



PRESIDENTS REPORT

The year of 2022 was the first full trading period since 2019 which was not affected directly by a COVID lockdown. Nevertheless, the trading environment for hospitality businesses was slow to recover to pre-pandemic levels and, in some areas, has yet to recover fully. January-February trading started slowly due to the Omicron scare but increased availability and acceptance of RAT tests began to translate into increased patronage as the year progressed.

On behalf of the Board of Directors, I would like to report that the Club posted a pre-tax profit of \$169,254, which is an acceptable result given the circumstances. It should also be noted that there was a significant underlying cash profit, net of depreciation, which enabled the Club to continue to reduce its debts and secure its ongoing viability. Whilst we all know that the current club buildings are in need of replacement, the fact is that the Club continues to trade profitably and provide a high standard of service to members and their guests. The experience of our management team, Tony, Jackie and the hardworking staff of the Club have shown to the fore in producing such a solid result.

The past year has not been without controversy. The Club plans for a significant development on the current site were rejected by Council, even though they met the criteria of the draft Mortdale Master Plan. Several newly elected Councillors, with an anti-development agenda, succeeded in having the draft plan withdrawn and to date there is still no plan for Mortdale despite it being due in 2020. The ongoing uncertainty has put the development plan on hold but this will not be an end to the matter. The Board is determined to ensure the financial future of the Club by providing new premises on the current site as part of a mixed development which will give the Club a diversified income stream beyond gaming and bar sales. Again, opponents were exceptionally vocal in social and mainstream media, seeking to tarnish the good name of the RSL and the good works that our Club continues to do in the local area. As a result, it has not been an easy period for the Board and management of the Club. Nevertheless, the fact that the current Board was reelected at the AGM is a resounding vote of confidence in the current Directors and the strategies that they have implemented to return the Club to profitability. The Board's aim continues to be to provide a pathway for the longer-term viability of Mortdale RSL in an increasingly uncertain future for the industry. I would like to convey my thanks to my fellow Board members who served diligently throughout the year.

The Club catering continues to be a highlight for members and their guests, leading to an ongoing increase in functions and entertainment. The colloquially named "Tight-Arse Tuesday" promotion has proved extremely popular, with members receiving a massive 40% discount on meals as well as happy-hour beverage prices throughout the day. Those wishing to take advantage of this promotion are strongly advised to book a table as many Tuesdays are completely booked out. Similarly, the Wednesday music trivia and badge draw promotion has achieved an ongoing following with several members successful in winning the \$5,000 draw (sadly not myself who stupidly left 10 minutes before my number was drawn!). With new entertainment offerings coming each month, it is more important than ever to keep up



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to date with Club promotions via our Facebook page and direct marketing at the Club itself.

Finally, I would like to acknowledge the members, who continue to support the Club even through challenging times. Please keep the Club front of mind when organising your next social function, entertaining visitors from outside Sydney or just for drinks after work. If we all continue to support the Club, it will continue to be there for all of us.

Geoff Denyer,

President.