



President Report – 2022
1 October 2021 to 30 September 2022
By Julie McIntosh

Whilst not falling in this AGM year, the Club unexpectedly hosted numerous weekends of polo, albeit it very late in the season. They were a roaring success and from a psychological perspective, provided much-needed positivity to finish off the year. It is our hope that we can continue in this vein in 2023 so that we can focus on our core business of providing polo.

This AGM is however about the period from 1 Oct to 30 Sep and as the Queen once put it, it has been a year that can best be described as Annus horribilis. The weather and the unprecedented number of floods affecting the Hawkesbury Basin made the Windsor Polo grounds unusable and therefore unplayable for the bulk of the year.

Three consecutive years dealing with the Covid & Flooding disruptions has had an enormous negative financial impact as highlighted in the Treasurer's report.

Our biggest challenge going forward is as always, the cash flow, particularly at this time of the year when the club takes a summer recess. Little revenue generating activity occurs, yet the growing season requires an increased expense coming from field maintenance. We are praying no flood disruptions early in 2023 as this is when we traditionally generate the most revenue via membership fees and tournament revenue.

The Sydney Jumping Association partnership is a god send and compliments the grounds perfectly. They are a pleasure to deal with. It is a lucrative arrangement which has allowed us to conduct further capital improvements and sand the fields more than usual. With revenue earned we have finally been able to improve the surfaces of the #3 field, which is now boarded, safe and playable. Over and above the financial upside, SJA brings prestige to the facility. It also cements WPC as being one of Australia's leading equestrian facilities. Long may it last.

The Richmond Royal Hotel continue to be a sponsor of the club. It has been a mutually beneficial relationship and we look forward to an ongoing partnership with them. The Rothwell family also continue to be consistent and generous sponsors of the Winten 4 Goal Championships – their donations are very much appreciated by the club and the players who are fortunate enough to win.

The website has been overhauled and is more intuitive, user friendly and contemporary in style. It is now more suited to promoting the events that we plan to host in 2023. The website also houses the key show jumping events providing our newly formed social members the option to enjoy both polo and showjumping over the year.

Apart from general ongoing ground maintenance the notable addition to the club is the new concrete entrance. Whilst costly, it has made the entrance more attractive and less damaging to

vehicles accessing the club. It presents well and makes for a more professional entrance aligning the club with our vision to present a high-quality professional equestrian facility.

To fill the gap left by the departure of Riverlands Polo from NSW, WPC has been working along side Muddy Flatts Polo Club. In the absence of any one person taking up the challenge of running a polo school in the Hawkesbury, the situation we have with Muddy Flatts not only providing a polo fields for beginners but also supplying suitable school horses. The WPC website has a Learn to Play section which captures the new enquiries. MPolo in turn are managing the new players into the sport. For the moment, this arrangement is working well, and we will continue to support and work with Muddy Flatts to do this. It is important to note that it is not WPC's mandate to be the solution for new player development – this role in our view falls to NSWPA.

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 committee (Adam Meally, Adam Buchert, Nick Wayland, Chris Marokakis, Kirrily Smith & Jess Sprenger) and Lew McDonnell who is always willing and available to help. Both Kirrily and Jess require a special mention as they keep the administrative aspects of the club ticking over and have been largely responsible for obtaining all the grants we have received, which as you can imagine are laborious to submit and take up an inordinate amount of their time. It's a pleasure working with them all and we have a great dynamic between us which makes doing the 'grunt' far more pleasurable.

A special mention to club member, Matthew Barnett, who generously donates money to the club every now and again. It is always a pleasure to receive these kind gestures from him.

I'd also like to take this opportunity to extend a thank you to all those loyal members who joined this year albeit with no polo played. It is an unprecedented situation and hopefully never to be repeated. The membership revenue has helped cover the losses suffered by the closure of the facility - we hope to make this up to you all in 2023 by delivering an action-packed year.

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. That said, engaging M Polo Management to run all the tournaments and club chukkas has resulted in a professional service on offer, one that is unique to Windsor and now the basin as other clubs now engage their services. I'd like to thank Adam Meally and Kim McDougal for their consistent efforts as the role extends to arranging all the club chukkas, the chukka lists and taking last minute calls for all and sundry. The organization appears seamless and many take for granted what goes on behind the scenes to deliver professionally organised chukkas and polo events.

To create more incentive to volunteers on the committee, active and committed committee members are eligible for complimentary membership to compensate them for time and effort expended to keep the club ticking over. This initiative falls in line with our original vision to move the club towards being professionally run and is a step in this direction.

On the Windsor Polo Field board, this year sees the retirement of Leon Reardon as the Chairman of WPF as well as Andrew Skyring as Treasurer/Secretary. Our committee would like to extend our thanks to both Leon and Andrew for their hard work and efforts in maintaining the integrity of Windsor Polo Fields and the club. Johnny Kahlbetzer will step up as Chairman and we welcome Ben Cowan as Treasurer/Secretary. The other board members are Peter White, Angus Dowling, Lew McDonnell and Rowena Rainger. From an advisory perspective we couldn't wish for a better board with the new energy they bring.



GOALS for 2023

The key area of focus for 2023 will be to continue delivering high quality grounds. We are setting the bar high and will endeavour to attract the top tier teams & players from around Australia - from this, all the other polo will follow. We have 10 calendared tournament weekends along with 7 NSWPA trophied events plus the Polo International. It is set to be a big year and our committee look forward to the challenge of delivering to the community an efficiently run, top quality polo facility.

Julie McIntosh - President



Treasurer's Report – 2022
1 October 2021 to 30 September 2022
By Jessica Sprenger

I am pleased to present the Financial Report for the financial year 2021/2022.

The report shows special purpose financial statements as at 30th of September 2022, as it is required by the NSW Association Incorporation ACT 2009.

Financially in 2022, the club has been dramatically affected by the floods and subsequent closure of the grounds with a loss of \$58,000 as compared with surplus of \$105,000 in 2021. The factors contributing to the financial loss can be summarised below:

- Tournament revenue has been zero when it is usually +/- \$165-180,000 annually
- Membership levels are down by around 45% or \$41,130 - in 2022, 26 members joined generating \$49,700 as compared to 57 equating to \$ 90,830 in 2021
- In 2021, the club raised over \$120,000 in donations because of the floods along with the first round of government grants.
- Field maintenance costs were abnormal and in excessive of \$70-80,000 (sand, mowing, aerating, fertilizer, weed control)
- Sponsorship lost - \$35,000
- Increased operational costs with fuel & fertilizer

To assist with the cash flow, NSWPA pre-paid \$20,000 for Field Hire in early 2022. Due to field closures and no NSWPA tournaments hosted, this has not been realised and remains a liability. This should be cleared as soon as polo gets underway.

Our saving grace has been the government grants we have been and continue to be eligible for (\$50,000 x2 floods in 2022). Whilst onerous to apply for, they have provided the cash required to cover some of the repair bills. We are still eligible for a nominal amount; however, this will be used up relatively quickly on the continued field remediations of the #1 & #2.

The Sydney Jumping Association (SJA), a newly formed elite show jumping club is now based out of the Windsor Polo Club. They pay an annual rental of \$70,000 for 5 allocated weekends. This relationship has many positives and will provide a recurring income over and above polo for years to come. In this financial year, the SJA has been a huge contributor to the liquidity of the club.

Due to the circumstances, it is no surprise that the Club's budget is tight and will be until the autumn season kicks off in 2023. Saying that, we are still applying for more grants and being able to hold tournaments late in the season from October to December has been a mild relief for WPC's financial situation and will be a positive reflection in the 2023 financial accounts. Receiving the second Sydney Jumping Association instalment in November has also helped significantly with the cash flow.

In my opinion, the Club is going in the right direction. It is my hope that at the end of next financial year, the report will be more reflective of revenue streams that relate to our core business, not that of government grants and donations. We are grateful for them but ultimately, we want to be playing polo and hosting show jumping events at facility.

***Financial Report for the year ended 30 September 2022 - prepared by:
Brentnalls Chartered Accountants***

***Treasurer report for the year ended 30 September 2022 – prepared by:
Jessica Sprenger
12/11/22***



Tournament Manager & Club Captain's Report - 2022 By Adam Meally

Autumn

We once again had big plans for the 2022 Autumn season with big ticket items like the Polo International and the Dudley Cup scheduled to be played at the club in April. Unfortunately, due to the continued flooding the only polo that was played in the first half of the year was 5 practise chukkas in February. This however didn't stop WPC members travelling and supporting other clubs around NSW; this included Ellerston, Garangula, back to Ellerston for the Dudley Cup and multiple weekend outings at Scone Polo Club. WPC's support of the country clubs was very well received throughout the polo community.

Spring

The start of the Spring season wasn't too dissimilar to that of the Autumn season, continual rain and the constant threat of major flooding. The first 6 weekends were a washout. The weather pattern changed in our favour and we were rewarded with 6 weekends of sunshine. The season calendar was tweaked on two occasions with WPC leading the initiative. Out of this was born the concept of the Hawkesbury Summer Series which was sponsored by local businesses and had a very friendly spontaneous air about it. It was a great community event which attracted teams from country NSW and Victoria. Unexpectedly it also gave us the ability to host 8 goal polo in the Hawkesbury for the first time in over 2 years.

A big congratulations to Adam and Chris for their amazing work on getting our fields back to a playable condition and the talk of the town throughout the summer series. Over the year, WPC hosted 4 weekends:

1. The **Royal Richmond Hotel Cup** - 12 teams
2. The **Winten Cup** - 11 teams
3. The Hawkesbury Summer Series - **The Cutcliffe Properties Cup** - 12 teams, 3 of which travelled from Ellerston and 3 from Melbourne
4. The Hawkesbury Summer Series - **The Stone Real Estate Cup** - 12 teams, 6 teams from Melbourne and 2 teams from country NSW

Finally, I'd like to thank the whole of the WPC committee for their continual hard work and support. Also, our amazing members that stuck by the club throughout a very trying year.

Thank you

Adam Meally



Grounds Manager Report - 2022

Adam Buchert

This year has tested our resolve yet again, we had droughts and bushfires in 2020 with no proper irrigation then 2021 there were floods and 2022 there were more floods.

The floods in March 2022 really made managing playing surfaces difficult but it was the July floods that did the most damage. The prolonged water cover in the colder months meant that the recovery was very slow and very difficult to manage.

We thought that with the warmer months we would see better recovery growth in the areas where grass had died but this spring was the mildest spring in 20 years. Which meant that we haven't seen any real recovery until November when the soil temperature finally started to warm up.

AUTUMN 2022

Our Autumn season was affected by the devastating floods in March. Luckily for us we did put 250 tonnes of sand on the Windsor number 1 field in January which in my opinion was one of the major factors our fields recovered so well.

The fields never really recovered enough to play any polo and the Autumn season was abandoned.

One of the best capital improvements to date must be the new concrete entrance that we organised in February. This concrete envelope has made entering the Windsor gates so much easier and so much more appealing for players and visitors.

The floods really make a mess of gravel roads, but we have recovered them and we have an annual pot hole repair program now in place to get us through until the new concrete driveway can be completed

WINTER 2022

This winter our focus was to get the weeds under control as there were more weeds than usual because of the flood waters but due to the wet grounds and threats of flooding which did eventually hit there was very little improvement works carried out.

SPRING 2022

Spring started off slowly due to the fields not recovering well from the July flood. September is usually when we start playing but this was not possible due to the dieback on the fields and the lack of growth. We made a concerted effort to get the grounds ready for October polo but we were still unable to play until our first tournament which was the Royal Richmond Tournament on the 5th and 6th of November.

But wow what a turn around the grounds played safe and the polo was fast. The weather enabled us to play well into December. The fields dried out to the point where we were irrigating them during the week for the last two tournaments, but the Hawkesbury Summer series was a resounding success

and a huge thank you to the Killarney club for hiring their ground due to our number 2 ground still not ready for polo.

We started sanding the fields after the second showjumping event in October and followed up with more sand on all three fields in November.

2022 SUMMARY

From a grounds perspective 2022 has been the worst year on record for flooding and this lack of use has meant lack of ground fees. The issue we face is that even though we don't have ground fees coming in we still have ground maintenance but even more, so we now have ground repairs which is like a double whammy... These costs are now rising with inflation and the commodities most effected by inflation are Fuel and Fertiliser. This is compounded by lack of supply of Sand which in turn has seen 60:40 top dressing increases to \$90 per tonne and general sand increase to \$55 per tonne when you can get it.

These are all real costs. We should make no mistake. It is not getting cheaper to play on great polo fields. It is getting dearer.

To offset these huge costs, we brokered a relationship with the SJA (Sydney Jumping Association) at the end of 2021.

This deal meant that the SJA would pay us to hire the polo fields for 5 weekends a year on the weekends when there was no polo at Windsor. This initiative has been a breath of fresh air for our facility and our club. The revenue enables us to put more money into the fields, and to continue mowing and maintaining the surrounds all year round which is something previous committees have struggled with.

This relationship has saved the Windsor polo Club in a year which only generated 4 weekends of polo revenue and I would like to thank the SJA for their support.

Being our first year working with the SJA there were always questions from myself as to how the fields were going to cope with the jumping. We were tested by the weather on numerous occasions, but the fields have bounced back extremely well after every event and we now have a remediation plan after every event which entails topdressing and rolling where required so that there is actually less wear and tear than a polo tournament.

Another area we have been working on to keep costs down has been to work with our grounds contractor Chris Marikakis to assist him to purchase more equipment that will make sand spreading and fertiliser spreading cheaper. We are hoping Chris will take ownership of his new spreader next week so we can start fertilising in readiness for 2023.

In General, I think the fields and surrounds are in good shape for what they have been through but I have some plans to make sure that these fields will be back to world class by the end of 2023, even with 17 weekends of Polo and 5 weekends of Showjumping.

What have we achieved this year.

- New Concrete entrance
- New wash bay hose gantry's
- Resurface the road from clubhouse to number 2 field with enlarged turning area
- We have managed to save our fields from 3 floods and get them back to a point where we could play 8 goal polo on grounds that were complimented by players from all over Australia.



- We increased the size of the number 3 field and have sanded it for the first time in many years making it a much more versatile field and a real option for midweek chukkas.
- Total Sand added to No 1= 500 Tonnes in 2023
- Total Sand added to No 2= 102 Tonnes in 2023
- Total Sand added to No 3 = 183 Tonnes in 2023

CAPEX WISH LIST for 2023

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

- New irrigator - the current irrigator is constantly breaking down \$70,000
- Continue to add 1500 tonnes of sand and topdressing annually \$120,000
- New Viewing platform at halfway on the number 1 \$100,000
- Put a second floor on the existing clubhouse \$500,000
- New Concrete Driveway \$150,000
- New Flood friendly Pump removal skid - Quote pending
- New Boards on #1 and new brackets and boards #2 \$25,000

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. Spray Weeds/ Kikuyu grass x 3 fields	\$4,000
3. Fertiliser	\$6,000
4. Sand 500 Tones Inc No 3	\$30,000
5. Mowing field #1 & #2 fields 3 twice a week & #3 3 times a fortnight	\$20,000
6. Mowing and wiper-snip the surrounds	<u>\$8,000</u>
TOTAL	<u>\$70,000</u>

THANK YOU

I would like to thank the very awesome committee for 2022. This is without a doubt one of the best committees I have ever worked with. It's pretty magical when you can get 8 people with the same vision and energy all at the same table.

I especially want to thank the 5 or 6 members that came out and helped evacuate everytime there was a flood. and the 20 or 30 members who were there helping to clean up after the floods. Getting that clubhouse back in better shape than before the floods 3 times is an amazing effort and should be acknowledged, 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 AND a problematic irrigator is a credit to him and his team

thanks so much. Let's not forget Chris also lost a lot of his small machinery to the floods so thanks Chris.

Another huge thanks and special mention has to go to Lew Macdonald who has been amazing with his time and energy and equipment in 2022. His assistance with flood evacuations and flood recovery has been nothing short of outstanding and we can't thank him enough....

I look forward to having all 3 fields in world class order by the end of 2024 if mother nature lets me....

Thanks

Adam Buchert



2023 NSW Polo Association Tournament Calendar

	2023	AUTUMN - HAWKESBURY BASIN	NORTHERN ZONE	SOUTHERN ZONE	INTERSTATE/OTHER	JUNIOR POLO
Feb	3&4					
	10 & 11					
	17 & 18					
	24 & 25					
March	4 & 5	Killarney Autumn Opener 8 4 0 Sub		Ashton Cup 8g Goulburn	Barr Smith Adelaide	
	11 & 12	Windsor 8, 4, 0, Subz	Ellerston 16 & 8 - start Fri 10th			
	18 & 19	Windsor 8, 4, 0, Subz	Ellerston 16 & 8			
	25 & 26	Arunga 8, 4, 0 Subz		Garangula 16 & 8		
April	1 & 2	Arunga 8, 4, 0 Subz		Garangula 16 & 8		
	Holidays 7/4	8 & 9	The Countess of Dudley Cup 0 - 16g Killarney Autumn	Mudgee 7 & 8	Womens League for Test	
	Easter 7,8,9,10	9	International Polo Test Mens / Womens Game			
		15 & 16	The Countess of Dudley Cup 0 - 16g Windsor Autumn		Millamolong	Ellerston School 17, 18, 19
May	Holidays end 21/4	22 & 23	Kurri Burri 8, 4, 0, Subz	Scone Bob Skene League	Forbes	Forbes School 17,18,19
		29 & 30	Windsor Annual 8,4,0, Subz	Scone Bob Skene League	Gundalong	NSW Jr Championships
	6 & 7	Hawkesbury Cup	Scone Muswellbrook Cup	Garangula		
	Mothers Day	13 & 14	Killarney Annual 8, 4, 0, Subz	Scone Peisley Cup	Goulburn	
June		20 & 21	Club Champs Morton Cup 10g Windsor Autumn 4, 0, Subz	Quirindi		
		27 & 28				
		2 & 3				
		10 & 11				
July		17 & 18				
	Holidays 3/7	24 & 25	Private School Holidays 26/6- 14/7			
		1 & 2	Public School Holidays 3/7-14/7			
	Holidays end 14/7	8 & 9				
August		15 & 16				
		22 & 23				
		29 & 30				
		5 & 6		North Star		
September		12 & 13		Goondiwindi		
		19 & 20		Tamarang		
		26 & 27		Gunnedah		
		2 & 3	Muddly Flats Polo	Quirindi NC Cup		
October		9 & 10	Killarney	Wirragulla	Australian Open	
		16 & 17	Windsor Spring Opener	Scone Beersheba	QPA Gold Cup	
	Holidays 25/9	23 & 24	Arunga 8-10, 4, 0, Subz	Scone Macintyre Cup		Windsor Polo School 26,27,28
		30 & 1	Kurri Burri 8-10 4, 0, Subz	Dougal Archibald Cup		Scone Polo School 3,4,5
November		7 & 8	Hector King 8-10 NSWPA 14 goal			NSW Jr Champs 7&8 Windsor
		14 & 15	Winten Cup 4, 0, Subz	Ellerston 16 & 8		
		21 & 22	Winten Cup 4, 0, Subz	Ellerston 16 & 8		
		28 & 29	JK Mackay 10 Killarney Spring 4, 0, Subz		Mudgee Pink Polo 29th	
December		4 & 5	JK Mackay 10 Windsor Spring & Ladies 4, 0, Subz		Melbourne Cup Polo 12 & 6	
		11 & 12	Muddly Flats Polo		Gundalong Challenge	Melbourne Cup Polo 12 & 6
		18 & 19	Hawkesbury Twilight Series		Garangula 16 & 8 Gundalong 0 - 4 g	
		25 & 26			Garangula 16 & 8 Gundalong 0 - 4 g	
December		2 & 3			Garangula Challenge	
		9 & 10			Millamolong Challenge	
HIGH-GOAL CIRCUIT	COUNTRY CIRCUIT - South		COUNTRY CIRCUIT - North	JUNIOR EVENTS	SCHOOL HOLIDAYS	WOMEN'S POLO