



## Sandgate Australian Football Club 2023 Annual General Meeting

Sunday 26<sup>th</sup> November 2023, 10.00 am

Sandgate Australian Football Club, 120 Lemke Road, Taigum

<b>Attendees:</b>	Board Members: Des Warnock, Bek Fuller, George Massa, Michelle Willoughby; full list of attendees attached
<b>Apologies:</b>	Shane and Kath Watterson; Barry Boyle, Melanie Fuller
<b>Chairperson:</b>	Des Warnock

<b>1.</b>	<b>MEETING OPEN</b>				
	<b>Opened by:</b>	Michelle Willoughby	<b>Time opened:</b>	10.03 am	<b>Quorum:</b> Yes

<b>2.</b>	<b>THAT THE MINUTES OF THE PREVIOUS AGM BE TAKEN AS A TRUE AND ACCURATE RECORD</b>				
	<b>Notes/amendments:</b>	Accepted – no amendments			
	<b>Moved by:</b>	Chad Polinski	<b>Seconded by:</b>	Michelle Willoughby	<b>Result:</b> Carried

<b>3.</b>	<b>THAT THE PRESIDENT’S REPORT BE ADOPTED</b>			
	<b>Discussion:</b>	<ul style="list-style-type: none"> <li>• The Hawks won 2023 Alpha Sports Community Club of the Year</li> <li>• Great work on Grants has been ongoing throughout the year</li> <li>• We’ve had a fantastic vibe around the club</li> <li>• 11 of 15 teams making finals, 3 Premierships</li> <li>• The Women’s space is improving out of sight, and they stepped up into Division 1 very well this season. Well done to Longy and the coaching team for all your hard work and support</li> <li>• Well done to the Media team: Lauren, Jess, Longy for all the great social media posts and emails this season</li> <li>• Well done to Senior Coach Aaron Fabian “Fabs” on his great commitment over the years</li> <li>• Congratulations to Trent Fuller for stepping up as Senior Coach for 2024</li> <li>• Well done to George in the Football department on bringing coaches and teams together, your dedication and passion is admirable</li> <li>• Thank you to our wonderful ongoing long-term valued sponsors and we as members really need to get alongside our sponsors businesses letting them know you’re from the Hawks. Thank you to Chris Ferguson for his stellar work as sponsorship coordinator</li> <li>• There are a huge amount of renovations happening around the Club over the next few months and these are a direct result of our flood recovery grant. We really want them completed by Feb 2024, however, we cannot guarantee this will happen, they are being managed by a government appointed project manager</li> <li>• Dave Duncan our curator, grounds maintenance man who puts in about 25-30 hrs p/week, helped out by Des and Johnny Conway, is about to have knee replacement surgery and will be out for about 6 weeks. We really need volunteers to step up even if it is only for 2 hrs at a time. Mowing, whipper sniping, line marking, weeding, general grounds maintenance. Ideally 10 or</li> </ul>		

		<p>so people doing 2 hours would get the work done. We need “doers”.</p> <p>Q. (Brad Willoughby – from the floor) Can a list of jobs be written on a board, so volunteers know what jobs need to be done?</p> <p>A. Yes we can put a list of jobs on the board in the shed that can be easily seen by any volunteers.</p> <ul style="list-style-type: none"> <li>• People will always come and go, many hands make light work. If you see something that needs to be done, please just get it done.</li> <li>• Well done to our board, Bek, George and Michelle thanks for all your help.</li> <li>• If we want to move into Division 1 men’s football, we need to increase our turnover at least double or preferably triple. We need to get people in the corporate sector involved to triple or quadruple our sponsorship to be successful in Division 1. We need to increase revenue and profit, including leasing upstairs. We are reaching out to AFLQ and we could use the help of anyone in the corporate sector to secure a lease for a business that fits within the EDQ town planning requirements of a health facility.</li> <li>• Gordon Barber and I are working really hard at getting our lights improved and securing a water supply for maintenance of our ovals</li> <li>• The board are always open to suggestions, ideas and we need people who will get things done as well as offer suggestions.</li> </ul>			
<b>Moved by:</b>	Des Warnock	<b>Seconded by:</b>	Michelle Willoughby	<b>Result:</b>	Carried

4.	<b>OTHER REPORTS AND UPDATES</b>	
	<b>Grants</b>	<p>Update provided by Des Warnock (President) and Gordon Barber (Grants Writer)</p> <ul style="list-style-type: none"> <li>• Gordon Barber has been working continuously collating information and applying for grants since the floods and we’ve been successful in some small grants, but then we were successful in the major grant of \$1.4 million.</li> <li>• Gordon Barber has been a true Champion in all of his efforts this year in writing our Grants. Thank you, Gordon Barber, for all your tremendous hard work for the Sandgate Hawks.</li> <li>• The big grant at the moment is the \$1.44 million with independent project managers regarding flood recovery</li> <li>• \$72K grant from BCC for irrigation recently acquitted</li> <li>• The most important is the current applications total \$585K with AFLQ providing \$97K approved, \$200K BCC for LED lights on Duncan Oval, \$250K with State Government for infrastructure.</li> <li>• LED lights with new poles on Duncan Oval is over \$500K at present, current quote for lights on all three ovals is over \$1million.</li> <li>• We are hopeful to win the Qld Gov grant</li> <li>• We have received over \$2.1 million of grants either approved or in the pipeline</li> </ul> <p>Q if we don’t win the \$250 Qld Gov grant what is plan B?</p> <p>A. It is all about Luxe levels, 100 luxe we could put on current poles, State Gov will only fund 150 Luxe or 50 Luxe, not 100 luxe. We had to get urgent quotes for 150 luxe as it will require new poles to hold them.</p> <p>Q. what is problem with current poles?</p> <p>A. 150 luxe needs 30 m poles that must face down. The AFLQ facilities plan has an official item on their plan regarding improving the lighting at Sandgate Hawks</p> <p>Q. What is the timeframe on the grants?</p> <p>A. BCC should be out in mid Dec, State Gov only closed 3 weeks ago and is due early Jan/Feb 2024.</p> <p>Q. What is covered in the \$1.4 million grant?</p> <p>A. It is very controlled because the Qld government have their own project management. We had a very specific list of items and equipment to be replaced that are spread all around the club, from maintenance sheds, fields, change rooms, clubhouse.</p> <p>Q. Will they flood proof the building?</p> <p>A. The goal posts moved, and the government dropped the resilience part and only left recovery money so we are working with them to achieve as much</p>

		<p style="text-align: center;">“common sense” mitigation as possible</p> <p><b>Football Director:</b></p> <p>Update provided by George Massa – Football Director</p> <ul style="list-style-type: none"> <li>• A snapshot of the year, it has been a successful year both on and off the field</li> <li>• We are leaders in delivering football from Kinder Kick to Seniors, I’ve been very impressed in our culture and values</li> <li>• Senior women stepped up from Division 2 – Division 1 and the Women Ressies made the GF, Ben Long has worked very hard. Equality has been met with the men in terms of equal reward payments</li> <li>• Senior Men Ressies won the GF with Trent leading the way</li> <li>• Friday night footy was introduced in Seniors space.</li> <li>• All seniors teams made finals with one premierships</li> <li>• 2 youth premierships won</li> <li>• Between Auskick and Kinder Kick we had approx. 125 people. We managed internal Kinder Kick with 6 teams</li> <li>• We were awarded the Alpha Sports 2023 Community Club of the Year at the SE Qld awards which shows our culture and the example we are setting for other clubs delivering our football</li> <li>• Looking into 2024, we’ve had a change with new head coach Trent fuller taking up the senior coaching position, Ben Long is continuing to build and progress the women’s program, we’ll continue to focus on youth development and bridging the gap between U17 and seniors</li> </ul> <p>Q. Was the elimination of colts a one year trial?  A. No it is a done deal – AFLQ are not listening, we have tried very hard to fight the decision and most clubs have.</p> <p>Q. We as a club need to continue to focus on this problem this is a boys problem not a girls problem, it’s a league enforced problem. We are losing players from U15. Once we lose the players it is too hard to get them back. The Hawks need to find a way to keep retention in the boys space  A. that was part of introducing our thirds team, we have seen a few come through playing Friday night, it’s still too small a number compared to those who have left.</p> <p>Q. Is it an option to include U17 boys in the senior space and play them at 10am Saturday morning?  A. Apparently, this discussion is starting to happen at AFLQ</p> <ul style="list-style-type: none"> <li>• We continue a strong focus on grass roots collaborating AFLQ to get into our schools and build footballers from a young age. An example is pushing Auskick into the schools which built our numbers in Auskick and Kinder Kick</li> <li>• We are really focused on getting the right people involved in all positions including coaching and other volunteer roles to do all we can to help our young and senior players grow up with our culture and respect for each other and the club.</li> </ul> <p><b>Clubhouse bar, canteen/kitchen update:</b></p> <p>Update provided by Michelle Willoughby – Food and Beverage Coordinator</p> <ul style="list-style-type: none"> <li>• We’ve had a very successful year this year with many great events and both at our home grounds and outside at private venues.</li> <li>• Our 80<sup>th</sup> Anniversary Season Launch was very well received and a great event to have so many life members, seniors and current members attending and all mixing together and the announcement of the team of the “80 years”. The vibe was very positive and excitement was electric.</li> <li>• Ladies day was extremely successful again and very early in the season</li> <li>• We cancelled the food trucks and took back the canteen on Senior home games and this has made a massive contribution towards our canteen takings this season</li> <li>• We also hired a couple of casual staff to coordinate canteen/kitchen operations and the volunteers</li> <li>• To date, however we have still been unable to find anyone (or couple) willing to take on the role of Canteen Coordinator so we have been negotiating with Scottie Wheeler of Bad Boys Café/Bad Boys Donuts/Bad Boys Catering and we have agreed in principle on an arrangement to lease out the canteen/kitchen space for next season to commence as soon as the renovations are completed. Scottie has his own QR codes ready and can accept Uber Eats from our location, so</li> </ul>
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		<p>patrons will be able to order from anywhere around the ground and just come over to the canteen to collect their orders. Bad Boys Café have committed to being open and trading every training and game day and will also provide a series of \$10 meals on rotation throughout the season for our Thursday night Club Nights, although players will also be able to order off the regular menu should they choose to</p> <ul style="list-style-type: none"> <li>• The agreement is \$700 p/wk which equates to our annual takings of \$40K so this will be regular ongoing rental payments.</li> <li>• Scottie Wheeler is a very energetic business man who is expanding his existing business into the Hawks space, he currently operates out of the Zillmere Eagles AFC and has mobile trucks at the hospital and markets.</li> </ul> <p>Q. Whose responsibility will the maintenance and repairs of the kitchen equipment be?</p> <p>A. Most of that will remain the Hawks responsibility, Scottie will be responsible for ongoing cleaning and arranging inspections and bi-annual cleans of equipment such as the exhaust fans etc.</p> <ul style="list-style-type: none"> <li>• The Hawks will be maintaining our fantastic relationship with local business people Tom and Leanne from My Coffee Guy and Bad Boys Café will not serve coffee or tea during any game days or times that My Coffee Guy is onsite</li> <li>• This season we also negotiated a hire of the kitchen space to The Blue Food Truck from 4am – 7am Mon-Fri for food storage and preparation before Jacqui takes her food truck on her daily run. This is currently bringing in \$200 p/wk rent which will continue when Bad Boys Café commence trading.</li> <li>• Thank you to everyone who volunteered and helped out this season, we could not have operated without you.</li> <li>• Very special thank you to Darryl, Lily, Willo, Loz, Mahlee whose constant support kept us going.</li> </ul>
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<p>5.</p>	<p><b>THAT THE SANDGATE AUSTRALIAN FOOTBALL CLUB ANNUAL FINANCIAL STATEMENT AND AUDIT REPORT FOR THE 2022/23 FINANCIAL YEAR BE RECEIVED AND ADOPTED</b></p>	
	<p><b>Discussion:</b></p>	<p>Treasurer – Bek Fuller:</p> <ul style="list-style-type: none"> <li>• It has been an interesting year, Bek is up in Serina and has been working with the club remotely</li> <li>• We have hired external bookkeepers to do the day to day lodgements and bookkeeping</li> <li>• Staff started working in the canteen this season which included things like wages, superannuation, workcover etc.</li> <li>• All obligations to the ATO are up to date, payment plan is in place and we are chipping away at the tax debt</li> <li>• Members loans are sitting at approx. \$33K and the goal is to be paid off Oct 2025, we are making monthly payments</li> <li>• We are cleaning up our coding in Xero and reporting is a little clearer for our members so members can see where we are trying to head</li> </ul> <p>Q. Can you please explain the outstanding ATO debts?</p> <p>A. Outstanding BAS has been carried on for numerous years, at the end of financial year our debt is still sitting at approx. \$13.5 K, it is being paid off monthly on top of our BAS</p> <p>Q. What was the profitability of the Kitchen? And what is expected by outsourcing?</p> <p>A. We will discuss this topic specifically in a little while during our canteen/kitchen/bar update.</p> <p>Q. What is the asking rent for upstairs?</p> <p>A. \$120K per year</p> <p>Q. Is it worth reducing or halving to \$60K just to get someone in there</p> <p>A. If it is undervalued it sets a precedent, we need to have a food venue or a medical facility as part of the Fitzgibbon town planning. EDQ don't want to see a council building giving someone an unfair retail advantage</p> <p>Q. Gound maintenance increased exponentially this financial year, please explain?</p> <p>A. A significant amount of ground maintenance was required after the floods</p>


		<p>and Grant money that came from floods was used to cover a lot of these increased expenses.</p> <ul style="list-style-type: none"> <li>\$40K deficit is from payouts and reimbursement from grants were only paid in the next financial year.</li> </ul> <p>Q. What is the issue with having an Indian restaurant upstairs?  A. Mostly concerns about food sanitation</p> <p>Q. The timing may not have been great with the renovations coming up, including full roof replacement, has this affected our ability to lease out upstairs?  A. Correct, it would have interrupted the tenancy etc.</p> <p>Q. The auditors report should have been signed, also the auditors report suggested there is a lack of supporting documentation and some information was missing. Unable to clarify completeness of revenue for the club due to lack of information. Please explain this?  A. Bek will speak to the accountant, because all information was produced to the auditors.</p> <p>A. (Response from the floor – Trent Fuller) I am a corporate financial controller and this has become an automatic stance from auditors unless you pay approx. \$40K for the auditors to do and count everything themselves.</p>			
<b>Moved by:</b>	Des Warnock	<b>Seconded by:</b>	All present. No objections from the group regarding audited financials for 2023	<b>Result:</b>	Motion Carried

<b>6. PROPOSED SPECIAL RESOLUTIONS</b>	
<b>BOARD MEMBER NOMINATIONS:</b> General Board Member – Melanie Fuller Secretary – Nominations from Floor as no other prior nominations	
<b>Discussion:</b>	<p>1. Profile / bio of Melanie Fuller read to group due to Melanie being unable to attend the AGM due to extenuating circumstances.  <b>Motion:</b> That nomination of Melanie Fuller be accepted as General Board Member of the Sandgate AFC  <b>Moved:</b> George Massa  <b>Seconded:</b> All present are in favour of nominating Melanie as Board member  <b>Motion Carried.</b></p> <p>2. Are there anyone present who would like to nominate as Secretary from the floor due to no nominations being received in advance of the AGM?  No nominations from the floor. We will continue to advertise the position of Secretary.</p>
<b>LIFE MEMBER NOMINATION:</b>	
<b>John Conway</b>	<p>1. John “Johnny” Conway’s club profile of 21 years meritorious service to the Sandgate Hawks read out by Brad Willoughby.  <b>Motion:</b> That nomination of Melanie Fuller be accepted as General Board Member of the Sandgate AFC  <b>Moved:</b> Brad Willoughby  <b>Seconded:</b> Sheldon Stackpoole and Ian Reddan, and all present are in favour of motion.  <b>Motion Carried.</b></p>
<b>Result:</b>	Motions carried

7.	<b>General Discussion from the Floor</b>				
	<b>Discussion:</b>	<p>General discussion questions from the floor directed to Des Warnock – President</p> <p>Q. Can our honour boards in the Clubhouse be upgraded when funds allow?</p> <p>A. Chad Polinski offered his services to work with someone to make this happen</p> <p>Q. Memberships for those who don't have children playing, what is the cost?</p> <p>A. minimum \$10 - \$99</p> <p>Q Agenda item for the board for next year, strategic plan update?</p> <p>A. Board will get onto this in 2024</p> <p>Member Chad Polinski, seconded by others present all acknowledged the efforts and leadership of the board and of Des without a Vice President, well done!</p> <p>Farewell and thank you to our outgoing Secretary Michelle Willoughby for her service to the board and club. You've done a wonderful job, thank you!</p>			

8.	<b>APPOINTMENT OF AUDITOR FOR THE PRESENT FINANCIAL YEAR</b>				
	Motion: That SRJ Walker Wayland be appointed as the association's auditor for the 2023/24 financial year.				
	<b>Discussion:</b>	<ul style="list-style-type: none"> <li>All members present are in favour of electing SRJ Walker Wayland as auditors for another financial year</li> </ul>			
	<b>Moved by:</b>	Bek Fuller	<b>Seconded by:</b>	Ian Reddan and all present in favour	<b>Result:</b> Carried

9.	<b>MEETING CLOSE</b>			
	<b>Closed by:</b>	Des Warnock	<b>Time closed:</b>	11.56am

<b>CHAIR'S DECLARATION THAT MINUTES ARE A TRUE AND CORRECT RECORD OF THE PROCEEDINGS OF THE MEETING</b> <i>(Following ratification at the next general or annual general meeting)</i>	
<b>Name (Chair):</b>	Des Warnock
<b>Signature:</b> <i>May be electronic</i>	
<b>Date:</b>	26/11/2023