



Annual General Meeting

Ballyholland Harps GAC

21 November 2022

// ONE

Welcome

// TWO

Apologies

// THREE

Minutes of Previous AGM

Conor Savage: Secretary

// FOUR

Matters Arising

Conor Savage: Secretary

// FIVE

Secretary's Report

Conor Savage: Secretary

// SIX

Treasurer's Report

Anthony McNamee: Treasurer

6.1 Figures: I&E Report

- Note that the previous term was an 11 month period, to bring us into line GAA’s end-of-year (30 Sep)
- The club’s final surplus was £38,605, although £1,600 is unaccounted for.

		Year End	Year End
	Schedule	30-Sep-22	30-Sep-21
Income			(11 months only)
Bar Income	INC 1	£103,172.41	£49,387.13
Events Income	INC 2	£5,477.50	£3,245.00
Fundraising Income	INC 3	£25,083.33	£6,635.00
Lotto Income	INC 4	£64,795.00	£57,060.00
Juvenile Activity Income	INC 5	£20,998.50	£30,454.00
Membership Income	INC 6	£57,764.98	£56,086.00
Other Income	INC 7	£12,718.40	£11,016.33
		£290,010.12	£213,883.46
Expenditure			
General Costs of Business	EXP 1	-£33,511.98	-£9,649.51
Bar Direct Expenses	EXP 2	-£86,554.45	-£44,273.89
Events Direct Expenses	EXP 3	-£4,612.71	-£1,800.00
Fundraising Direct Expenses	EXP 4	-£4,166.53	-£111.24
Games Direct Expenses	EXP 5	-£61,427.73	-£27,035.27
Infrastructure Direct Expenditure	EXP 6	-£5,841.77	-£30,288.38
Development Expendiuture	EXP 7	-£3,500.00	-£11,400.00
Juvenile Activity Expenses	EXP 8	-£22,174.65	-£28,963.60
Lotto Direct Expenses	EXP 9	-£9,880.05	-£12,974.72
Membership Direct Expenses	EXP 10	-£19,735.00	-£17,570.00
		-£251,404.85	-£184,066.61
Surplus / (Deficit) for Period		£38,605.27	£29,816.85

6.2 Figures: Balance Sheet

Notes:

- Our wealth / liquidity has improved by £37,084 over the year.
- There has been a conscientious effort to ring fence any surplus to the capital reserves account. This approach will give us a better idea for how much of a loan we could tolerate.
- Since end of year, further steps have been taken to reduce the Juv. Bank account to solely shop transactions.

	30-Sep-22		30-Sep-21	
Fixed Assets				
Land and Property	£500,000.00		£500,000.00	
Equipment (est)	£20,000.00		£20,000.00	
Fixtures and Fittings (est)	£15,000.00		£15,000.00	
		£535,000.00		£535,000.00
Current Assets				
Stock (Bar)	£5,700.00		£4,200.00	
Stock (Juv. Shop)	£2,000.00		£2,000.00	
Bank (Exec. Committee)	£3,751.45		£17,997.44	
Bank (Juv. Committee)	£20,817.21		£17,303.00	
Cash at Hand	£3,623.00		£1,761.00	
Stripe / Klubfunder Balance	£2,431.60		£424.73	
Debtors	£1,611.73		£4,650.00	
	£39,934.99		£48,336.17	
Current Liabilities				
Trade Creditors	-£5,871.82		-£8,964.73	
Legacy Creditor (Darts)	-£1,000.00		-£1,200.00	
Lotto Jackpot	-£13,900.00		-£8,100.00	
VAT Owed C/F	-£0.83		-£2,040.09	
Juv. Creditors (O'Neills Gear)	-£12,000.00		-£7,000.00	
	-£32,772.65		-£27,304.82	
Net Assets / (Liabilities)		£7,162.34		£21,031.35
Capital Project Reserves		£143,740.40		£92,787.12
Loan Account		£ -		£ -
NET ASSETS		£685,902.74		£648,818.47

6.3 Figures: Club Bar P&L

Notes:

- Due to Covid, the last full year of bar sales was 2018-19, and for reference, figures for that year were:
 - **Sales (inc pool)** £107,492
 - **Gross Profit** £44,816
 - **Gross Margin** 41.4%
 - **Net Profit** £24,652
 - **Net Margin** 23.04%.
- This profit figure does not include a £10k omicron grant received directly for loss of trade.
- Our Christmas 2021 sales were roughly half of what we would usually expect.
- The drop in **net margin** is directly related to Sky Sports (circa £4.5k pa)

Bar Sales			£101,725.74
Pool Table Sales			£1,446.67
Cost of Sales			
Opening Stock		-£4,200.00	
Purchases		-£55,806.36	
Closing Stock		£5,700.00	
			-£54,306.36
Gross Profit / (Deficit)			£47,419.38
Gross Margin on Bar Sales	45.19%		
Overheads			
Direct Bar Expenses		-£30,748.09	
Public Liability Insurance		-£750.00	
Entertainment Licence and Notice			
Bar Licence Appropriation		-£235.00	
			-£31,733.09
Adjustments			
			£ -
Net Profit / (Deficit)			£15,686.30
Net Margin	15.42%		

6.4 Figures: Income Streams

Notes:

- Membership income in terms of profit for the club, is down this year.
- This is partly to do with the growing appropriation of Club Ballyholland income to camogie and LGFA.
- But I’ve a sense that there are as many as 30 male players from u7 to adult, who didn’t pay membership the season.
- Grants: other income is predominantly payments receiving towards heart screening for juveniles.

Bar: Pool Table	£1,446.67
Bar: Sales	£101,725.74
Events: Cul Camp Income	£1,470.00
Events: Dinner Dance Tickets	£1,592.50
Events: Gate Receipts	£2,963.00
Fundraising: Field Signs Sponsorship	£23,683.33
Fundraising: General Donations	£100.00
Fundraising: Small Fundraisers	£752.00
Juvenile: Fundraising	£494.00
Juvenile: Other Income	£1,900.00
Juvenile: Sales	£19,004.50
Lotto: Sales	£64,795.00
Membership: Camogie Only	£545.00
Membership: Club Ballyholland	£16,920.00
Membership: Club Ballyholland Plus	£22,890.00
Membership: Down Draw Proceeds	£8,256.00
Membership: Down Draw Ticket Sales	£240.00
Membership: Family	£1,720.00
Membership: LGFA Only	£640.00
Membership: Camogie and LGFA Only	£390.00
Membership: Juvenile Club	£3,409.00
Membership: Parent & Child	£2,754.98
Other: Grants	£11,600.00
Other: Other Income	£951.73
Other: Pitch Hire	£166.67

6.5 Figures: Expense Streams 1

Notes:

- We installed a camera alarm system in March to the tune of £3,985.00.
- We made 3 x large donations this year to a) camogie club, b) Rascals, c) Ballyholland PS, en lieu of their inability to fundraise during Covid times.
- Electricity costs (combined) for previous year were £3,050 (now £8,100). I’d estimate the incoming year to be £10,000.
- With Covid closure gone, Rates have returned to the tune of £4,900.
- The cost of bar waiters has exceeded the cost of bar management, for the first time.

Bar: Entertainment	-£754.00
Bar: Equipment and Clothing	-£1,085.78
Bar: Management	-£10,670.00
Bar: Purchases	-£55,806.36
Bar: SkyTV	-£4,345.53
Bar: Sundry	-£1,522.29
Bar: Waiters	-£12,370.50
CoB: Advertising and Notices	-£163.43
CoB: Alarm System	-£4,125.00
CoB: Bank Fees	-£571.08
CoB: Card Machine Fees	-£1,016.10
CoB: Donations	-£3,514.12
CoB: Electricity (Club)	-£5,794.41
CoB: Electricity (Grounds)	-£2,303.76
CoB: Equipment and Clothing	-£272.00
CoB: Gifts	-£1,582.50
CoB: Insurance	-£3,518.17
CoB: Minibus	-£2,000.93
CoB: Oil (Changing Rooms and Grounds)	-£921.62
CoB: Oil (Club)	-£1,214.29
CoB: Professional Services	-£554.80
CoB: Rates	-£4,869.52
CoB: Sundry	-£34.82
CoB: Telephone	-£449.80
CoB: Waste Collection	-£483.40
CoB: Water	-£122.24

6.5 Figures: Expense Streams 2

- Cul Camp cost us a small outgoing. The dinner dance cost us just over £1k.
- Camogie received an appropriation from fundraising, to reflect their efforts in selling signs.
- Games costs include juvenile football.
- Games (medical) includes £5k for Turlough Brady knee, and £2.5k for Healthy hearts (screening). Rest is scans/injections.
- Roughly £3-4k of the games cost is for 2021 football season. For reference 2017-18 cost £50k, and 2018-19 cost £44k for games (£61k this year).
- We purchased a VEO camera to the tune of £1,400.
- Our members and exec committee might need to consider whether the club spending > £10k pa on S&C, is a worthwhile investment.

Events: Cul Camp Coaches	-£1,600.00
Events: St Patrick's Day	-£345.26
Events: Dinner Dance	-£2,667.45
Fundraising: Camogie Appropriation	-£2,000.00
Fundraising: Field Sign Installation	-£1,878.00
Fundraising: LMS Competitions	-£200.00
Fundraising: Small Fundraiser Outgoings	-£88.53
Games: Coach - Guest Coaches	-£1,040.00
Games: Coach - C Fegan	-£2,520.00
Games: Coach - J Lynch	-£720.00
Games: Coach - M O'Rourke	-£5,300.00
Games: Equipment	-£1,690.54
Games: Facility Hire	-£5,480.38
Games: Fines	-£420.67
Games: Insurance	-£3,257.54
Games: Kit	-£4,781.83
Games: League Fees	-£7,352.24
Games: Matchday Food	-£1,890.80
Games: Medical	-£11,642.72
Games: Physio Juvenile	-£216.00
Games: Physio Senior	-£2,000.00
Games: Pitch Lining	-£540.00
Games: Pool Darts League Fees	-£100.00
Games: Referees	-£1,520.00
Games: Trainer - B Hughes (H and H)	-£5,650.00
Games: Trainer - T Stevenson	-£3,200.00
Games: Travel	-£578.00
Games: Video	-£1,527.00

6.5 Figures: Expense Streams 3

- Online fees go up the more tickets are sold. This is one of those “good” problems.
- Our club rooms had a series of electrical issues and inspections.
- In terms of development, the latest complaint from our neighbour directly cost the club £3,500. The project total has now accumulated £28,000 in consultancy fees and plans.
- Our lotto was jacked from £8,750 to £10,000 after Christmas, and has since gone up £100 a week.

Infrastructure: Changing Rooms	-£775.93
Infrastructure: Club Rooms	-£2,516.46
Infrastructure: Field Maintenance	-£1,851.88
Infrastructure: Plant / Purchases	-£7.50
Infrastructure: Stand	-£690.00
Juvenile: General CoB	-£1,770.34
Juvenile: Purchases	-£20,404.31
Lotto: Lotto Books	-£480.00
Lotto: Match 3 Winners	-£2,160.00
Lotto: Online Fees	-£1,440.05
Lotto: Weekly Increments	-£5,800.00
Membership: LGFA Appropriation	-£2,800.00
Membership: Camogie Appropriation	-£3,215.00
Membership: Down Draw Ticket Purchases	-£12,720.00
Membership: Member Draw	-£1,000.00
Development: New Field Development	-£3,500.00

6.6 A Word of Thanks

- Bar management and waiters
- Event organisers
- Club Ballyholland Club and Ballyholland Plus members
- Lotto sellers
- Lotto committee
- Match day help
- Field signage sellers
- Sponsors

// STILL ON SIX

Handing over the Reins

Anthony McNamee: Treasurer

6.7 Our Financial Position Today

**This time 5 years ago
we were £25.5k in debt.**

We had £3.5k to hand, and £29k of a loan.

6.7 Our Financial Position Today

**Our capital reserves account
today has £159k * in it.**

6.7 Our Financial Position Today

But this is not our money.

Almost £15k belongs to a future lotto winner.

The rest belongs to a builder.

It is not our money.

It is only resting in our account.

6.7 Our Financial Position Today

**And realistically, we are
as good as broke.**

We've about £8k in the bank/safe/Klubfunder account.

We owe £3.5k to suppliers.

This week, we will get an electricity bill for £3.5k.

This is the time of year when our expenses should be controllable.

6.7 Our Financial Position Today

**If we want to build a new field
(and I think we all do)**

Then we should consider and challenge every cost, every outgoing.

Until we have our field, we will always need to cut costs.

£10k of savings, is 2% of the build cost. Over 5 years, that's £50k / 10%.

REMEMBER: OUR CLUB'S TRACK RECORD IN FUNDRAISING IS POOR.

6.7 Our Financial Position Today

**And my single biggest worry,
in handing over the reins, is...**

**Will our future committees be strong enough / wise enough to say no to
unnecessary spend?**

Saying yes is easy. But it's not always right.

6.7 Our Financial Position Today

We can have new facilities and be debt free within 5 years.

6.8 The Bar

My second biggest worry is the bar.

The hospitality industry is in trouble, across Ireland and UK.

Our bar has found a way to be profitable. It has done so by acting as a weekend “local”, no different to any neighbourhood pub in the town. It’s a low risk approach.

But it’s no longer a “social club” in the traditional sense.

Yet we are not currently geared up to host events or parties. Staffing such events requires volunteers and / or casual staff. This is both a hospitality problem, and a cultural problem.

6.9 And Finally

Thank you.

// SEVEN

Miscellaneous Reports

7.1: Miscellaneous Reports

- Games subcommittee (Juvenile Football)
- Cultural subcommittee (Scor)
- Senior football
- Camogie
- LGFA
- BDA
- Others

// EIGHT

Chairperson's Address

Jim McMahon: Chairperson

8.1 Chairperson

First, a word of thanks.

8.2 Chairperson: Development

- **Jan 22** - Meeting held with local councillors to 'push on' the application.
- **Mar 22** – Planning Committee meeting arranged for application decision!
Approved by local planners!
- **Apr 22** - Earthworks Method Statement for Gabion wall required by NIEA.
- Planners & Councillors continually chased NIEA for response for Earthworks MS.
- **Sept 22** – Request for further Bat survey info and CEMP – both submitted Oct 22
- Awaiting response from NIEA on above reports!



8.2 Chairperson: Development

- Local planners had approved the planning application and forwarded to the Planning Committee for an approval decision
- Due to an objection and subsequent request for further information the application was removed from the Planning Committee meeting in March 22 meeting.
- Planners will forward application to planning committee again for approval decision when NIEA have approved all latest reports submitted.



Chris Brennan
chris.brennan@newrydemocrat.com

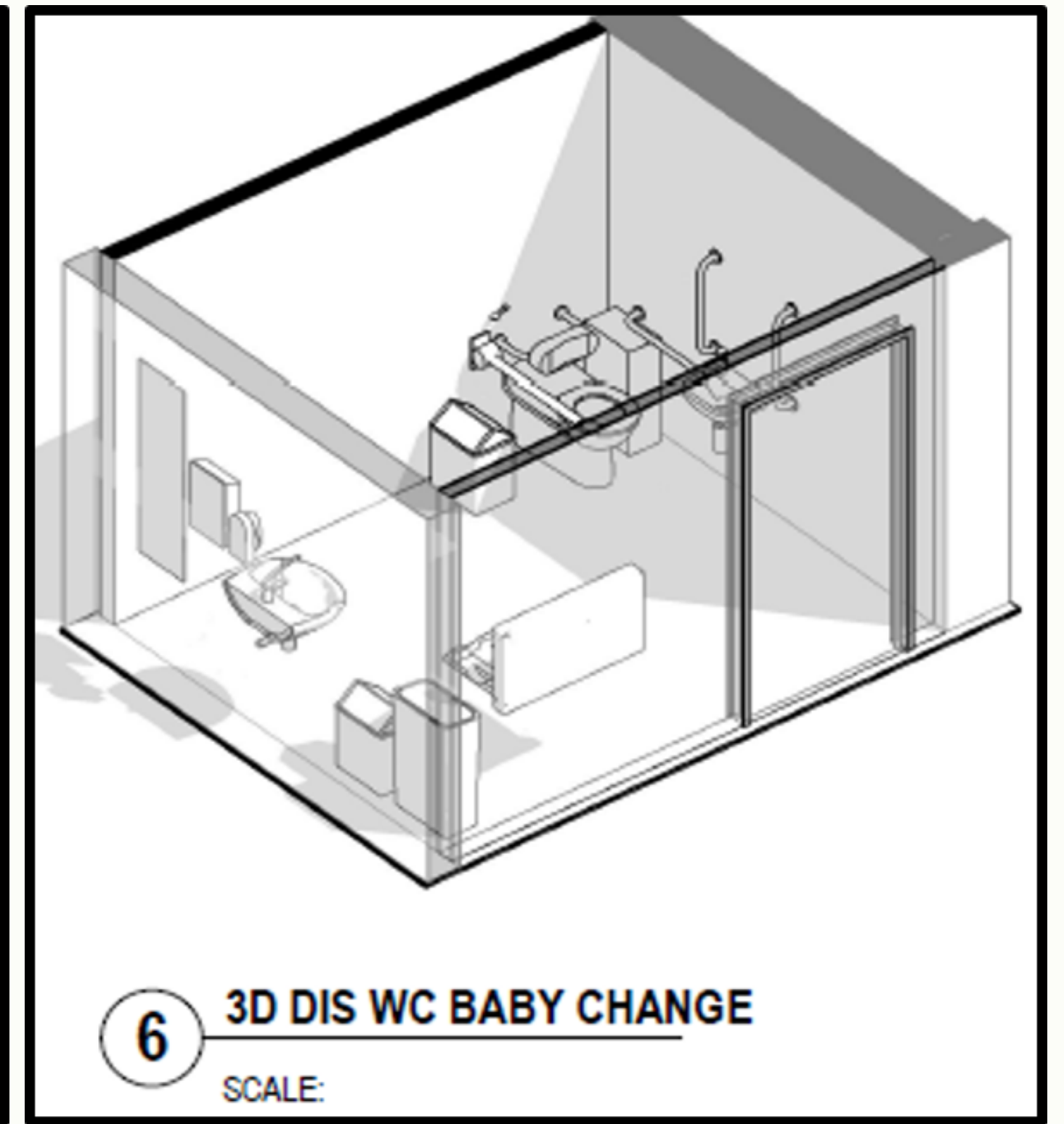
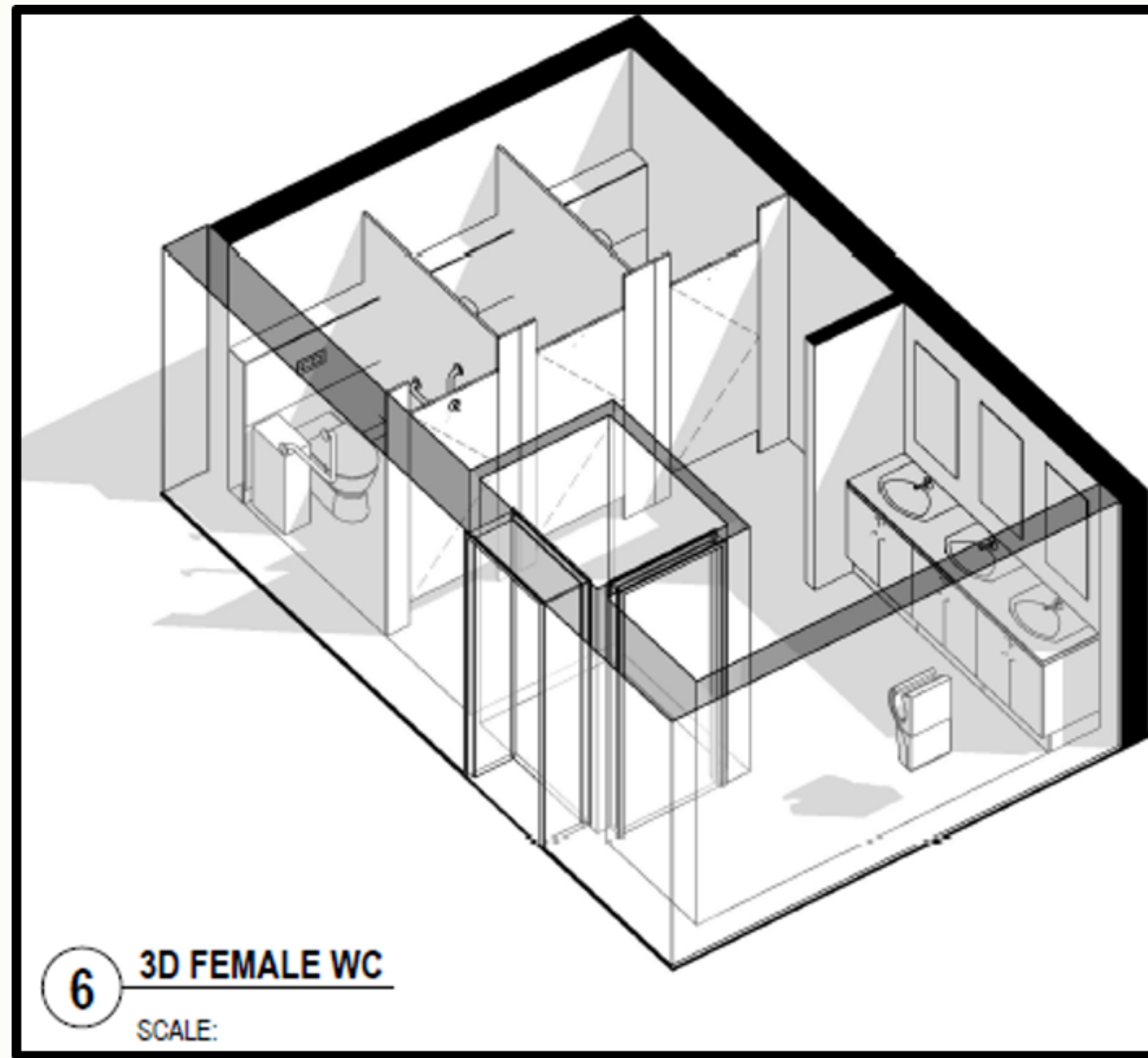
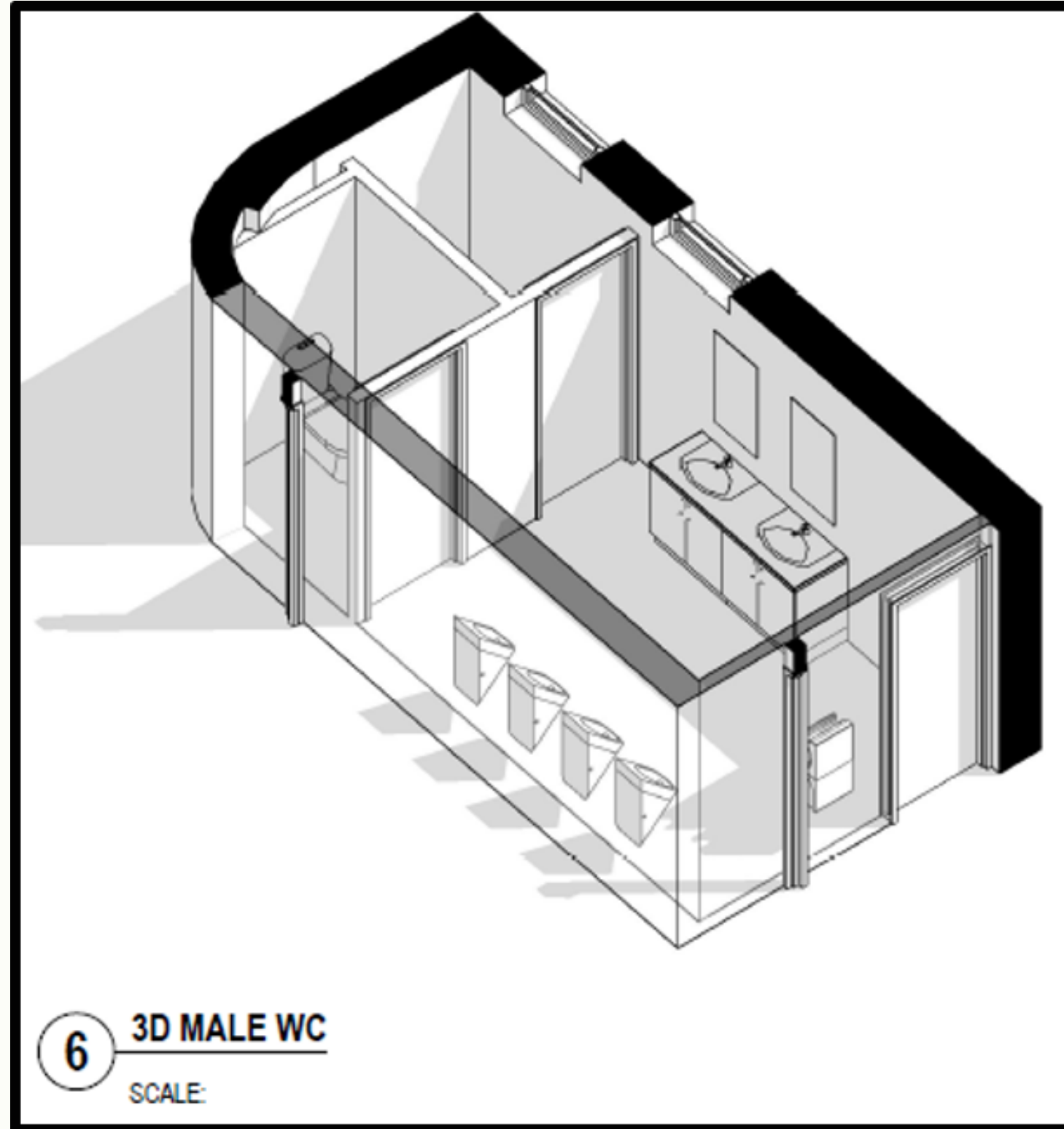
Wednesday 9 March 2022 1:00

PLANNERS have approved a major development proposal forwarded by Ballyholland GAC.

The local Club propose to build a new training pitch; multi use games area; ball wall along with associated lighting, fencing, ball stops and ground work.

[illegible]

8.3 Chairperson: Club Refurbishment



8.4 Chairperson: Subcommittees



8.5 Chairperson: Legal Matters

C

LAND REGISTRY

FOLIOS: 36904 and 37144 COUNTY: DOWN

REGISTERED OWNERS: Newry Mourne and Down District Council.

THIS INDENTURE made the 16 day of October Two Thousand and Nineteen between NEWRY MOURNE AND DOWN DISTRICT COUNCIL of O'Hagan House, Monaghan Row, Newry, County (hereinafter called 'The Lessor') of the one part and Down GERARD McGOVERN, PATRICK MURTAGH, NOEL O'HARE, MICHAEL McGOVERN, DONAL McCORMACK all care of 98 Hill Street, Newry, County Down (hereinafter called 'The Lessee') of the other part

WHEREAS:-

1. The Lessors are the registered owners of the lands described in the Schedule hereto.
2. The Lessors have agreed to demise unto the Lessee the lands described in the Schedule hereto in accordance with the terms of this Lease.

THIS INDENTURE WITNESSETH as follows:-

In consideration of the rent hereinafter reserved and of the covenants on the part of the Lessee hereinafter contained the Lessor hereby demises unto the Lessee **ALL THAT AND THOSE** the lands described in the Schedule hereto ("The Premises") together with the easements rights and privileges set forth in the Second Schedule hereto excepting and reserving unto the Lessor as set forth in the Third Schedule hereto **TO HOLD** the Premises unto the Lessee for the term of 25 years ("The Term") from the date hereof **YIELDING AND PAYING** during the Term the yearly rent of One Pound (£1.00).

The Lessee for themselves their heirs successor and assigns to the intent that the obligations shall continue throughout the Term hereby covenants with the Lessor as follows:-

1. To pay the reserved rent (if demanded).
2. To bear and discharge all existing and future rates taxes charges, outgoing and assessments in respect of the Premises
3. To access the Premises at all times via the Lessee's existing lands at Betty's Hill Road and not to attempt to access via the former entrance to the Premises at Innisfree Park;

The Innisfree Park Gate

The Lessee for themselves their heirs successor and assigns to the intent that the obligations shall continue throughout the Term hereby covenants with the Lessor as follows:-

3. To access the Premises at all times via the Lessee's existing lands at Betty's Hill Road and not to attempt to access via the former entrance to the Premises at Innisfree Park;

8.5 Chairperson: Our Teams



// NINE

Election of Officers

9.1: Roles and Nominations

Nominations for Officers

- **Chairperson:** Kevin Loughran
- **Vice Chairperson:** Cathy Mulholland Shields
- **Secretary:** Alexius Maguire Mulholland
- **Treasurer:**

Nominations have been submitted in advance by at least 2 fully paid-up club members

9.1: Roles and Nominations

Nominations for Roles

- **Assistant Secretaries:** Eddie Quinn, Mary-Beth Duffy
- **Assistant Treasurer:** Kate O'Connor
- **Cultural Officer:** Eileen Kearney
- **PRO:** Trisha Heaney
- **County Board Rep:** Nigel McAteer
- **Registrar:** James Keenan
- **Child Protection Officer:** Robbie White

Nominations have been submitted in advance by at least 2 fully paid-up club members

9.1: Roles and Nominations

Nominations for Committee

- Joe Sr Murphy
- Glenn O'Flaherty
- Karen Maginn
- Robbie Casey
- Hannah McAteer
- Shona Murphy
- Ciaran McCrink
- Philip Murtagh

Roles to be filled:

a) Treasurer, b) Players representative, c) Coaching officer, d) Irish language officer.

Nominations have been submitted in advance by at least 2 fully paid-up club members

// TEN

Motions

// ELEVEN

**Any Notified
Business**

11.1 Discussions to be Raised by Members

- 1. Ciaran Murtagh:** Coach Education (Formal and Informal), Safeguarding and Volunteering
- 2. Adele O'Reilly:** The Innisfree Park Gate

// TWELVE

CLOSE