

HAHNENKAMM CHALET LIMITED

A.C.N. 003 590 903

19 October 2019

CHAIRMAN'S REPORT FOR 2019

As the Financial Statements to 30 June 2019 demonstrate, the Lodge remains in a sound financial position. We made a profit of about \$25,305 over the financial year, after an allowance for depreciation of \$12,054 a cash profit of \$37,359. That compares with a net profit of about \$26,369 in 2017-18. We had significant increase with Accommodation income \$236,101 compared to \$232,844 in 2017-2018. Our net cash position is now about \$322,871 compared to about \$347,359 in 2017-18.

Because of the excellent priority bookings from 2019 and plenty of snow, we anticipate that the trading figures for the 2019-20 financial year should be comparable with 2018-19.

As always, the Board remains conscious of the need to ensure that we strike the right balance between commercial efficiency and accessibility of the Lodge to Members and their families. This season we continued to offer reduced rates for non-members in June and September to encourage Members and their children to invite their friends to use the Lodge. Even without those June and September 'Specials', it seems that our rates for non-members are still considerably lower than the cost of comparable accommodation elsewhere in Thredbo.

We continue to get bookings from non-members through the website, and elsewhere. Again, we were unable to accommodate some bookings from non-members in 2019 when we were heavily booked with Members' bookings.

In order to offset anticipated increases in costs and to continue to build up our cash reserves so as to provide for the future cost of ongoing renewal and replacement of plant and equipment, the Board will again review our accommodation rates at our meeting in December 2019. We had a significant capital cost during the year a new boiler, new spa room and new dishwasher total cost around \$150,000. We still have repairs and maintenance to complete over summer.

This Winter Season, Adan Laffey has done a great job managing the Lodge. Members have been appreciative of the manner in which the Lodge has operated under Adan and this team's management. On behalf of the Directors and Members, I would like to thank Adan and his team for their contribution to the success of the Lodge over the past year. Members can show your appreciation by making a contribution to the Managers Christmas Gratuity fund.

Before each Winter Season, the Manager(s) provide us with a sample 14 day menu for approval, which is then posted on the website. If Members have any suggestions about food, please let us know.

The directors and members would like to send our regards to the family of Michael Oei on his passing during the season.

Finally, I would like to thank my fellow Directors, Louise Murray (Secretary), Bernard Roden (Treasurer), Steve Levett (Booking Officer) and Diana Wolf (Newsletter Editor) for their generous and enthusiastic commitment to the interests of the Lodge and its Members during the past year.

G Gleeson
Chairman