

## **Treasurer's Report 2020 Season**

Financially the club has had a very successful year – coming off the back of the 2018 & 2019 years – our starting position this year was not the best - with 2 outstanding debts to NTRL & Freds Pass of over \$56,000. The current Committee has worked closely with these creditors to mend and strengthen relationships – and both bodies allowed payment plans to assist the club to get back on our feet.

Payment plan with Freds Pass to conclude in April 2021 – current balance remaining \$11,969

Payment Plan with NTRL to conclude September 2021 – current balance remaining \$22,970

All 2020 Season NTRL fees and Electricity charges for this current Season have been paid in full.

Sponsorship & Donations collected this year \$71,117 – and increase of over \$40,000 in sponsorship – an amazing community contribution for a year that was looking quite concerning for all business – the club would not survive without the support our truly valued sponsors and I sincerely thank all our sponsors for their contribution this year. I would like to acknowledge the efforts of our Sponsorship Co-ordinator – Amy Simpson who continues tirelessly with our sponsors and web site & social media manager Illuminate to give them great value for their contribution. I would also like to make mention to those sponsors that contribute with goods and services donated throughout the year.

Turnover for The Bar and Canteen Sales \$86,838 - an increase of turnover of \$11,950 and a gross profit of \$32,016 (taking into consideration that the canteen expenses also include the players game day drinks) this is a fantastic effort and I thank all volunteers throughout the year who have spent tireless hours ensuring that the canteen and bar remained open.

The introduction of the “ Bears Wear” on-line store was a huge success with over \$11,000 in merchandise sales going through the on-line store option – again a big thank you to Amy Simpson who managed all our merchandise sales and packing and posting of orders and ensuring that everyone was kitted out with uniforms, 30<sup>th</sup> Anniversary apparel and fishing shirts. Merchandise sales totaled just over \$40,000 this year – an increase of \$36,000 on last year.

Grants awarded this year \$1750 from Litchfield council which assisted with the costs of the 30<sup>th</sup> Anniversary production – thank you to Leanne Barnes for co-ordinating this was very well received by all our members and supporters. A second grant of \$4455 has been awarded to assist with shade structure and also to train our Coaches, managers & sports trainers with required certifications. Due to COVID first aid courses were not available throughout the year – this will see us being able to offer training at no cost to a greater number of our volunteers next year to keep our players safe.

Now to the bank balance .....I can confirm that the closing balance as at 31 October was \$117,678 in both Bendigo accounts – taking away outstanding debts - \$34,939, Money held for Grants that have not yet been expensed: \$14,455 – has club sitting in a positive cash position at \$99,724.

I would like to thank the 2020 Committee who have worked hard to make the 30<sup>th</sup> Anniversary Year such a success it was been an absolute pleasure working with all of you.

Kaylene Mason – Club Treasurer 2020