.

I'm sure that you agree that this has been an excellent result and it is important to acknowledge the Board of Directors, under the leadership of President John Crowhurst, and the efforts of management and staff across all areas that we operate. Let me assure you that our team is committed to providing products and services that our Members can be proud of for many years to come.

Dean Thomas
Chief Executive Officer



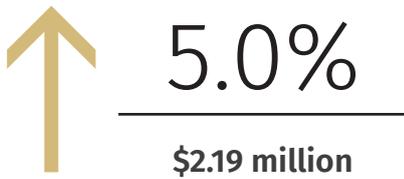
Financial Highlights

| | 2016 | 2015 | 2014 | 2013 |
|----------------------------|-------------------|------------------|------------------|------------------|
| Revenue | 47,121,726 | 44,933,497 | 43,140,898 | 41,352,723 |
| Expenses | (36,260,934) | (35,631,990) | (33,607,686) | (32,247,428) |
| Gross Profit | 10,860,792 | 9,301,507 | 9,533,212 | 9,105,295 |
| Community Investment | 1,236,432 | 1,284,328 | 1,094,996 | 997,708 |
| Member Benefits | 876,923 | 675,884 | 506,992 | 485,926 |
| Operating Surplus | 8,747,437 | 7,341,295 | 7,931,224 | 7,621,661 |
| Interest & Finance Charges | (752,024) | (900,201) | (724,147) | (675,279) |
| Depreciation | (3,893,029) | (3,814,146) | (3,251,388) | (3,066,763) |
| Extraordinary Revenue* | 0 | 6,052,714 | 565,000 | 283,526 |
| Income Tax Expense | (298,813) | | | |
| Net profit | 3,803,571 | 8,679,662 | 4,520,689 | 4,163,145 |
| Investment in Facilities | 6,132,713 | 2,986,352 | 7,135,223 | 7,453,106 |
| Cash Reserves | 12,135,999 | 10,929,738 | 6,213,125 | 3,564,581 |
| Total Members Equity | 65,098,585 | 61,295,014 | 52,615,352 | 39,339,521 |



Numbers at a Glance

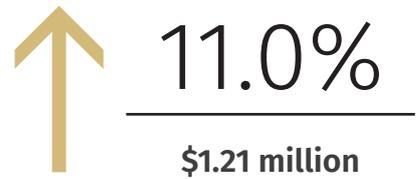
Total Revenue
\$47.1 million



Operating Surplus
\$8.75 million



Cash Reserves
\$12.14 million



Investment in Facilities
\$6.13 million



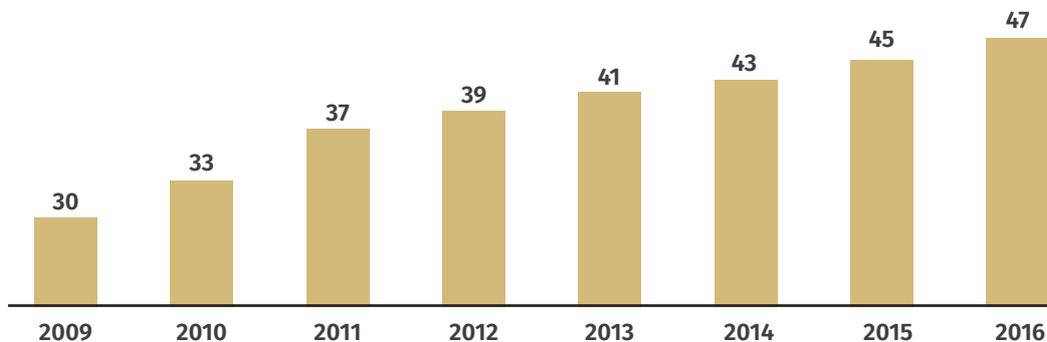
Member & Community Benefits
\$2.11 million



Total Members Equity
\$65.1 million



Consolidated Revenue 2016 (millions)





Community Events

Throughout 2016 your Club provided \$1.45 million in both cash and in kind to a wide range of organisations within our local communities. Areas of focus included youth and disability support, education, sports and a range of other causes who provide valuable services to our communities.



*Paul Kougaïs, Dean Thomas, Dr Nick Evans, Dr Ingrid Rieger
Dr Adrienne Gordon, Dr Robert Ogle, Diana Bond*



Tim Cahill with Andy Paschalidis, Heartbeat of Football Founder

Isail Clinic

At the Club Member of the Year evening Dr Adrienne Gordon spoke of the fantastic work that Royal Prince Alfred Hospital has done with its iSail Clinic and personally thanked Members for their generous support. Creating the clinic was only made possible by your Clubs contribution to start-up funding.

Due to the success of the clinic, RPA secured permanent funding from the State Government to continue their valuable work supporting those suffering from the loss of a child through complications relating to pregnancy or child birth.

Heartbeat Of Football

On Friday 16 September your Club hosted the inaugural Heartbeat of Football (HOF) Sports Lunch. The lunch helped generate over \$20,000 for this worthwhile cause. HOF is dedicated to creating awareness specifically about heart health on the sporting field and assisting save lives by providing defibrillators to local sports fields.

Special thanks to HOF ambassador Tim Cahill, Nick Farr Jones and numerous other sporting legends and celebrities for contributing towards making this such a memorable event. We look forward to continuing our support for the worthy initiative again this year and over many more years to come.



Cooks River Sporting Alliance

Now it's its fourth year, the Cooks River Sporting Alliance introduced the concept of passing a footy, kicking a goal, hitting a six or shooting a goal to over 5,000 primary school students across the community. This unique initiative by CHPRSL started with the sole purpose of increasing participation in sports. Major partners in our programs have been NRL, AFL, ARU, Sydney FC, Netball NSW, Cricket NSW, Touch Football NSW, Little Athletics NSW & Basketball NSW. 2016 saw the introduction of a special presentation by Ashfield Police focusing on children's health & wellbeing.

This coming year we are pleased to begin a new and valuable research project, conducted by The University of Technology Sydney, to help us better understand the facilitation and barriers to sports participation in our local community. Current data in Australia is out of date for both children and young adult participation in sport. This means that local and national factors, offering potential to increase youth participation, are poorly understood. Experts in the areas of health and infrastructure planning at UTS will be involved to help us gain important other insights to create a new blueprint for increasing sports participation.

Cooks River Arts & Cultural Alliance

In late 2015 we created a new alliance in our community focused on the arts and in particular live performance. We brought together the local schools along with industry experts such as APRA, Music Australia, JMC Academy and local songwriting groups in a forum style meeting to answer the questions:

What do the arts mean for the community? What are the roadblocks for arts in our community?

The forum came up with lots of ideas in helping energise live performance in the community with a major initiative being regular "open mics" for local schools and students in their music programs. This program has been named CRACA's Got Talent and will be launched in March 2017.

During the week of the forum we also ran a song writing & dance music production workshop. Eight local schools wrote an original song that was workshopped with industry experts Alan Roy Scott, Liz Scott and Sam Michaels (Klubjumpers) from the USA and then produced into electronic dance music. All songs were recorded professionally in the studios of JMC Academy.





Canterbury-Hurlstone Park RSL

Master Plan Update

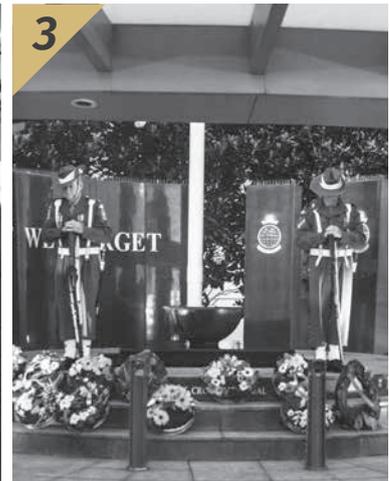
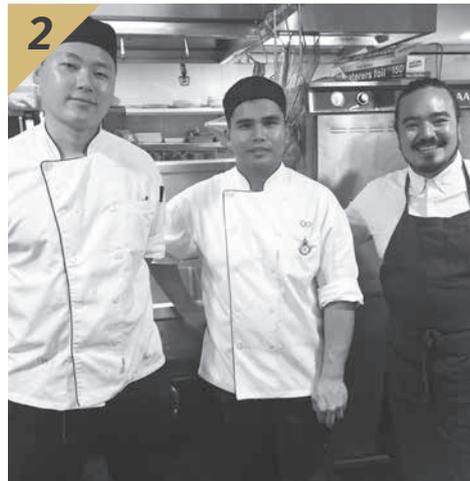
Back in 2013 we began a four stage eight year plan to develop our main Club – the final stage now ready to begin – which is focused primarily on delivering a range of contemporary food & beverage offerings supported by efficient operations that provide higher levels of customer service and a wide range of choice.

The finishing touches of this next stage are currently being drawn up on by our architects. Works are planned to commence mid-March this

year in preparation for some exciting new food outlets that will open over the next two years. As mentioned in the CEO's Report of the Autumn Edition Chevron Magazine, to make these changes, Mama Wong Restaurant will close its doors on 20 March this year. An announcement on the exciting new food outlets and master plan, including information on the staging of works, will be made in the Winter Edition Chevron Magazine.



Events



1. ICECAPADES Wednesday 6 – 20 January

The sun sizzled but the ice was cool fun for those steamy Summer days as kids and adults spun, swirled and snowplowed across the rink.

2. WOK STAR DINNER Friday 26 August

Adam Liaw, winner of MasterChef Australia 2010 hosted a special evening along with the Kitchen team. Guests were served 7-courses with paired wines that were created by Adam particularly for this event.

3. ANZAC DAY Monday 25 April

Members and guests rose before sunrise for the 101st anniversary of the landing in Gallipoli at Canterbury-Hurlstone Park RSL Club's Dawn Service.

4. EMPLOYEE AWARDS NIGHT Tuesday 31 January 2017

Brad Thoroughgood was recognised as 'Employee of the Year 2016' for his tireless efforts in providing excellent customer service, commitment and contribution to the Club.

5. MELBOURNE CUP DAY Tuesday 1 November

Melbourne Cup 2016 saw Members & guests tracking back to the 50's. Guests in the Auditorium were treated to Scott Robin's famous 'Buddy's Back' show and the Club was alive with roller girls, dancing the twist and do-wopping.



Bargo Sports Club

Last year proved to be another record trading year at Bargo.

The recent upgrades including a large outdoor deck and kids play area, continue to be popular with the local community – in particular local families and is attracting a good number of function bookings and overall patronage at the Club.

Bargo now proudly stands on its own two feet and was been able to make significant investments in the building for the benefit of members. Improvements are planned to continue with an investment of more than \$200,000 being allocated

toward the installation of a brand new Air Conditioning plant due to be completed early 2017 and will greatly increase guest comfort levels.

Bargo Sports is proud of its level of community engagement. It has become the home for many sporting and community groups in which the club sponsors and supports throughout the local area.

The future looks even brighter for Bargo with the next stages of its masterplan being developed and incorporating new kitchen facilities and capability.



Magpie Sports Club

This year we welcomed a new Club Manager at Magpies Sports. Paulo Leiva is looking forward to implementing new strategies at Croydon Park as we continue to strive toward sustainable trading levels for the Club.

Despite not performing to financial expectations last year, we continue to enjoy great support from Members and the local community and we look forward to making inroads towards positive growth this year under the leadership of Paulo.

We have plans to continue to invest in improvements to Member facilities throughout the coming year. Plans include an upgrade to core facilities and that will improve our guest experiences.



Marrickville RSL Club

As recent addition to the CHPRSL family, the coming year will see your Club continue in the search for a new home for the Marrickville RSL Club.

Late last year CHPRSL established an advisory committee from amongst Marrickville RSL Members, who will work alongside Club Management on this exciting project.

We have and will continue to support affiliated sporting groups, who have a long standing history with Marrickville RSL, and wish them well in their upcoming season.



Camperdown Commons

Camperdown Commons opened at the end of June 2016 and the first six months proved a success for all parties including our partners; Pocket City Farms and Acre Eatery

In the relatively short period that Camperdown Commons has operated, we were nominated as finalists in: The Inner West Business 'Environment Awards' and Concrete Playground's 'Best of 2016 - Best New Precinct'. Camperdown Commons, in conjunction with Pocket City Farms, picked up the Highly Commended award for Community Leadership at the Inner West Business Awards which we are extremely proud of.

During this short period we assisted over twenty not-for-profit and community groups, by providing much needed space to facilitate more than 3,000 visitors with free room hire to the value of \$26,977 provided to community groups. We are truly proud of this result and look forward to growing the use of our spaces in the coming year.

So far over 50,000 people have utilised the space by either attending a workshop, a special event, participating in a yoga class, dining at one of the acre's food and beverage outlets or simply strolling through Camperdown Commons. We pride ourselves on being a good neighbour, and look forward to building stronger relations with local residents in the years to come.





CHP School of Hospitality

Founded in 1999, CHP School of Hospitality remains the only Registered Training Organisation (RTO) owned, operated and located within a Club.

We're proud to report a very successful year by securing government funding to provide vocational training to those seeking employment in the Hospitality Industry.

Throughout the year the RTO facilitated training for over 2,600 students. This training was provided to various sectors of the local community and included; a fully funded scholarship for 10 Canterbury Boys High School students; training

for youth and school leavers wanting to enter the hospitality workforce; training for mature age workers requiring hospitality skills to start a new career or for parents returning to the work force.

We facilitated training for Father Chris Reilly kids off the street. Marrickville youth resource centre, Northcott disability services. Bankstown Seniors College, 5 Star hospitality training program for refugees to get hospitality skills and into employment .

There were also five programs conducted at Bargo Sports Club providing much needed training to the local participants.

Partnered with many Job Service Providers across Sydney and the Southern Highlands to provide training to their clientele to gain future employment in the hospitality industry..

The RTO is proud to receive feedback from many successful students who have gained employment through this training.

Anytime Fitness

Our Anytime Fitness Gym is nearly five years old and continues to go from strength to strength.

Membership growth is steady proving our facility is popular with both Club Members and the local community.

Our focus has been on maintaining a high level of standard within a spacious facility. The team of professional trainers foster a welcoming and friendly culture and are always available to support gym members reach their fitness goals.

Last year we replaced all the cardio equipment with the latest available and also added a few other pieces of equipment. There are exciting changes ahead with the gym expecting a freshen up mid-year and other exciting new product offerings.

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