



Mackie Cricket Club  
Est 1954

# Annual Report 2018 / 2019



# Mackie Cricket Club Incorporated

## Annual Report

### Season 2018 / 19

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## Presidents Report

It is with great pleasure that I present to you the Presidents report for the year ending 2018/19.

The Mackie Cricket Club has undergone some big changes again over the last 12 months in order to work towards our goal of moving the club in a direction that allows us to be a club to be run as a business because at the end of the day that is what the club is, it is a not for profit business that is run for the benefit of the members. This year we have made a loss of \$2,725 however as per Treasurers comments below this is understated by the fact that we have received donations of \$2,250 to go towards the additional Electrical costs of \$6,000 for the scoreboard which will not be spent until sometime in June. The actual loss is therefore \$4,975. This is starting to get concerning that our incomes are dropping whilst our expenses are going up. We need to focus next year on a lot more revenue earning opportunities to help bolster the clubs finances. The committee as it stands is fairly stretched and needs more volunteers doing more little jobs to help out. Every little bit will help.

Many hands make light work!

A special thanks here goes to Graham Ellis and John Park who have kept a watchful eye on all finances ensuring at every turn we are on track to make the club financially strong and are in line with budget as you will see in their report. However we do need to address all expenses to be run through the treasurers to ensure there is the budget available for the proposed expenses as well as a revenue stream to match to make up for the expenses.

Our club is built on volunteers giving up their free time within the time constraints that we all have in our busy lives. I am proud of the job we as a committee this year were able to achieve we were able to band together and help each other out when we needed for the greater good of the club. Each committee member at times has been able to step up when needed and take charge to ensure all of our efforts are successful I can't be more thankful this has led to a fantastic group effort and in turn a positive result for the year.

Special thank must go to my committee, Graham Eliis, John Park, John Tantram, Darren Fennel, Kathy Fennel, Ian Isaacs and Stuart Drury. As the conversation continues on tonight I want to impress upon you that we have a great window of opportunity to become a powerhouse club of the SECA. Lets all band together to make this a reality. In order to do that all we need is a few extra helping hands to help do the day to day duties that keep the club open and allow the committee to focus on the running of the club. The important message here is it cant be left up to just a few familiar faces we need buy in from all club members.

My Aim as President is to set the foundational structures for anyone to be able to come on to the committee and clearly now what they are doing, how what they are doing it and that all of our combined efforts are working towards the long term goals of the club.

I hope our new committee can continue on the great work from this year and continue to build on the foundation we have begun and make next year even more successful than the last.

Below are my comments around each of the major areas of the club that I would like to address in an open forum and seek feedback. All of which are positive signs that the club is going in the right direction.



## On Field

### Coach

- Special Thanks: A special thanks to Waqas and Nick for their efforts in coaching our group of players and to the specialist coaching brought in over the year.
- Things to Note: Our training and player development has stagnated over the last couple of years so we have decided this is something we needed to address for the upcoming year. We had an additional training net installed.
- Things to address: As we have previously all discussed we need more formal training that will push our playing group and continue to improve our on field performances. We hope through the introduction of Leroy he can bring a fresh pair of eyes and new found energy to take our group to the next level. Leroy has been a professional coach for many years and has been tried and tested within our league so we hope with his experience he is able to put in the right structures in place to take us where we need to go as a club.

### Captains

- Special Thanks: Nick Suppree, James Blenkinsop (supported by Chris Campbell, Adam Varmalis, Steve Neo, Sam Dimopolous, Arthur Karvelis.
- Things to Note: This was a thankless task this year with a lot of unavailability's and the guys did a fantastic job to get through the year.
- Things to address: We need to give more support to our captains around selection and availability so that they are not scrambling Thursday night to fill teams.

### Players Committee

- Special Thanks: Dale Park, John Tantram, Steve Neo
- Things to Note: This was the second year of a new initiative that needs to be built on for the years to come. We had a new Turf team established as well as an over 50's teams.
- Things to address: Early days so all feedback is welcome as to what we do with a players committee. We need a lot more player engagement.

### Player/Internal Coaching/External Coaching Payments

- Special Thanks: To our paid players for giving back to the club Waxy and Roshy. Waqas as our coach as well as Nick for all the coaching duties he has performed throughout the year at training.
- Things to Note: Our player/coaching payments have continued to increase and this is an area that the club needs to make long term plans as to how we will address the increasing need and demands in this area. To stay relevant and compete at the highest level all clubs are being forced down a path to spend money on players. We need to ensure we have an agreed budget and stick to it but leave enough room that if opportunities arise we can act on them.
- Things to address: We need to get more out of our paid players and coaching and have an overall buy in amongst the entire club as we have a very good opportunity for a lot of success with the young group as we have an average player age of approximately under 24 which is really exciting as it means we have a big window of opportunity and need to capitalise on this. We have asked our paid players this year to give more back to the club and perform coaching roles. We have decided the club can not financially keep supporting overseas players in the same fashion as we have so will be cutting back in this area



progressively trying to move to a position where we don't need overseas players over the coming years and rather have a local player focus. This year I firmly believe we need to continue with overseas options until we have a local players contingent in place.

### **Subscriptions**

- Special Thanks: Thank you to Adam Varmalis, Greg Prigg and Graham Ellis for chasing all money for player membership fees.
- Things to Note: We have had a slight increase in subs 1.7% increase in subs collected this is although we had more players this year across teams we had less playing the entire season.
- Things to address: Policies for direct debit of player payments need to be put in place with strict rules about not playing if a player is not financial this is a problem every year that requires a lot of hard work in the background by a few individuals to chase money which is a task that just simply should not exist. We need to execute this year.

### **Juniors**

- Special Thanks: Stuart Drury, Ryan Fishlock, all junior coaches
- Things to Note: The juniors this year has been revamped and had massive increase in participation and support. The job the Junior committee has done with Stu in charge has been truly tremendous and has created great foundations for years to come. Stu has been able to build a core support network of parents around him to help drive the juniors in the right direction.
- Things to address: We need to integrate the junior and senior playing groups. We need to give as much support as possible to the junior committee to help continue building on the foundations that have been laid this year. We need more junior teams. We need to create a pathway for juniors into senior cricket. We need to address the issue of juniors wanting to move to turf clubs and have a plan to facilitate this. Stu has decided to step down and will be handing over the reins to Ryan. We wish Ryan all the best in the new role and will support him every step of the way.

### **Off Field Canteen/Bar:**

- Special Thanks: Thank you to all that have spent time behind the canteen throughout the year with a special thanks to John Park who has been a stalwart of the canteen and ensuring it is running as smooth as possible.
- Things to Note: Our canteen and bar takings have decreased over the last year by 21%. This can be attributed to a few factors we have had less supporters around the ground on game day and post match. This has been a significant trend going down as people have not been coming back and spending time at the club post matches.
- Things to address: We need to get a new Point of Sale system with inbuilt tracking and eftpos facilities. We have purchased the equipment we now just need to implement. We need more volunteers. We need better kitchen facilities. Stock Control. We need more people supporting and staying post match

### **Social Functions**

- Special Thanks: All of the committee for being involved heavily in running the social functions. A Special thanks goes to Tim Fitz who has led the social committee this year and done a fantastic job with our functions.

Bentleigh RSL 538 Centre Rd, Bentleigh VIC 3204 Wednesday 12<sup>th</sup> of June 2019, commencing at 7.30pm



- Things to Note: We have seen a 3% decrease in social functions revenue whilst the costs we were able to significantly reduce this year by 31%.
- Things to address: Need to create a social committee who's focus is on running great family events, increase attendance and build club culture. Increase attendance by both senior and junior members. Run more joint functions between the senior group and junior group to facilitate unity as one club. Have the social committee run the events so the senior members of the committee don't have to do all of the heavy lifting.

#### **Sponsorship/Club 54**

- Special Thanks: JT for promoting the Coterie club and Club54. Special thanks to all of our major sponsors. Our sponsors are our lifeblood.
- Things to Note: Sponsorship has increased by 7%. Sponsorship is an area that needs a lot of work as this will be the lifeblood of our club as the money collected here will be reinvested for the betterment of improving our great club.
- Things to address: We did not have a sponsorship committee this year this needs to be a focal point. We need to give back to our sponsors and build an offer whereby they receive tremendous value for sponsoring our club. We need to break this down into packages that have a clear defined benefit of what they get and deliver on it. We need more people to help obtain sponsors as this should be a major area of increase in revenues.

#### **Raffles**

- Special Thanks: Harris Butchers for continually sponsoring meat trays weekly and Adam Varmalis for the fantastic job he does in selling raffle tickets each week to raise necessary funds.
- Things to Note: We have seen an decrease in raffle sales of 5% in the last year.
- Things to address: We need to support Harris butchers a lot more for their continued support and promote them a lot more. We should introduce further raffles during the week to raise additional funds.

#### **Grants**

- Special thanks to our local government ministers for being able to raise funds for Mackie throughout the year for our new scoreboard.

#### **Major Goals for upcoming year**

- Create an attractive club environment
- Financial stability
- Improve junior program
- Recruitment through the grades
- Premiership success

Kind Regards,

Mikel Guyetsky

President

Mackie Cricket Club

Bentleigh RSL 538 Centre Rd, Bentleigh VIC 3204 Wednesday 12<sup>th</sup> of June 2019, commencing at 7.30pm



## Junior President Report

Junior Committee:

President: Stuart Drury

Vice President: Ryan Fishlock

Committee: Chris Watts, Marcus Middleton, Scott Simpson, Sasha Kolender,

2018-19 was a successful year for our juniors, we fielded an U12B team and U12C team, which both made finals, U12 Rookies team that went through the season undefeated, four Master Blaster teams, and a fantastic season for the Junior Blasters with ever growing numbers. We held a Christmas party and end of season presentation afternoon for all the juniors with around 150 parents, siblings, and players attending. Our junior ranks are growing and this is due to the amazing recruitment work constantly being carried out by key members of the junior committee.

Next season will see our presence in SECA and ISEC growing, we are planning our first girls team, improved coaching opportunities for the kids, and to continually work on improving the Mackie brand through positive events and recruitment.

I will not be continuing as president next season, but will continue to sit on the committee. I would like to nominate Ryan Fishlock for the position

Kind Regards

Stuart



## Secretaries Report

Hi all welcome to the Mackie cc AGM for 2019.

After 15 years plus on the committee in a row, I am officially stepping down from any committee role for the upcoming 2019/2020 season, so I will not be putting my hand up again to be secretary. Whilst I have enjoyed being on the committee, I think the time is right to have a rest and let someone younger assist with the running of our great club.

It doesn't mean that I'm disappearing. I'm hoping I can now just concentrate on my cricket, as I'm not ready to retire yet.

It was an absolute honour being made a life member of our great club at our recent presentation night. It is certainly something I will treasure for the rest of my life. I would like to thank the committee for awarding this to me, as well as Mikel for also awarding me the president's award. It means allot.

Having said that, I enjoyed my year as secretary and I thought that the club over all had a pretty good season. I wish to thank Ian Isaacs for making my role much easier by attending SECA, council meetings etc.

From a senior cricket point of view, it was great to see the leadership shown by Nick Suppree as our 1sts captain on the field in game situation and on the training track. It was very impressive for a guy that is still very early into his senior cricket career. Nick also led with the bat and the gloves, doing very well in the Knights awards with a few "best on ground" performances.

With the Longmuir team, hopefully the new 14 game season format will help them, as it would be nice to see them back to where they belong, i.e. playing in finals. If a few results had gone our way, during the season, who knows what the outcome would have been if they made finals.

Anyway I'm sure next season they will do much better. Hopefully will we see the 2nds, 3rds and 4ths return to their winning ways. With teams playing in lower grades, I'm sure will be more competitive.

I also hope that we can once again field a 5ths team, but this depends on available juniors, fathers and hopefully we have returning players.

I think the appointment of Leroy (Stacey), as our new coach is a positive one, and I'm sure the club will be more competitive with his guiding influence.

I would like to congratulate all captains, being Nick Suppree, Jimmy Blenkinsop (with the help of Chris Campbell), Adam Varmalis (Ad's) and Steve Neo. I know that being a captain is a thankless task, so well done guys.

I would also like to thank Ad's for being my captain in the 3rds this year and letting me be the team's wicket keeper. I really enjoyed the season.

Also congratulations to Jimmy Blenkinsop and the under 17 boys, they also had a complete season winning the under 17's grand final and going "back to back"

I would also like to thank and congratulate Arthur Karvelis and the vet's guys. They have been a fantastic addition to the club in terms of the playing side, but to what they also contribute off the field with sub's, attending functions, money spent over the bar etc. I look forward to playing as many games as possible with them next year, and hopefully we can have some on field success!!

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Also well done to Sam Dimopoulos and the turf team. I think it was great that it gave our players another avenue to enjoy a game of cricket. It was great to see Baden and Dale Park playing together and having some fun. The team was very competitive and was unlucky not to go all the way and bring home a flag!

From a social point of view, I really enjoyed our functions this year, with the sportsman's night organised by JT a real highlight. Tim Fitzsimons did very well in his role as our social co-ordinator. I think he did a very good job as MC at our presentation night.

Congratulations, also to Tim, Skip, Jumbo, Mikel, Greg E and Steve Neo for a fantastic and enjoyable \$1000.00 draw. It was a great day.

From our sponsorship point of view, I would like to thank all our generous sponsors for their support throughout the season. I would also especially like to thank Rohan from Harris butchers for his donation of a meat tray every week, even for the presentation night, I offered to pay him for a meat tray for the night, but he refused to take any money. These are the sought of sponsors we need! Fantastic.

I also enjoyed organising the Bunning's BBQ's again and would like to thank my wife Kathie and all my army of volunteers for their support for the 2 BBQ's we had. Hopefully we have plenty of volunteers for the BBQ's in the upcoming season.

From a committee point of view, I would like to thank Mikel, Jumbo, Skip Jt, Ian and Stu for all their support during the season, everyone has a role to play and it is a thankless job. I would especially like to thank Jumbo for what he does in setting up the clubrooms each Saturday morning and for what he and Skip did on training nights running the bar and making sure the players had food to eat after training.

Another thankyou goes to Patty Niblett for his support around the club, especially in helping Jumbo in the canteen and helping pack up on numerous occasions. We need more young people like Patty to assist!!

Lastly, I would like to thank our junior president Stu Drury and all the juniors for their support in assisting when I was looking for volunteers throughout the season. His support is much appreciated. I really appreciated his support with son Oli, and what they did in helping us clean up the club rooms at the end of the season. Very much appreciated.

Whilst Stu will be stepping down from his role in the upcoming season, he has nominated a fantastic replacement in Ryan Fishlock. I was again, so impressed in what Ryan and his son did in helping us clean up the club rooms at the end of the season. These are the sought of volunteers that we need to make our great club thrive and go forward.

Lastly I would like to thank my wife Kathie for all her support, love and help whilst I have been on the committee. She is my ROCK!

Any way until next season, it's GO MACHINE.

Cheers

Darren Fennell

Mackie cc

Secretary

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## Treasurers Report

This season our operating loss is \$2,725 but this is understated by the fact that we have received donations of \$2,250 to go towards the additional Electrical costs of \$6,000 for the scoreboard which will not be spent until sometime in June. The actual loss is therefore \$4,975.

Quite surprisingly the profit from functions and specific income streams is exactly the same as last year. The key areas are:

- \$1,000 draw. This was a huge success and enjoyed by everyone. Our profit of \$5,085 is the best result we have had from this annual function. A big thanks to Tim Fitzsimons and his helpers for their fantastic efforts.
- Sponsorship had a good increase mainly due to the efforts of John Tantram who attracted Astoria Honda Brighton to sponsor the club and the Bendigo Bank who contributed \$3,000. In addition to the \$3,000 we have benefited financially by another \$800 due to lower bank charges and higher interest received from the Bendigo Bank. I do encourage everyone to use the Bendigo bank's services as Mackie will also benefit from you using those services.
- Bunnings BBQ's resulted in an income of \$2,575 which is a great reward for the efforts of those who assisted. Thanks again to Darren Fennell and his helpers for making this possible.
- Raffles bought us a profit of \$2,112 from our weekly meat tray raffles and probably around another \$600 for meat trays donated for use at various functions. Special thanks to Harris butchers for donating the lovely meat trays and Adam Varmalis our Raffle selling expert.
- In addition to being a fun night, our Presentation night resulted in a profit of \$1,716 mainly due to the donation of several goods for the auction and raffle. Thanks again to Tim Fitzsimons for organizing the function and Ads for selling heaps of raffle tickets on the night

On the other side of the coin profit from the bar is down \$3,300 from last season due to purchases for the canteen being 22% lower than last season. This reflects the problem where insufficient numbers return to the clubrooms on a Saturday night.

Areas of expenditure which have contributed to the loss are:

- Purchases of uniforms being \$2,940 above receipts for uniforms
- The Sandringham turf team has cost us a net \$1,300
- Clubrooms cleaning \$1,575
- Coach and player payments \$1,800 above budget
- Afternoon teas increased by \$1,000 from last season
- No grants being received this season.

It concerns me greatly that there appears to be a lack of concern across the club about expenditures needing to be offset by incomes. Our fixed operating costs excluding player and coach payments are around \$32,500. I have no problems with the introduction of initiatives, new projects etc but more consideration must be given as to how those initiatives, new projects and player/coach payments will be funded.

As this is the second year in a row where we have recorded a loss we need to be more proactive to ensure our bank account is not further eroded. Key considerations must be:

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- Appoint someone to actively chase sponsors as there is no guarantee we will keep our existing sponsors indefinitely. Members should use our sponsors at every opportunity.
- Appoint someone to actively chase grants for both Seniors and Juniors.
- Somehow come up with a solution to encourage more people to return to the club on a Saturday night
- The area where I am most concerned is the player/coach payments. As indicated above we were over budget this season and unless the club is more realistic and careful we will again overcommit to these payments leading to further losses.

Thanking you

John Park and Graham Ellis

Joint Treasurers

Mackie Cricket Club



## Financials

**MACKIE CRICKET CLUB INC**  
**Statement of cash receipts and cash payments**  
**for the season of 2018 / 2019**

	<u>2018 / 2019</u>	<u>2017 /2018</u>
		\$
<b><u>Balance at beginning of season</u></b>	<b><u>24101.61</u></b>	<b><u>25,059.64</u></b>
<b><u>Cash receipts for the Year</u></b>		
Bar Takings (Incl Food)	28,971.52	36,630.90
Subscriptions Senior/Junior	16,925.98	16,641.90
Sandringham Turf Fees	500.00	
Sponsorship	12,141.94	11,332.40
Donations for scoreboard	2,250.00	
Donations		780.00
Club 54	1,118.85	750.00
Apparel kit	1,150.77	2,107.00
Interest	456.34	62.82
Grant		1,000.00
	<hr/> <b>63,515.40</b>	<hr/> <b>69,305.02</b>
<b><u>Cash receipts from Functions</u></b>		
\$1000 Draw	8,385.90	6,273.90
Presentation night	3,153.35	2,714.30
Cup Eve	2,412.00	3,732.50
Golf Day		
Bunnings BBQ	3,950.60	3,750.75
Wine Raffle		
Shuffle night		
Sportsmans night	1,982.16	4,063.00
Trivia night		
Junior raffle		
Raffles	2,112.05	2,228.95
	<hr/> <b>21,996.06</b>	<hr/> <b>22,763.40</b>
<b><u>Total Cash Receipts</u></b>	<b><u>85,511.46</u></b>	<b><u>92,068.42</u></b>
<b><u>Less Cash Payments For The Year</u></b>		
Liquor	11,692.04	14,611.86
Canteen food + Drinks	4,027.99	5,519.40
City of Glen Eira Council	4,827.92	5,021.25
Umpires Fees	4,085.00	4,145.00
Afternoon teas/BBQ/Celebrations	2,542.74	1,511.87
Trophies	2,173.05	1,589.15
SECA/Southern Districts	1,865.00	1,841.00
Womens Cricket fees	200.00	

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Veterans Cricket Fees	250.00	
Sandringham Turf Fees	1,800.00	
Apparel Kits	4,100.70	4,860.85
Indoor training	60.00	1,000.00
Juniors	1,532.55	1,872.35
Freebies / Damages	1,565.90	1,539.40
Liquor License / Business Affairs	275.51	381.20
Computer expenses	724.58	1,945.30
Bank fees	559.34	961.51
Administration Misc.	578.50	218.27
Sponsor Signs and Glasses	50.00	360.00
Insurance	515.00	515.00
Coach / Player Payments	26,798.32	23,402.29
	<u>70,224.14</u>	<u>71,295.70</u>

#### **Room Ground Improvements**

Cleaning	1,575.00	
Club room + Ground Improvements + Kitchen goods	3,282.25	3,443.73
	<u>4,857.25</u>	<u>3,443.73</u>

#### **Equipment**

Equipment Cricket balls/other	4,634.00	6,000.73
	<u>4,634.00</u>	<u>6,000.73</u>

#### **Payments for Social Functions**

\$1000 draw	3,300.69	2,780.35
Presentation night	1,437.00	1,196.00
Cup Eve	1,608.00	2,758.78
Christmas Party		
Bunnings BBQ	1,376.00	1,742.52
Sportsman's night	800.00	3,808.64
Trivia night		
	<u>8,521.69</u>	<u>12,286.29</u>

#### **Total Cash Payments**

**88,237.08**      **93,026.45**

#### **Loss**

**-2,725.62**      **-958.03**

#### **Closing Balance**

**21,375.99**      **24,101.61**

#### **Details of Closing Balances**

Bendigo Bank cheque a/c	14,133.95	6,273.22
Bendigo Bank savings a/c (excl net \$30,614.30 scoreboard)	7,242.04	
ANZ savings		9,992.11
ANZ cheque a/c		7,836.28
	<u>21,375.99</u>	<u>24,101.61</u>



## Business Plan

- Club goals
- Club projects
- Membership Participation
- Organisational Structure Senior Committee/ Junior Committee
- Senior Teams
- Junior Teams
- Coaching
- Equipment
- Facilities
- Life Members
- Other Local Community