



Gold Coast Jazz & Blues Club
Annual General Meeting – 5:30pm, Wednesday 1 June, 2022

President's Report 2021/2022

As with our 2020/2021 financial year, our last financial year has again presented significant challenges and risks to the management and ongoing viability of our Club.

As a consequence of COVID related constraints necessitating the reduction in the capacity of our Lakeside Room venue, our attendance numbers for our reporting period are less than 50% of what we would have expected to achieve pre-pandemic. Our reduced capacity when coupled with the cancellation of four of our monthly shows has detrimentally impacted our revenue and profit for the year.

To put some numbers around this, of the 1,540 seats that were available to be sold for the shows that we were able to stage throughout the year, we sold 1,377 seats or 89.5% of available capacity. Extrapolating this level of patronage of our shows to the available capacity that we would normally have in the absence of COVID constraints, would mean that we would have sold 3,070 seats, or 1,530 more seats that we were able to in our last financial year. We believe these extrapolated numbers to be understated because apart from the reduced capacity constraints we had to contend with, we know that COVID related concerns with congregation of our members in indoors venues also kept some of us away from attending our shows. This situation is not unique to our Club, but many of the entertainment venues in our city. In recent meetings we have had with HOTA management, HOTA has advised that attendance numbers for most of their shows are well down on Pre-Pandemic numbers.

As if the above constraints were not enough to have to deal with, we also had incidences of band members catching COVID preventing their attendance at our shows and band members unable to attend due to major flooding in early March of this year. Our show tonight is missing one original band member who has just contracted COVID, so we are not in the clear as yet.

Despite all of these trials, our Club has managed to generate a modest, but encouraging profit, even after staging our heavily subsidised Christmas Party at which 170 of our members attended.

Currently our Club has record levels of members with 346 members all up with 98 single memberships and 248 of our members having couple memberships.

As a result of ongoing negotiations with HOTA, we have changed the way our Club operates and in so doing have reduced the financial risks borne by the Club associated with staging our shows at HOTA. Previously our Club funded all HOTA related expenses including venue hire, technical staff and front of house staff and other HOTA costs as well as the costs of our performers. HOTA would then subtract the total of their costs from the total ticketing revenue received and then deposit the residual into our Club's Bank account. This mode of operation meant all risks of staging a show were borne by the Club, and HOTA was insulated against any financial exposure related to the shows that we staged.



The contract that we have now executed with HOTA has enabled a collaborative approach where both our Club And HOTA have skin in the game and the risks of staging shows are now shared. In a nutshell, HOTA provides everything we need to stage our shows in the Lakeside Room. We now have a revenue sharing arrangement in place where the Club receives 55% of ticketing revenue and HOTA gets the residual 45% of ticketing revenue. The Club still funds the costs of the performers we engage, and as part of our arrangement, HOTA has upped the ante on the marketing of our shows. Preliminary analysis of our current collaborative contractual arrangement with HOTA indicates that the club's net revenue and profit has increased whilst our financial exposure and risks have and will continue to be reduced.

I would like to take this opportunity to thank HOTA management and staff for their ongoing support and assistance, without which we would struggle to continue to operate successfully.

Whilst I am in 'Thank You' mode, I would like to thank all of my fellow committee members for their contributions over the past year. Specifically they are, Andy Dowdeswell our Production Manager who looks after all things technical required to stage our shows, Nikki Murphy who organises all of our performers and bands as well as photography and social media for our shows, Rob Speedie who looks after all things membership related, Will Wells our master meeting minute taker, Sue Rolls and Faye Charnstrom who look after our raffle prizes and ticket sales, John Foley, our legal adviser and last but not least, Debra Rempel our Secretary/Treasurer who does a mammoth job with the numerous tasks that she does so well for our club. I also wish to thank all of our committee members who have nominated again to continue in their respective roles on our committee. Please join with me in thanking our wonderful volunteer committee members.

I would also like to thank our immediate past President, John Purnell or JP as he is fondly known for his efforts over most of our financial year up until his announced retirement at our annual Christmas Party last year. I will have more to say in this regard later on in our meeting.

Our club is in a strong financial position and post-pandemic we have an exciting and prosperous future to look forward to. I would like to appeal to any and all of our members for any suggestions on any aspect of our club's operations as to how we can improve our Club for the benefit of our members and show attendees.

Finally, it is very clear that our club has been able to successfully navigate the choppy waters of the past 2 years because of the support that it has received from our members. Members attending our shows and their purchase of raffle tickets has really provided the insulation the club has needed against the perils of the COVID pandemic. For this support I, on behalf of the Management Committee wish to express our heart-felt appreciation and thanks to all of our loyal club members.

Gary Watson
President
1 June 2022