



Dear Members,

Over the past few weeks many members have asked me about the proposed partnership/amalgamation with the Mounties Group and where I stand with this. I fully support the move and see this as a means of ensuring the future of Breakers for its members not only in the short term but for many years to come.

A few comments about my membership and involvement are appropriate in understanding why I believe this to be a way of ensuring our future.

I have been a member since 1997.

I am a member of the Golf Club – Served on the Golf Committee for 13 years with 3 years as Secretary and 5 years as President. Have devoted many hundreds of hours to volunteer work on the golf course assisting with the upgrades and improvements that make our course what it is today.

I became a Board Member in 2014 and accepted the position of President which I have held for the past 2 years. As a Board Member I have become a member of the Club Directors Institute (CDI) and completed all mandatory training that is required of a Club Director. I attend seminars conducted by the CDI and keep abreast of the changes and challenges that face all clubs by reading the Daily Media Releases and Club Publications. This knowledge has proven extremely useful in assisting me to understand the wide variety of issues and challenges that clubs face. Presenters have stressed over the past 5 years the need for clubs to assess their position and to seek solutions before they are forced to.

To highlight this at a recent seminar an address by the Russell Corporate Advisory group presented the following facts:

1993 – 1700+ clubs existed in NSW

2021 – there are now 1100 clubs. It is anticipated that this number may further fall over coming years to about 900.

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It was emphasised that clubs need to ensure their survival by being proactive in their planning and that one of the biggest threats was coming from hotels. (2017 – 30% of Poker Machine market was in hotels but by 2020 this had risen to 42%) The message is that for clubs to survive they need to diversify.

Over the past few months, I have become aware of at least 10 clubs within a short distance from here that have sought amalgamation partners. A media report from May 2021 indicated that 249 clubs have closed since the 1980's and 154 clubs have amalgamated and survived.

Some examples of successful amalgamations:

Club Thirroul and Ryde-Eastwood Leagues Club – “best outcome for the club. Secured the future of the club and its sporting teams.”

Fingal Bay Sports Club and Ramsgate RSL – “Members benefitted from a modern/refurbished club. Club also benefitted from economies of scale and the expertise of trained personnel from a larger club.”

Ingleburn RSL and Ingleburn Bowling Club – “amalgamation is not a dirty word and can and should deliver a benefit to the community. Act early. The sooner the better. It is a win/win situation.”

Moving towards a partnership/amalgamation with the Mounties Group I believe is the right step for Breakers to take. In arriving at this decision your Board has sought advice from RT Hospitality and the Russell Corporate Group, and as has been mentioned in previous meetings a number of options were investigated before the decision to begin formal discussions with Mounties and prepare a MOU which you all have access to.

I urge you all to read this document and to read all other information that will be provided over the coming weeks. Attend information sessions that have been scheduled and ask questions if you have concerns. Consider all the benefits that such a move will bring such as improved facilities and enhanced benefits (these have been outlined to you at our information sessions and in documents sent to members). Being well informed will then allow you to make the correct decision about our future and ensure that we have a club that not only meets the needs of

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all its members and the organisations in the local community that we now support at this time but will do so for many years to come.

Remember, Breakers has just celebrated our 50-year anniversary – we must now ensure we are able to meet member needs and those of our community for another 50 years.

A handwritten signature in black ink, appearing to read "Lance Harrigan".

Lance Harrigan  
President

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