



Sandgate Australian Football Club 2024 Annual General Meeting

Sunday 17 November 2024 1000hrs

Full Moon Hotel Function Room – Sandgate QLD

Attendees:	Board Members: Des Warnock, Melanie Fuller, George Massa, Jonathan Dufourq, Nathan Wilson Full list of attendees available from the secretary.
Apologies:	John Conway, Gordon Barber & Chad Polinski
Chairperson:	Des Warnock

1.	MEETING OPEN					
	Opened by:	Des Warnock	Time opened:	1000hrs	Quorum:	Yes

2.	THAT THE MINUTES OF THE PREVIOUS AGM BE TAKEN AS A TRUE AND ACCURATE RECORD					
	Notes/amendments:	Accepted – no amendments				
	Moved by:	Des Warnock	Seconded by:	Ian Redden	Result:	Carried

3.	THAT THE PRESIDENT’S REPORT BE ADOPTED					
	Discussion:	<ul style="list-style-type: none"> • What a season it has been both on and off the field. • Congrats to the unbelievable volunteers, especially the board who donate their time, to work to guide the various departments to keep over 900 players and 42 teams on the park running smoothly. • DW introduced Jonathan Dufourq who took over the roll as interim treasurer. • Furthermore, the volunteers behind the scenes that keep the club momentum moving forward in non-football rolls including Dean & Donna Sallman, Melissa Perkins, Lynda Harmer, Darryl Wakefield and Kassie Cartia. • Our media team, led by Jess Francis, Ben Long and Lauren Fabian, has been exceptional in the past few years communicating all things Hawks to the public. We have never been better informed. • Thanks to Dave Duncan and the “Ground Hogs” team who look after the facility who’s work never stops. Additional assistance is always welcome, especially in the warmer months. • Recognition of sponsors, especially the long term sponsors including Electric Avenue, Toothkind, Sandgate Physical Health Clinic, Eternal Signs, No Cracks Plumbing, Sandgate Paint, Northside Marine, McPherson Builders, Kartia Design and Landscape Skills. A special mention to Mel Fuller, Jonathon Dufourq and the sponsorship team, who have some exciting news in the sponsorship report. • All five senior sides in finals, 3 in grand finals, and our Senior men’s team breaking a 30-year drought to win the premiership! • Congratulations to Trent Fuller, Ben Long and the many coaches and volunteers that get over 900 players onto the field in the Red and Green. 				

		<ul style="list-style-type: none"> • A special shout out to Shell, Loz, Mahlee and Grace and the senior girl's group who always line up to volunteer or contribute to club promotions throughout the year. Thanks to Sheldon and team who put together fantastic presentation nights and promotions throughout the year. It all adds to the clubs positive momentum. • My focus in the coming months is to ensure the renovations to the buildings under our successful \$1.4m grant are completed in a professional and timely manner, however, there will be some inconveniences in the coming months. • Renovations include, roof replacement, kitchen gutted with new equipment installed, work on the bar, and internal walls and cold-room. Also, there is renovations to be done in the changerooms and we have had a new car park installed. I cannot give an accurate timeline on the completion of these works but its short term inconvenience for long term gain. • The manning of the canteen and operational model continues to be a challenge so please network the advertisement about a third-party opportunity to operate our brand-new facility. We a happy to receive any ideas on the canteen operation for 2025. <i>Q – What is the plan if there are no tenders for the kitchen space to ensure the 2024 income stream?</i> <i>A – The board is looking at several options and we have had a few enquiries we are following through with. We are also looking into a company that practices in management of sporting club canteens.</i> <i>Q – What are the lease opportunities upstairs?</i> <i>A – We are looking to reposition the space with a new agent. Possibility sits well with a medical specialist and we have options for multiple or a single tenant but we are looking for the right long term tenant with proposals due mid December.</i> • We are caretakers of our game, and custodians of this great club and people will always come and go, however, more hands make light work. If you see things that need doing, just let someone know and get it done! • The culture, enthusiasm and vibe at the club is at an all-time high and we will do whatever we can to protect our culture, brand and sense of fun around the club. • All in all, I am looking forward to 2025 with much enthusiasm and a real positive push forward for the club.
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4.	THAT ANY OTHER REPORTS BE ADOPTED	
	Vice President - Sponsorship	<ul style="list-style-type: none"> • The VP and Treasurer have been working tirelessly to confirm the 2024 sponsors for 2025 and have successfully signed all 2024 sponsor to the next season. • In 2025 there will be three Gold Sponsors, Hertz, Brighton Hotel and Electric Avenue. • There is now a sponsorship committee of 7 volunteers with a goal of \$100K in sponsorship for 2025. • No questions from the floor.

Football Director:

- As football director I'm proud of our club and what we've achieved this season, and the last 2 years that I've been football director.
- This year we had 903 registered players, with 42 teams from Auskick Play (under 7's) to our Masters.
- Our grass roots program was strong again this year with big numbers in the Auskick and Kinderkick space. This translated to an additional 2 teams in our Auskick Play program (formally Superstars) taking it to 8 teams and for the second year in a row holding an internal fixture in Sandgate on a Saturday morning. This competition is an introduction to football and being able to play it at home really builds a sense of community, fun and belonging. For many this along with the Auskick program is an introduction to AFL and the Hawks.
- We have gained an additional 6 teams in 2024 at our club compared to last year.
- Our female program continued to thrive in 2024, we pushed hard this time last year and were able to get 12 All Girls teams participating in 2024, an increase of 5 teams from last year.
- All 5 senior teams made finals this year, with 3 playing in a Grand Final which was a fantastic achievement. Our women went through the home & away season undefeated before falling short in the final match, and our senior men creating history winning our first senior flag in 30 years.
- The hard work in preparing for the 2025 season has already commenced and we are looking at another big year at the Hawks. We're always looking for good people who are wanting to get involved and help out.
- With regards to the direction for our seniors space, we've had discussions with AFL Queensland with regards to our Senior Women and the opportunity to continue to build our female program into the QAFL however it appears that they are less receptive in the short-term following Moreton Bay and Morningside's elevation to the QAFL next year with their focus being to elevate a Gold Coast team next. We will continue to work on, and develop our Women's and female program led by Senior Women's Coach Ben Long who's doing a terrific job. Our intention is to play at the highest level in Queensland within the next 2-3 years.
- Our senior men will be led by Trent Fuller again after his brilliant season. With regards to our seniors, we've had multiple conversations with AFL Queensland with regards to the opportunity to play in Division 1 over the past few months and review our timing of this. For us it was important that we took our time in making any decisions with regards to our future to ensure we take a measured approach for the future sustainability and success of our senior men's program and our youth boys pathway. This included reviewing our playing list, having team player meetings and individual conversations which Trent was able to have with all players, the review of our financial position and ensuring that we meet all of AFLQ's pillars and that this aligned with our club's strategic plan.
- After a careful review of our playing list with 90%-95% of players expected to return, along with prospective recruits, and ensuring that we are delivering a pathway for our Under 15's and Under 17's youth (so we don't lose them to neighbouring QAFL clubs), and finally with the boards support, we have come to the position of wanting to an committing to move up to Division 1 where we believe we will be highly competitive and return our club to the level we belong at. Further to this I'm really pleased to be able to advise you all that as of Friday 15/11 we have been granted a licence to participate in Division 1 for the 2025 season.
- No questions from the floor.

Treasurers Update

The financial accounts for the Hawks Sporting Club Inc for the period ending 30th June 2024 have been audited by SRJ Walker Wayland in accordance with the Australian Accounting Standards and are accompanied by an Independent Auditor's Report. The auditor has again qualified the accounts on the basis that they were unable to verify the balance of Property Plant & Equipment following the 2022 floods without an independent valuation. This is the main asset for the club representing 97% of accumulated members funds or equity on the balance sheet.

An independent valuation of the Property Plant & Equipment will be considered once the current works to the club buildings are completed. The financial accounts have been signed by President Des Warnock and Jonathon Dufourq Interim Treasurer.

Highlights from the 2024 financial year –

Profit & Loss

- Revenue – increased 3.90% from \$590,565 to \$613,382.
 - Player registration income and grant income were the primary drivers for this increase with growth of around 18% or \$46,473.
 - Whilst revenue from beverages and food was down around 22% or \$28,956.
- Total Operating Expenses – increased 5% from \$457,021 in 2023 to \$481,149 in 2024.
 - This change is largely attributed to increased football ground maintenance costs which grew by 48% from \$147,479 in 2023 to \$217,896 in 2024. Around \$203k or 93% of this cost in 2024 however relates to grant acquittals.
- Total Expenditure – increased 1.60% from \$631,288 to \$641,417 between 2023 to 2024.
 - This is well below the inflation rate and a great result for the club.

Balance Sheet

- Cash at bank – increased from \$111,574 in 2023 to \$148,844 in 2024 from grant funds and is a function of timing for spending the money received. Cash balances are much lower today with around \$25k for the lighting grant held in an investment account until ready to be spent.
- Member Loans – balance as of 30th June was \$33,504 which covers the total current and non-current portions of this liability. We continue to meet this monthly commitment, and the club is on track to payout this loan by October 2025 which will free up over \$24k p.a. in our cash flows once cleared
- The club continues to maintain a \$10k credit card facility which is cleared monthly without interest being incurred and a \$50k undrawn overdraft which incurs minimal costs to have this liquidity facility in place.

Closing comments

- Previous board members should be commended for putting the club in a sound financial position. The accounting systems including the use of external bookkeepers for tax lodgements is working well. There remain opportunities to simplify the chart of accounts so that accounting entries are coded consistently year on year. This is a focus for the offseason.
- Some fantastic opportunities also exist to further strengthen our financial position and grow our club by generating reoccurring revenue. For e.g. there is work underway to -
 - obtain proposals from specialist medical leasing agents to reposition the marketing of the space upstairs to medical operators,
 - obtain quotes for a grant application to install a digital display board for the club and to promote current and new sponsors, and
 - considering options for reletting the café/canteen space downstairs once the renovation works are complete.

		<p>Q – Has the auditor signed the financial report? A – It will be signed by them following this AGM. Q – How much did the can collection process make for the club? A - \$2000</p>			
Moved by:	Des Warnock	Seconded by:	All present. No objections from the group regarding audited financials for 202	Result:	Motion Carried

5.	PROPOSED SPECIAL RESOLUTION				
	<p>BOARD MEMBER NOMINATIONS: President – Nominations from Floor as no other prior nominations Treasurer – Nomination from Jonathan Dufourq Football Director - Nominations from Floor as no other prior nominations Secretary – Nominations from Floor as no other prior nominations General Board Member – Nominations from Floor as no other prior nominations</p>				
	Discussion:	<p>President – No nominations from the floor. Des Warnock nominated as President by Merv Widt and accepted by Des Warnock. Motion: That nomination of Des Warnock be accepted as President of the Sandgate AFC Moved: Melanie Fuller Seconded: All present are in favour of nominating Des as President Motion Carried.</p> <p>Treasurer – Nomination from Jonathan Dufourq Motion: That nomination of Jonathan Dufourq be accepted as Treasurer of the Sandgate AFC Moved: Melanie Fuller Seconded: All present are in favour of nominating Jonathan as Treasurer. Motion Carried.</p> <p>Football Director – No nominations from the floor. George Massa nominated as Football Director by Merv Widt and accepted by George Massa. Motion: That nomination of George Massa be accepted as Football Director of the Sandgate AFC Moved: Melanie Fuller Seconded: All present are in favour of nominating George as Football Director. Motion Carried.</p> <p>Secretary – No nominations from the floor. Nathan Wilson nominated as Secretary by Aaron Richards but declined by Nathan Wilson. No further nominations from the floor. The position of Secretary will be advertised.</p>			
6.	Life Membership Nominations				
	Nominations	<p>1. Trevor Wright for his involvement at the Hawks in many roles, beginning as a player in 1966. Nominated by John Stackpoole and Seconded by Merv Widt. Nomination read by Merv Widt.</p>			

		<p>Motion: That nomination of Trevor Wright as Life Member to the Sandgate Hawks be accepted. Moved: Des Warnock Seconded: Nathan Wilson and all present are in favour of motion. Motion Carried. Trevor accepted the life membership in person.</p> <p>2. Warwick Heathcote for his involvement at the Hawks in many roles, beginning in 1970 after transferring from Tasmania. Nominated by Dennis Paine and Seconded by John Stackpoole. Nomination read by Dennis Paine. Motion: That nomination of Warwick Heathcoat as Life Member to the Sandgate Hawks be accepted. Moved: Des Warnock Seconded: Nathan Wilson and all present are in favour of motion. Motion Carried. Warwick could not be present but the award was received on his behalf by Dennis Paine.</p>			
Moved by:	Des Warnock	Seconded by:	Nathan Wilson	Result:	Carried

7.	APPOINTMENT OF AUDITOR FOR THE PRESENT FINANCIAL YEAR				
	Motion: SRJ Walker Wayland be appointed as the association's auditor for the 24/25 financial year.				
Moved by:	Des Warnock	Seconded by:	Jonathan Dufourq	Result:	Carried

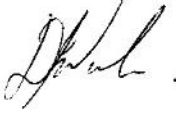
8.	General Business:				
	Discussion		<p>Oval Update:</p> <ul style="list-style-type: none"> • Shelly Oval is being top dressed. This will ensure a level playing surface for 2025. • The goal is for three lit fields. • Lighting design has been completed with a grant. Once all designs are approved the process will commence applying for grants. It is anticipated it will be a minimum 2yrs until all fields are lit. <p>Questions from the floor:</p> <p>Q – Are registration fees changing for 2025? A – The board is reviewing registration fees at other clubs, not only AFL clubs and will decide on fees asap.</p> <p>Q – When will registration be opened because it was opened by AFLQ in October? A – As soon as the fees are agreed we will open it and are conscious we need to move quickly.</p> <p>Q – What is the plan for first aiders in 2025 and can we outsource? A – This will be reviewed for the season ahead. Jeanie Boyle and Ian Redden to liaise and review options for outsourcing in 2025.</p>		

9.	MEETING CLOSE				
Closed by:	Des Warnock	Time closed:	11:11am.		

CHAIR'S DECLARATION THAT MINUTES ARE A TRUE AND CORRECT RECORD OF THE PROCEEDINGS OF THE MEETING *(Following ratification at the next general or annual general meeting)*

Name (Chair): Des Warnock

Signature:
May be electronic



Date: 18/11/2024