

WINDSOR POLO CLUB INC.

Patron: Countess Mountbatten of Burma

Windsor Polo Club AGM 13th Dec 2020

Presidents Report

All members and supporters of Windsor Polo Club,

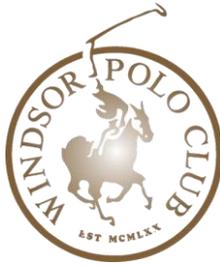
Well wasn't that a year... as a club we started the year off housing some of our equine neighbours in need as we watched our beloved region ravaged by unrelenting bushfires, then everyone banded together to evacuate and relocate horses as the fires turned to floods. Just as it looked like things were on the up and we were going to see some amazing polo played in the Basin and at your club in the Autumn season we got closed due to Covid... all before we'd even reached Easter!!! As challenging and concerning as this year has been it has also made me very proud to see how this community comes together in the tough times.

Obviously due to Covid we had to cancel the Polo International which was disappointing and a huge task to unwind. During the period of closure and shut down the financial health of the club was a major concern, unfortunately even when we're not using the club it requires constant maintenance and upkeep and the mowing of the fields can't just stop. Thankfully Chris was really accommodating and helpful in reducing costs as much as possible without letting everything turn wild!

After the lockdown and closure period we opened the club back up during the traditional Autumn/Winter off-season to allow everyone back out on their ponies and to chase that little white ball around. We also kicked off a new initiative this year, the Winter League which was a great success for members to get the opportunity to play with different pro's and team mates they may have not known let alone played with whilst others used the opportunity to make green and young horses ahead of the season... a lot of fun and learning was had by all.

It was such a relief to get the Spring season kicked off and played, even under some Covid-restrictions and close guidance from our trusty Covid Officer Mel. Mel did a great job in not only ensuring we all stuck to the rules but through this ensured we could continue to operate the club and tournaments without the concern of fines and further shutdowns. Huge thankyou to Mel for stepping into this role. I think this shows how the committee and management of the club can be supported and supplemented by members taking on small but crucial roles that sometimes the management committee simply don't have the capacity to undertake with all the other responsibilities.

The Spring Season also saw the introduction of a new Tournament Management team in Adam and Kim which was very successful not only in managing the huge workload of running regular tournaments and providing some relief to the Club Captain and other committee members but also in generating new sponsors in the form of the Royal Hotel and F45. Receiving and then returning the support of local businesses is great for the future of this club's position within this Hawkesbury community and I believe should be continued.



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Jess will go into more details on the finances etc. for the club but I think the fact that we finished this financial year in September having made a profit when we lost a whole season of income is a huge positive and testament to the hard work of the teams involved.

At the end of this year you will notice that the committee for 2021 will be changing quite a bit and so I have some big thank you's to people who will be stepping off and have given up endless hours of their own time, often sacrificing their own polo, family and social lives in the pursuit of running, maintaining and progressing this club for all our members benefit.

So thank you's ... a huge thankyou to everyone who has been involved this past 12 months, it has been a pleasure working with you all and your passion and commitment to this club is commendable. Good luck to Julie, Jess and Adam who will continue the committee next year.

For those stepping off...you all deserve the break!

Luke has now been Club Captain for the past 5 years which is a huge role, sometimes managing in excess of 12 tournaments a year on top of countless club chukkas all whilst also running Riverlands. Luke has been an integral part of this clubs committee and has always been on hand to give extra time, support, guidance and often a few beers when needed.

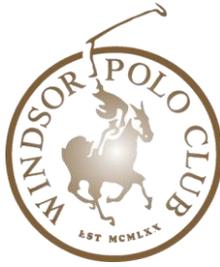
Billie has just ticked over 10years of involvement on the committee, some form of record I'm sure and was the driver in getting our social media platforms set up and going growing them year on year. Alongside this Billie has worked tirelessly, not only at club level but also with the associations to establish and improve the Women's Polo game and circuit which certainly seems to be a key part of the sport that's growing worldwide.

Mike B stepped down earlier in the year as Secretary and Legal Guru and was amazing during tournament season at wrangling all nominations and payments etc. in. There has also been a huge amount of work done behind the scenes that most of you would be unaware of regarding the company's compliance and regulatory obligations – we couldn't have waded through all that without Mike!

Kristian also stepped down earlier in the year and handed the Treasurer reins over to Jess who had been working very closely with him. Kristian is now managing the Killarney club and has been great at helping re-establish the working relationship between WPC and KPC.

I believe Jim, Earl, and Rob will likely be involved in the club to some extent moving forward. All have been key members of the committee during my time as President. Rob has been running point on the Polo International for the past 3 years which is an enormous and highly stressful task. Earl has supported the Club Captain and provided great advice, support and guidance to us all. Jim is always on hand to provide invaluable advice and guidance on how to make improvements and help problem solve.

Just because these guys are stepping out of official roles on the committee it doesn't mean that we won't be seeing them around, enjoying their polo and remaining key members of the club.



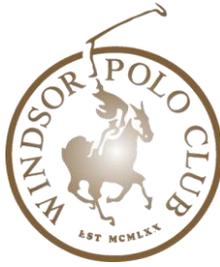
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This club truly lives up to its name "The Community Club" ... it's run by members of this big polo community for the enjoyment and benefit of all the community and it is done so with passion, dedication, a love for the club and the sport of polo.

Good luck to the committee of 2021, I hope you all enjoy your involvement, as much as possible and wish you every success. I look forward to seeing what 2021 brings us all!

Thanks
Rowena



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Treasurer Report for Windsor Polo Club Inc- Financial Year 19-20

I am pleased to present the Financial Report for the financial year 2019/2020.

The report shows special purpose financial statements as at 30th of September 2020 as it is required by the NSW Association Incorporation ACT 2009.

The Clubs financial year is from 1st of October to 30th of September.

Please note due to changes in the Treasurer, Bookkeeper and Accountant role as well as the conversion to the new accounting software (Xero), there are some discrepancies and inconsistencies in the accounts and allocations especially when comparing financial 2019 to 2020.

Notes:

- 1) Same account meanings:
 - Ground Rental – Riverlands & Yard Rental Riverlands
 - Safari Raffle Income & Test Match Raffle Income
 - Ambulance Fees - & Medical Expenses
 - Field Hire – Fields Ltd & Rent – Field & Grounds

- 2) Allocation variances:
 - Membership fees now precisely allocated & reconciled with membership spreadsheet, Poorly allocated before (casual chukka fees same)
 - Academy new option in portal; previously allocated in chukka memberships.
 - Repairs & Maintenance that are related to field and surrounds are now allocated in Field maintenance (a detailed report is kept separately on how much we spend on each field and surrounds)

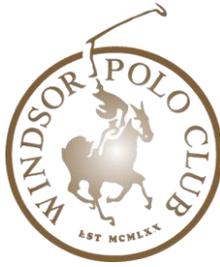
Comments, Explanations & Information:

Overall satisfying outcome considering the impact of Covid19 and not being able to have an autumn season this year – Net result of this Financial year is **a surplus of \$ 40,913**.

Please note part of this should have been in 2019 due to NSWPA invoices raised this financial year for 2019 field hire.

The Total Income and Total Expenditure show a big difference compared to last financial year due to Covid19 and not hosting the test match. The event resulted in a loss of about \$ 7K (raffle included).

This year's donation was made to MS Research Australia – Kiss Goodbye to MS. Membership fees are only slightly lower than last year (less than 10K) reason being the impact of Covid19.



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Income of tournament fees is lower for the same reason (about 30K lower than the year before).

Field maintenance lower than last year as less field preparations for tournaments had to be done and cost were tried to keep as low as possible.

The Clubs Receivables are mainly Life Memberships and some fines.

Other noticeable difference comparing the financial years:

- Miscellaneous income includes the grass roots sports grant.
- Gain on sale of a non-current asset was the sale of an old irrigator.
- Accounting and Bookkeeping expensive higher as usual as a clean-up of 3 financial years was done by Peter Vickers Accountants including an audit.
- Ambulance/Medical expenses higher due to an upgrade of cover.
- Bad debts, 2019 a provision was allocated and this year some of it was reversed as we do not have that many bad debts.
- Improvements expense: 2019 was the gate & 2020 the Audio system
- Office supplies just for information, it includes: the rent of PO Box, all toiletries, other smaller expenses as in hoses for the club house, BBQ, etc.
- Polo supplies now in tournament expenses.
- Cost of Sales: Opening and closing stock. A proper inventory was done this FY.

Other Notes not related directly to the report:

- A Profit & Loss spreadsheet was created that includes each tournament
- An activity-based costing (ABC) analysis was done, where revenue and cost were allocated to profit centres (Field 1, Field 2, Field 3/RPC, Club house, Life Membership and Test match)
- Fields cost spreadsheet was created to show which cost and how much is going to each field and general maintenance.

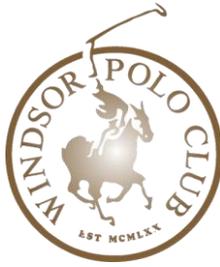
All above is to be continued and a helpful tool for more strategic decision making & general assistance in planning & running the club.

Financial Report for the year ended 30 September 2020 done by

- Peter Vickers Chartered Accountants -

Treasurer report for the year ended 30 September 2020

- Jessica Sprenger -



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2020 AGM – Club Captains Report

Well what a year,

The polo this year has been surprisingly good, competitive and we have still managed to have a great spring season. Out of everything bad comes a good thing and with COVID curbing our travel, it meant a lot more people stayed in Australia and played lots of polo.

Even with Riverlands being closed throughout the Autumn season and losing so much momentum with players, we still managed start a lot of new players and also academy members which has been a lot of hard work but also very rewarding.

After losing some of the NSW games due to the fields not being up to scratch, we still got the finals for the Hector King played at Windsor. We were very lucky that the rain stayed away this year so we didn't lose too much polo.

The introduction of a tournaments manager the season has been great to spread some of the workload and also the fields manager to help Chris.

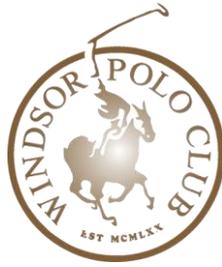
There was also lots of improvements with developing players, with many of Windsor's players seeing their handicap going up, it's always so good to see Improvement on the lower level players.

The junior polo school in the middle of July was a huge success with a lot of kids from polo families and also a whole new group of kids from other disciplines where they have come back again for little group lessons which is great.

So really under the circumstances it's been not a bad year with still plenty of members still joining up and I think it's a real credit to our President for getting Windsor through a really challenging year and coming out the other side still strong.

I've really enjoyed being the Club Captain at Windsor over the last four years but now feel it's time to focus on my business, my polo and my family and let someone else take the reins.

Thanks
Luke



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2020 AGM – Grounds Report

This year has tested us all January we were recovering from bushfires and the worst drought that we had seen in decades and our fields survived relatively unscathed but we were forced to actually run the irrigation along the western side of the number one field to water the plane trees back in January and February for fear of losing them.

AUTUMN 2020

In preparation for the Autumn season we spent \$8000 on patching pot holes on the driveway but this stop gap measure will not be repeated as it has not been a success. This will need significant capital input

Shortly after the Autumn season began we went into lock down with COVID. This meant our fields saw very little polo in the Autumn. The fields recovered quickly and went into winter with a beautiful cover of couch. We lifted the boards up and put them away which allowed us to cross mow and diagonal mow to create better growth direction but due to cashflow problems we were restricted in how much mowing and spraying could be done over winter as we were not sure if polo was even going to be played in the spring of 2020.

The knock on effect of this was that the fields have missed some Repair and Maintenance work when they really needed it.

WINTER 2020

Once COVID restrictions were eased the club decided to open the Number 3 field up early in July so that members could get outside and do some stick and balling and Riverlands Polo Club lessons could start back up again. This in itself then creates more wear and tear on the number three field and the turnout yards due to the wet winter that we experienced. I am budgeting for \$12,000 to be spent on the number 3 field now to help to revive and improve the number 3 field before March.

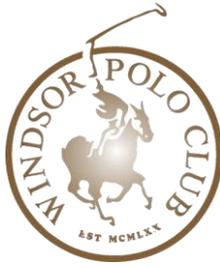
Another initiative that the club created was the low goal winter league which started in August. This was also designed to create more revenue for Windsor to make up for lost revenues in Autumn but to also provide much needed polo for the members who had been couped up over winter.

To protect the fields over winter from the wear and tear of a winter league we purposely kept the grass longer which worked well but caused minor issues in October.

SPRING 2020

The spring polo season came around and we started the season by hosting the Riverlands Tournament and then due to the wet weather and the safe playing surface we hosted the final day of the Arunga Tournament on the 19th of September where the surface played remarkably well.

October saw the Winten Cup played at Windsor over two weekends and even though the fields had seen rain in September the late September winds saw the playing surfaces dry off and deteriorate quickly. With the current irrigation system we were unable to keep the volume of water up to the fields that we would have liked which made the fields less than ideal.



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We now have 3 fields that require water but our current bore will only supply 5 hours of water before running out. It takes 5 x 9 hour runs of the irrigator to give all the fields one drink. When its dry and hot like it was in late sept Oct we really needed two irrigators going simultaneously for 9 hours at a time.

With the current infrastructure and water supply to water the three fields once takes lots of man hours\$\$ and generally doesn't get the job done properly
So you can see the complexities of needing a 9 hour supply of water for one run of a field but only having 5 hours worth of water makes it very problematic.
On top of this we had issues with the Irrigator breaking down which then sets us back half a day every time this happens.

The dry season and the lack of water and a fault with the mowing process did cause the surface to become slippery at one stage but then the rain came which meant the finals of the NSWPA JK Mackay tournament were played on the Sunday in the rain on the number 1 but all other games for the Windsor Annual Tournament were cancelled and refunded.

The following weekend 3rd November saw the NSWPA Hector King Cup Played at Windsor alongside the Killarney Tournament. The fields were just hanging in there after a long season of extremes but they made it through with Ellerston Winning the final and the round robin for the subsidiary final being called off.

To finish off the year we ran the Hawkesbury Cup on the 8th of November which saw the sun come out and the fields played well again due to favourable weather conditions.

A great initiative that has been very successful was the running of the NSW Riding Pony Show at Windsor Polo Grounds. This was run on the weekend of the 15th of November after the season ended and was a great revenue raiser with very little impact on the field at all.

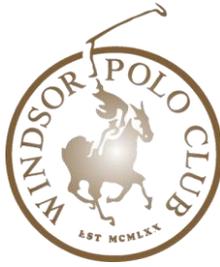
This year has tested the fields and we have learnt a few things but the biggest issue we have going forward is the access to plenty of water and a reliable irrigator.

I have prepared a budget to February so that the Treasurer can advise on cashflow but our short term requirements are....

1.	Spray Beetles x 3 fields	\$3883
2.	Spray Weeds/ Kikuyu grass x 3 fields	\$6483
3.	Fix irrigator hose	\$850
4.	Sand 100 Tones #3 Field only	\$6935
5.	Mowing field #1 and #2 fields 3 twice a week and #3 3 times a fortnight	\$20500
6.	Mowing and wippersnip surrounds	\$7930
7.	<u>TOTAL</u>	<u>\$46,581</u>

Capex Wish list

1.	New Bore with higher flow capacity	\$25,000
2.	New irrigator	\$35,000
3.	Replace dead or sick trees on the mound at centre	\$1000



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Proposals for 2021

The best time to play polo on the fields at Windsor is in November and early December. The fields get storms and warm weather so the monetary inputs for the fields are minimal. The fields need to be mowed regularly anyway due to the phenomenal growth at this time of year and it seems a shame the members don't utilise them at this time.

I propose a 4 week Twilight Summer Series of 0 goal and or 2 goal polo played on Thursday and Saturday evenings at 5.30 or 6pm with beers afterwards up to 10th or 12th of December 2021.
(Maybe make it two horse??)

I also propose we run a breeders show once a year to showcase the polo pony as a breed and also to highlight the retraining of racehorses off the track.

The fields will have very little impact the breed as a whole will benefit, the polo community will find it highly entertaining and the club will benefit from the revenue.

Thanks
Adam Buchert