

**WINDSOR POLO CLUB INC.**

Patron: Countess Mountbatten of Burma

**Notice of Annual General Meeting**

**Sunday 12th December at 9.30 am @ Windsor Polo Clubhouse**

NOTICE IS HEREBY GIVEN that the 2021 Annual General Meeting of Windsor Polo Club Inc. Y0266534 (“WPC”) will be held on Sunday, 12th December 2021 commencing at 9.30 am in the Clubhouse at Windsor Polo Club, 303 Old Kurrajong Road, Richmond NSW 2753.

**AGENDA**

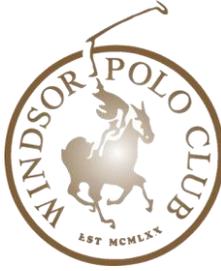
1. Meeting Opens
2. Official Apologies
3. Confirmation of Minutes of WPC AGM held on 13 Dec 2020
4. To receive WPC’s financial statements for the financial year ending 31 September 2021
5. To receive the Treasurer’s report for 2021
6. To receive the Club Captain’s & Tournament Manager’s reports for 2021
7. To receive the Grounds Manager’s report for 2021
8. To receive the President’s report for 2021
9. To vote on the election of the President and other Management Committee members. The core committee will be established and then relevant sub-committees will be formed once plans have been discussed.

<b><u>Position</u></b>	<b><u>Nominations Received</u></b>
<b>President</b>	Julie McIntosh
<b>Senior Vice President (Commercial)</b>	Nick Wayland
<b>Treasurer</b>	Jess Sprenger
<b>Secretary</b>	Kirrily Smith
<b>Vice President</b>	Adam Buchert
<b>Vice President (Tournaments &amp; Club Captain)</b>	Adam Meally

Associations Incorporation Act Registered Number Y0266534

ABN 18 587 425 142

PO BOX 282 Richmond NSW 2753



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10. Life Membership & transfer of rights to access public events at WPC
11. Any other business

**NOTES:**

1. Eligible members are encouraged to attend the AGM. If unable to attend, members may appoint a proxy to attend and vote for them. A proxy need not be a member of WPC. A proxy form accompanies this AGM notice.
2. Proxy forms must be completed and respectively returned online, by post, or delivery to WPC:
  - a. via PO Box 282, Richmond NSW 2753; or
  - b. by email addressed to [info@windsorpoloclub.com.au](mailto:info@windsorpoloclub.com.au) and including "2021 AGM PROXY FORM" in the email's subject line; so as to arrive at least 24 hours before commencement of the AGM.
3. Any proxy form received after the deadline indicated above is invalid
4. The only persons entitled to vote at a general meeting shall be those Playing Members and Junior Playing Members who are Life Members and whose Life Membership and annual subscriptions are fully paid at the date of the meeting.
5. If relevant Covid restrictions remain in place and it is deemed necessary we will look to provide online / virtual meeting access also. This will be confirmed and details provided closer to the date under the guidance of the WPC's appointed Covid Officer.

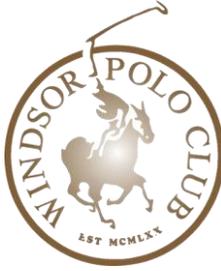
Kind Regards,

Julie McIntosh  
President - Windsor Polo Club Inc.  
and their plan for 2021

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**2020 AGM Meeting Minutes**

**Date:** 13<sup>th</sup> December 2020  
**Time:** 10am  
**Location:** Windsor Polo Club Clubhouse

**Agenda:** As per the notice of AGM;

1. To receive WPC's financial statements for the financial year ending 31 September 2020
2. To receive the President's report for 2020
3. To receive the Treasurer's report for 2020
4. To receive the Club Captain's report for 2020
5. To receive the Grounds Manager's report for 2020
6. To vote on the election of the President and other Management Committee members
7. Any other business.

**Attendees:**

Rowena Rainger (Chair)	Julie McIntosh	Jess Sprenger	Adam Buchert
Adam Meally	Nick Wayland	Andrew Bridson	Robert Warren
Kim McDougall (online)	Chris Matthews (online)	Earl Herbert (online)	Wal Ashton
Lindsey Jamison	Mel Cochrane	Andy Cochrane	Andrew Blake-Dyke
Mike Barker	Kristian Dibble		

**Apologies:** Luke O'Leary, Nicola Cole, Kirrily Smith

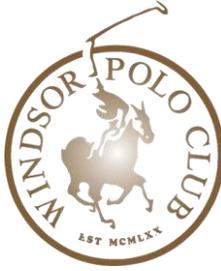
**Meeting Notes:**

1. Financial statements and Treasurers report heard and received
  - a. Rob Warren questioned whether there was a timeframe attached to the \$1k grant received for the assistance of restarting after Covid
    - i. Jess responded that the majority of that \$1k was already accounted for but there did not appear to be a timeline that we were aware of.

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- b. Melanie Cochrane asked if the reduction in costs associated with field maintenance (Polo PM services) were due to Covid and if they were expected to return to a simple figure as 2019 for FY21
- i. Jess responded that due to the loss of almost the entire Autumn season and Chris (Polo PM) had working very closely with us to reduce costs and do the bare minimum required is why the costs are lower than previous years. It is expected that these will return to a figure similar to 2019 for FY21
- c. Wal Ashton commented he was impressed with the turn around of a loss of FY19 to a profit of FY20. He questioned how that had been managed.
- i. Jess responded this was due to a number of points
1. Reduced expenditure and risk for not actually running the Polo International in 2020 though we did incur costs etc. that were non-refundable
  2. TCSC Raffle raised more money in 2020 than 2019
  3. Our costs, due to the loss of a whole season were reduced greatly
  4. Roughly \$20k worth of invoices to NSWPA for field hire were submitted late and therefore fell into FY20 instead of FY21
  5. Winter League generated additional income from previous years
  6. New sponsorship from The Royal Hotel also added to the increased position for 2020.
- d. Wal Ashton made a statement that the 2019 Polo International had made a loss of around \$95k
- i. Wal was corrected on this statement by both Rowena and Jess who identified that the \$95k figure referenced by Wal was actually expenditure for that event but did not represent the final position for that event.

2. All other reports were heard received without objection or questions

3. Nomination of 2021 Committee

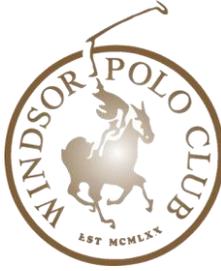
- a. Prior to the meeting Luke O'Leary withdrew his nomination for Club Captain to concentrate on his business and family
- b. All nominations for all listed roles went un challenged and therefore nominees were elected to these positions;

<b>President</b>	Julie McIntosh
<b>Senior Vice President (Commercial &amp; Sponsorship)</b>	Nick Wayland

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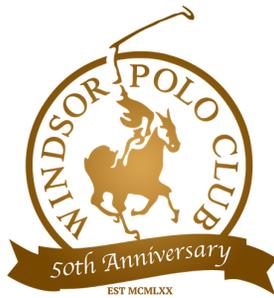
<b>Treasurer</b>	Jess Sprenger
<b>Secretary</b>	Kirrily Smith
<b>Club Captain</b>	Andrew Bridson
<b>Vice President (Grounds)</b>	Adam Buchert
<b>Vice President (Tournaments)</b>	Adam Meally

Chair of the meeting was handed over to the new President, Julie McIntosh to introduce her new committee and their plan for 2021

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## Treasurer's Report - 2021 Jessica Sprenger

I am pleased to present the Financial Report for the financial year 2020/2021.

The report shows special purpose financial statements as at 30<sup>th</sup> of September 2021 as it is required by the NSW Association Incorporation ACT 2009.

The Clubs financial year is from 1<sup>st</sup> of October to 30<sup>th</sup> of September.

It has been another year with a lot of uncertainty with the floods at the beginning of the year and Covid hitting again, which we didn't expect. It was a challenge for everyone and to keep positive cash flow for the Club would have not been possible without our valued members and their more than **generous donations of over \$ 118,000** and the support of the **government \$ 71,981**.

WPC was able to rebuild and upgrade what was lost and damaged in the floods.

- The Clubhouse became much lighter and more modern with renovations done and the kitchen was upgraded with new equipment and a new look.
- The bathrooms were painted and cleaned up.
- A hedge was planted behind field 3.
- The road from the carpark to the lagoon area fixed up
- A new bore was bought and installed to be able to irrigate the fields more effectively and efficiently.
- Other improvements.

Other significant income was generated by memberships (\$ 85,686), tournament fees (\$ 87,954) and sponsorship (\$ 37,091). These are the major income streams and very important to cover the running costs of the Club. A great result considering the impact of above-mentioned events.

The net result of this financial year is a surplus of \$ 105,077.

Notes:

- Windsor Polo Club has two bank accounts:  
The Cash Reserve/Capex account includes mainly Life Membership income, donations, and government grants. This money is kept separate from the day-to-day bank account and only used for Capital expenses and improvement expenses.
- Ten new Life Members have joined this financial year and a share in Windsor Polo Fields for each new Life Member has been issued. The funds of the Life Membership fee will be used for Capital works besides the \$ 250 for the WPF share.
- An historical loan adjustment in Windsor Polo Field shares was done this year for 70 shares issued that haven't been accounted for in the past. (\$ 17,500)

- This year's Life Membership income was not used, and the balance will be carried forward for future expenditure.
- During the financial year several items of plant & equipment that were purchased by the club (some mentioned above) were transferred to Windsor Polo Fields Limited via the inter-entity loan between the Club and the Company. The Company can depreciate the capital items and offset these deductions against company income. This ultimately benefits both the Club and the Company in keeping costs down and enabling more funds to be available to invest back into the grounds and facilities. These items of plant & equipment include – commercial kitchen exhaust hood, commercial benchtop, refrigerators, hot water system and the bore equipment.

Other Notes not related directly to the report:

- A Profit & Loss was done for each tournament including tournament income of member and non-members, general tournament expenses and field usage amongst other things.
- A detailed lists of fields maintenance costs is kept showing which cost and how much is going to each field and general maintenance.

Financial Report for the year ended 30 September 2021 done by

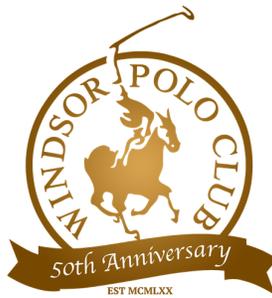
- Peter Vickers Chartered Accountants -

***Treasurer report for the year ended 30 September 2021***

- ***Jessica Sprenger*** -

## Windsor Polo Club - 2021 - Capex Summary

CAPEX paid for	FY 20-21	Donations & Grants	
Club House lights & Fans	\$ 4,400.00	GoFundMe	\$ 70,705.87
Fan & Light installation	\$ 1,056.00	less Marshall	
Pump	\$ 1,303.50	ASF incl. GST	\$ 5,141.13
Front Gate	\$ 3,734.50		
Kitchen electrics	\$ 1,578.50	Office of Sport	\$ 1,100.00
Kitchen disconnect/reconnect	\$ 3,623.95		
Hot water system -installation	\$ 4,196.50		
Repaint Walls	\$ 4,180.00	Hugh MacLachlan	\$ 5,000.00
Bathroom repaint	\$ 1,540.00	Stuart Wedderburn	\$ 750.00
Remove - old benchtop & clu	\$ 3,165.80	Johnny K via ASF incl. G!	\$ 30,690.00
Jobs around Club house, Pur	\$ 2,009.04	Shane Fagan	\$ 5,000.00
Sink & Scullery , Fridges, ben	\$ 19,128.12	James Manning	\$ 2,000.00
Grill exhaust	\$ 4,884.00	Flood Recovery Grant	\$ 49,968.00
New Grill	\$ 2,520.27		<u>\$ 170,355.00</u>
Service fridges	\$ 236.50		
Service Catering equipment	\$ 505.12		
Stainless Steel Top	\$ 825.00		
Grill Legs	\$ 324.50		
Deep Frier - repairs	\$ 841.50		
Carpentry Fix Bartops	\$ 6,640.00		
Ceiling Repairs & Tin for Bar	\$ 1,826.00		
# 1 Road Fix	\$ 7,700.00		
T - Junction #1 & #2	\$ 23,221.28		
Tanks Pumps & repairs	\$ 4,961.07		
Pump to yards	\$ 1,882.54		
Dig Holes	\$ 6,034.60		
reinstall	\$ 487.50		
microphones replace x 2 , rec	\$ 915.00		
power board	\$ 9.75		
new bore	\$ 33,994.69		
electrical works	\$ 1,660.27		
Wash Bay upgrade	\$ 647.35		
Manure Pit	\$ 2,114.09		
Sand	\$ 12,703.10		
Lagoon posts, car park club h	\$ 1,252.85		
	<u>\$ 166,102.89</u>		



## **Club Captain's Report - 2021**

### **Andrew Bridson**

Well, what a year! Despite Covid, Floods and more Covid lockdowns, Windsor Polo Club and its members have still managed to enjoy some great polo and facilities that are probably the best they have ever been. It has been great to hear so many players praise the quality of our grounds and the professionalism by which our tournaments are run. This certainly speaks to the incredible effort that the committee put into the club. Having seen just how much effort goes into running the club and the dedication of key members of the committee I can certainly say that the committee deserve a round of applause (And probably a drink or two) for what they have achieved, in what must be one of the most trying periods of the club's history.

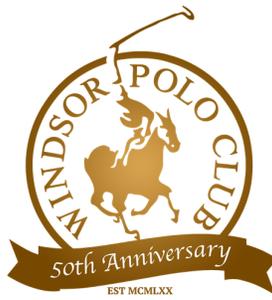
From a polo perspective it has been fantastic to see so many of our members dedicated to playing polo, no matter what obstacles have been put in their way. It's been pleasing to see so many of members not just playing but also improving. Along the way we've seen them making more commitments to the sport whether through buying more horses, getting lessons from one of the local professionals or even stepping up to the next grade, the level of enthusiasm has been incredible to watch.

On a personal note. I have decided to step down as Club Captain as I don't feel that I have the time available to dedicate to a role that I think requires a lot more attention that I can give it. It has been a pleasure working with the committee this past year and I wish them all the best for next year.

I honestly can't wait to see what next year holds for the Club and polo in the Hawkesbury. Fingers crossed we have seen the last of Covid Lockdowns and the F.... word.

Regards,

Andrew Bridson



## **Tournament Manager Report - 2021**

### **Adam Meally**

The Autumn season was all set to be one of the biggest and best to date, with the Festival of Polo organised for April which included the Test match, Dudley Cup and WPC Annual which would all coincide with the WPC 50<sup>th</sup> anniversary, The Royal Hotel Richmond came onboard as the naming rights sponsor of the FOP and kicked in \$25000.

Unfortunately, due to the biggest floods in 40 years the only polo that we managed to play before the end of April was Saturday the 13<sup>th</sup> of March which was the first day of our first tournament of the season.

Thankfully because of the quality of our fields, members, and the generosity of the polo community along with WPC's ability to pivot and reinvent the season we were able to go on and hold another 7 weekends in the Hawkesbury of which 5 were held and run by WPC.

Some weekends of interest were the ANZAC Cup on the 25<sup>th</sup> and 26<sup>th</sup> April, this was scheduled as a Kurri Burri weekend but due to the damage they sustained from the flooding they decided to hand the weekend to WPC.

The 8/9 May- was scheduled as a small club tournament as it was running on the same weekend as the Goulburn 100-year anniversary tournament, only 5 teams had nominated. As fate would have it Goulburn received record breaking rain the day before the tournament which meant they had to cancel. WPC offered their fields to Goulburn so could run their weekend, but they decided it best to cancel. This meant WPC received any extra 8 teams which took us to 13 teams.

The WPC annual was moved to the 22/23<sup>rd</sup> May and was supported by a new club sponsor Thoroughbred events Australia which supports OTT. The weekend was a great success with 16 teams and the largest crowd we had seen at WPC since pre covid.

## **Spring 2021**

Once again due to situations beyond our control we found ourselves having to reorganise the calendar. Of the shortened 6-week calendar WPC was given two weekends which allowed us to successfully run the Winten cup. 8 x 4 goal teams nominated along with 4 x 0 goal teams and 4 x subs teams. This was a record for the Winten Cup and although we were constantly dodging bad weather, we still managed to get a great result for the club.

I'd like to say a big thank you to Kim McDougall for pulling together the draws each week and also to Adam Buchert and his team for doing such a great job on the fields and providing WPC with what is now widely recognized as some of the best fields in the country, it certainly makes my job easier having

the confidence that the fields can take the amount of water they do without the fear of having to reschedule or cancel games.

## **Club Chukkas**

WPC club chukkas continue to be a major drawcard for both members and non-members regularly holding over 6 chukkas on both Wednesday and Thursday afternoons. The chukkas are well organised and of a decent standard.

## **The Year in Numbers**

Games played – 98 in total made up of:

- #1 - 50
- #2 – 44

Tournament Chukkas Played:

- Members – 179,
- Non-members - 130

## **2022 Tournaments**

2022 sees a busy year for WPC with 7 tournament weekends calendared as well as hosting the international test match on the 10<sup>th</sup> of April, and major NSWPA tournament finals including the Dudley Cup, Morton Cup and the JK Mackay. Hopefully with covid restrictions starting to ease we have a tournament calendar with will draw crowds back to WPC.



## **Grounds Manager Report - 2021**

### **Adam Buchert**

This year has tested our resolve yet again, in 2020 we had droughts and bushfires but 2021 it was floods.

The floods in March really tested our playing surfaces and surrounds but it was lucky that we had put sand on the fields over the summer which saw the fields drain and recover better than expected

#### **AUTUMN 2021**

Our Autumn season was affected by the devastating floods. We recovered better than expected so we decided to push the season back as far as possible to get some tournaments for our members and some revenue for our coffers. This saw us running our last tournament on the 23<sup>rd</sup> of May which is very late and it was a great initiative but it does add wear and tear that does not easily recover as we come into winter.

Due to less polo in the Autumn and missing out on the bigger NSWPA tournaments due to weather cancellations there was less funds available for field maintenance. There fields were still soggy and the wear and tear from the polo in late May did take its toll.

Whilst we were preparing for the Autumn season we did spend quite a bit of money repairing and extending the roads which saw a much better road installed from the clubhouse across to the lagoon paddocks.

The floods really make a mess of gravel roads.

#### **WINTER 2021**

This winter our focus was to get the weeds under control especially the Kikuyu grass and the winter grass.

This was not a huge success, and I am not happy with the result so we are working with Chris and Joe Curran to rectify this by trying different chemical combinations at stronger dosages.

Our second Winter focus was to rectify the watering of the fields. Previous grounds managers had put a bore in and a tank but there was no capacity to continuously water the fields. (I discussed this in my 2020 Grounds report.) It was a labour consuming and problematic process to water the field which saw Windsor lose some games in the dry times of 2020. So, to rectify this we needed to increase the diameter of the bore and install a newer higher volume pump. This was an expensive process of approximately \$35,000 but we now have a system that can run our main irrigator for continuous runs directly from the bore without running out of water.

This is a huge achievement for the committee and will save the club thousands of dollars in labour and ensure our fields will be in even better shape in the future.

Due to the wear and tear on the fields in late May we decided to put another 200 tonnes of sand on the main wear areas of the number 1 field and the number 2 field which meant we had a much better surface with much less divots for the spring.

In June 2021 we saw Riverlands polo vacate the grounds of Windsor Polo Fields. Conceptually it was a good idea to have a polo academy on the grounds of Windsor Polo Club, but it became obvious to both parties that the area constraints at Windsor were never going to support the number of horses required to provide the services that Riverlands provide.

This vacate has inevitably eased the wear and tear on our facility no end, it has improved the aesthetics and the visual amenity of the property and as such I am amending the 2022 budgets accordingly.

### **SPRING 2021**

Spring was marred by a COVID lockdown which saw all tournaments cancelled or postponed. The community rallied and once again we amended the calendar and pushed back our dates into late November.

November saw the Winten Cup played at Windsor over two weekends and even though we had to move around the late November storms and a few very wet days the fields played outstandingly with numerous NSWPA directors commenting on how good the fields played. There were very few divots for the divot stomp at half time for the final and the surface was extremely safe. This is testament to the sand and the spraying that was done over the winter.

### **2021 SUMMARY**

Overall, we have had less ground fee revenue in 2021 for numerous reasons but the generosity of the polo community has shone through after the floods with the huge Go Fund me result. This has allowed us to get the fields back to where they needed to be. It's also helped us with funding the new irrigation system which will save Windsor Polo Club thousands of dollars over the years and ensure our fields are pristine.

Am I entirely happy with the fields? No

They could be better. There is still too many weeds and not enough sand being spread annually. And the only thing stopping us from having better surfaces is money.

To get the facility to where I'd like it to be we should be spreading 1600 tonnes of sand a year on the 3 fields at a cost of \$100,000 per annum. Spraying more regularly, have better mowers and have a bigger budget for keeping the surrounds tidier.

Make no mistake we achieved a lot this year and the committee have done a great job with:

- Better roads
- New Bore System
- Road base to wash bays
- New manure pit to keep day yards clean for visitors
- The concrete balls which keep vehicles off the fields
- Planting a May Bush hedge on number 3
- Tidying up the Southern boundary fence line and repairing damaged fences



## CAPEX WISH LIST

My next focus is to look at ways of raising funds to purchase;

- New Driveway
- New Flood friendly Pump removal skid - Quote pending
- New Irrigator
- New Boards on #1 and new brackets and boards #2
- Purchase a 7-cylinder ride-on Gang Mower
- New established trees on centre mound

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	\$2,000
2. Wash bay fix taps and pipes	\$1,000
3. Spray Weeds/ Kikuyu grass x 3 fields	\$3,000
4. Fertiliser	\$4,000
5. Sand 450 Tones Inc No 3	\$30,000
6. Mowing field #1 & #2 fields 3 twice a week & #3 3 times a fortnight	\$20,000
7. Mowing and wiper-snip the surrounds	<u>\$8,000</u>
<b>TOTAL</b>	<b>\$68,000</b>

## PROPOSALS 2022

We as a club are currently surviving but we aren't growing and if we aren't growing we are dying.

We need to look at ways to not only cover the running costs but also to cover the upgrading of our infrastructure and facilities.

I have some thoughts on this that I am exploring which would involve new partnerships with other equestrian sports because if we could find another \$50,000 to \$100,000 per annum, we would make Windsor Polo Club the finest Community owned Equine Sports Club in Australia.

I would like to propose a Flood Evacuation Committee and my recommendations are:

- Chris Marokakis
- Lew MacDonald
- Kirrily Smith

## **THANK YOU**

Last of all, I would like to thank the very awesome committee for 2021 but most of all I'd like to thank Chris Marokakis for his amazing job of getting our fields back in shape after a difficult 2 years and to be able to achieve this under plenty of pressure from the elements and mother nature is a credit to him and his team thanks so much.

**Thanks**

**Adam Buchert**



## **President Report - 2021**

### **By Julie McIntosh**

2021 has been a turbulent year with polo playing second fiddle to the March flood and subsequent Covid lockdowns, both impacting our ability to host a normal Autumn and Spring seasons.

Financially, the club reported a healthy surplus of \$105,000 as compared to \$40,000 in the previous year. However, it must be noted that this success is attributed to the \$118,000 in generous donations made because of the flood. This was reinforced with government grants for flood damage and the Covid lockdown. Whilst these have been our saving grace, one can't rely on funding the club this way. The club's core business is polo, and we need to keep that intact. Having said that, it is our desire to find alternative sources of income via events and the rental of the grounds non-polo activity. There are some exciting plans underway already.

Over and above the government and benefactor support, the club also secured a new and substantial key sponsor - The Richmond Royal Hotel. It has been a mutually beneficial relationship and we look forward to an ongoing partnership with them. The Rothwell family continue to be consistent and generous sponsors of the Winten 4 Goal Championships – their cash and trophy donations are very much appreciated by the club and the players who are fortunate enough to win.

We would also like to extend our gratitude to those that have assisted our club in literally, staying afloat because of the flood, in what has been a very tough year. This being the sponsors, benefactors and working bee helpers who gave up their time to help clean up the mud and mess.

However, the flood, in some respects, was a blessing in disguise. It allowed us to do major renovations within the club house and around the property. Projects that otherwise always get put in the too hard basket. Some of the major and most costly improvements included:

- refurbishing the club house, bar & kitchen,
- repainting the toilets and clubhouse interior/exterior
- purchasing new catering equipment that is OHS compliant,
- extending the road to the south eastern corner and
- installing a new bore and irrigation system allowing us more irrigation flexibility with less cost

We were fortunate to suffer no major damage to the Scoreboard, however costs were incurred fixing the various pumps and front gate. Lew McDonnell has offered to oversee our future flood evacuations plan so that we can minimize our future losses as an event such as this will occur again.

At the start of our committee's year, we set a goal of turning the club into a professionally run operation. To this end, we've completed a full year with Adam Meally and Kim McDougall as the contracted tournament managers. From all feedback this has been a huge success making the weekly club chukkas and tournaments more professionally run across all levels. So successful that

many of our neighbouring clubs are using their services now. Most importantly the standard of polo administration has lifted as a result.

The treasurer role with Jessica Sprenger is also contracted and to this end the accounts and finances are kept up to date and satisfies our obligations to Windsor Polo Fields and our members. The administration of the life membership has been streamlined and all outstanding members proud owners of a share in WPFIELDS.

The grounds whilst overseen by Adam Buchert are contracted to Chris Marokakis. The Windsor #1 after all the Spring/Summer rains held its own, with some of the top players classifying it as world class.

It is still our view that we need to continue working towards a professional management structure. We have taken big strides in achieving part of this solution and are committed to working on a strategy to do this moving forwards. The flood and subsequent covid lockdowns have made for an abnormal year and one that isn't conducive to growth and revenue generation to fund this.

This year also saw the retirement of John Wayland as the Chairman of WPF after a stellar 50-year stint. I'd like to take this opportunity to thank him for his loyal service to the club and for maintaining a vision that we are all benefiting from, today. It is a privilege to be a member of this extraordinary facility and we must not forget those that have created it. With change comes opportunity and we are excited to welcome 3 new directors to the WPF board: Peter White, Angus Dowling and Johnny Kahlbetzer. All come from established polo families and are committed to the future good of the sport which bodes well for securing the future development of WPC.

I'd like to extend my thanks to the committee – Nick Wayland, Adam Buchert, Adam Meally, Kirrily Smith, Jess Sprenger, Kim McDougall and Andrew Bridson. I'd like to make a special mention to Lew McDonnell, who whilst not on the committee has been an enormous help both morally and offering his time overseeing general grounds projects and now the flood evacuation plan. Everyone has contributed enormously towards the success of the club in 2021 and it has been a pleasure and great fun working together.

Nick Wayland championed the overhaul of the website which is more contemporary in look and more suited to promoting the events that we plan to host in 2022. It will also allow us to provide our sponsors with a more dynamic platform for exposure.

Kirrily Smith, otherwise known as the supersonic secretary, has maintained good order with the administrative aspects of running WPC. The Google Drive continues to be our central point of management and keeping this up to date with rotating committees, paramount. Kirrily has also been actively applying for all the government grants and will continue to do so as if successful, the grants are invaluable to ongoing capex projects.

Andrew Bridson, the club captain, will wrap up this year and we'd like to thank him for his contributions to date. The role of club captain has morphed into the Tournament Management role and as part of the plan to consolidate the management of the club, this role will be combined in 2022.

The 2022 calendar sees WPC hosting numerous key events the Polo International, The Countess of Dudley Cup 14 Goal, the NSW Club Championships – Morton Cup 10 Goal, the Winten 4 Goal Championships, the JK MacKay 10 Goal and the Windsor Annual and Spring Club Tournaments. Our attention will now focus on getting ready for these.



## **GOALS for 2022**

The key areas of focus for 2022 will be:

Concrete Driveway – this is a major capex project and something we will resolve one way or the other. It could cost upwards of \$250,000 requiring finance from a combination of loans, benefactors, and government grants. This project is currently under discussion with the various stakeholders – our ideal completion date is set for Feb/Mar 2022.

Polo Tournaments & Events & Social Membership – through creative marketing and social media, we will use the key tournaments weekends to raise the profile of WPC, attract more friends of polo and build up a social member database, which in turn could be a revenue generator. The momentum with these events has been completely lost because of the Floods/Covid. It's a big opportunity lost and something that needs our attention again.

Sponsorship – with WPC hosting all the key NSWPA tournaments and polo international, the facility is becoming the Home of Polo. With more professional tournament management and financial incentives for those involved, our ability to attract, nurture and retain sponsors is more likely. Our goal is roll out offerings and pitch these at potential sponsors.

Member Player Development – a series of master classes will be rolled out in 2022 with a goal of raising each club members handicap by a goal or at least identifying what skills they require to be eligible. Furthermore, Umpire Training and Rules evenings will be held at the club at least once each season.

Events & Grounds Hire – the refurbished club house and grounds generally are an ideal venue for hire. Our goal is to generate revenue outside the polo season by using the facilities as much as possible.

There is much on the table and we look forward to 2022 and continuing to deliver high quality polo on the premier facility in the Hawkesbury.

Julie McIntosh - President