

Club Committee

Next year the Clubs New Zealand Managers group will be holding the annual Management Conference in Sydney in conjunction with Australasia's biggest hospitality expo AGE. This is the 4th time we have taken the annual event to Sydney.

This time around we are going to include a tour of relevant Clubs on the Central Coast of Australia between Coolangatta and Sydney followed by a full day spent at the AGE, where over 200 Hospitality suppliers will be exhibiting the latest and greatest products and services.

Why send our Manager to Sydney ?

- Networking opportunities with fellow managers
- What's hot what's not.... Operational trends and offerings
- Latest Products & Services
- Educational and growth by learning and observing how other Clubs operate.
- Food & Liquor trends
- Personal development of your Manager.
- Investment in your Manager - It's good to show you actually appreciate them.
- A refreshed and enthusiastic Manager - they will pick things up.
- Get the flights early and it's probably cheaper than going to Invercargill!

As a Manager for 20 years at the Papanui Club, I travelled to the AGE every 2nd year and found it invaluable for my development personally and professionally. It is essential that a manager not only works in the business, but also on the business. Events like these help re focus and get new ideas to make your Club as great as it can be.

Investing in your Manager is investing in your Club.

Regards
Keith Ballantyne
South Island Manager Clubs New Zealand.



“If you always do what you’ve always done, you’ll always get what you’ve always got.” — Henry Ford

Club Managers Tour 2024

Wednesday 7th - Arrive Coolangatta Australia.

- At leisure, but Clubs worth a visit Twin Towns, Coolangatta Surf Club

Thursday 8th August depart Twin towns / Mantra 9.30am

- Visit Tweed Head Bowls. Great facility / larger Club
- Visit Ocean Shores Country Club (Lunch Stop). Smaller Golf / Country Club
- Overnight at Ballina (Richmond Motor Inn). Town of 41,000
- Visit Cherry Street Sports Club
- Visit Ballina RSL (Dinner part of Tour)

Friday 9th August depart Ballina (Richmond Motor lodge) 9.30am

- Visit Yamba Bowlo. More than just a bowling Club in a town of 6,000
- Visit Grafton Districts (Lunch Stop). Presentation from a staff member, great wee club in a town of 21,000 - they own the local butchers.
- Visit C.ex Coffs Harbour, the flag ship of the C.ex group, bigger Club. Town population 70,000
- Overnight at Coffs Harbour Big 4 Resort

Saturday 10th August depart Coffs Harbour (Big 4) 9.30am

- Breakfast at Park side Bowls, great wee Club a block from the Big 4 who have turned half a bowling green into a Café (alternative revenue stream)
- Visit Nambucca Heads RSL, upstairs Club on the river in a town of 6,500.
- Visit Southwest Rocks Country Club (Lunch Stop). Town of 3,500, Ten pin Bowling downstairs, great sports bar, the one stop shop for the town.
- Visit Kempsey RSL, another upstairs Club overlooking the river, in house kids play area. Town of 15,000
- Visit Crescent Head Country Club, a great wee club not standing still, recently added mini golf to the club’s attractions. Town population 1,500
- Overnight Port McQuarrie (Mantra)
- Visit Port City Bowls (around the Corner) at leisure. Port McQuarrie population 50,000

Sunday 11th August depart Port McQuarrie (Mantra) 9.30

- Visit Westport Club Port McQuarrie. Modern club recently refurbished.
- Visit Club Taree (Lunch Stop) and Presentation from Paul (CEO) Twice Clubs NSW winners of Community involvement award. Town population 26,000

- Visit Club Forster, presentation from CEO Peter, a 26-year stalwart of the Club and his take on Governance. Town population 13,700
- Overnight at Executive Inn Newcastle
- Visit Wests New Lambton (attached to the accommodation) Dinner at Club (included) Newcastle population 300,000.

Monday 12th August depart Executive inn Newcastle 9.30am

- Visit Belmont 16's Club, recently refurbished Sailing Club
- Visit Swansea RSL Club, great wee RSA.
- Visit Doyalson Wyee Club (The Doylo), the middle of nowhere, relies on people travelling to the Club, recently added a smokehouse to its food options.
- Visit Mingara Recreation Club Tumby Umbi (Lunch Stop), central coast region with an urban population of 6,500, this Club provides the region with all its recreational facilities.
- Travel onto Sydney and accommodation and AGE
- Staying Oaks Goldsborough (directly behind the Convention Centre)

Have a plan ...what do you want to achieve or change at your Club....

- **Food & Beverage offerings?**
- **Community engagement?**
- **Future direction of operations?**
- **Increasing turnover?**
- **Point of Difference?**
- **Alternate revenue streams?**
- **Promotions?**
- **Internal / external advertising?**
- **Membership engagement?**
- **Interior design / cost effective & clever use of furniture?**
- **Raffles?**

We are working on the following package and will have pricing available in due course.

- 7 nights accommodation on a room only basis
 - Mantra Twin Towns Coolangatta for 8 August
 - Richmond Motor Inn Ballina for 9 August
 - The Big 4 Coffs Harbour for 10 August
 - Mantra Port Macquarie for 11 August
 - Executive Inn Newcastle for 12 August
 - Oaks Sydney Goldsborough Suites for 13 & 14 August
- Dedicated touring coach and driver.

Assistance with flights will be available on request.