

VENUE MANAGEMENT SPECIALISTS

HOTEL & CLUB SERVICES PTY LTD

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HCS
HOTEL & CLUB
SPECIALISTS



CLUB
PARKVIEW

BURLEIGH

CSI Club Services Ipswich *for all*

CSI club southport

Gaythorne RSL

EAGLE
TAVERN

LIONS @springwood

CONTENTS

OUR SERVICES

PROJECT & FINANCIAL FUNDING SUPPORT -

OUR BUSINESS STRATEGY

ABOUT HCS

MANAGEMENT SERVICES

OUR VENUES

HCS MANAGEMENT SISTER COMPANIES



HCS
HOTEL & CLUB
SPECIALISTS

**WE TRANSFORM
LICENSED VENUES INTO
THRIVING PROFITABLE
COMMUNITY HUBS**

FULL SERVICE

PROJECT SUPPORT & CAPITAL FINANCE

HCS financially back themselves to achieve, when finance is no longer an option from traditional lenders.

HCS will finance personally the funds required to renovate, rebuild and replenish products, Gaming equipment & machines in order to once again establish your venue at the cutting edge of modern hospitality operations.

We offer Boards and Management a unique hospitality Management services partnership to help transform your venue into a thriving and profitable community hub.

**HOW WE
CAN HELP**

**WHAT WE
COVER
WITHIN
OUR
SERVICES**

FULL MANAGEMENT SOLUTIONS

Complete Senior Management Services of licensed venues, under Management Agreement- Covering *all the below* components.

GAMING STRATEGY & MANAGEMENT

Strategic advice, product support Purchasing & execution of gaming operations.

OPERATIONS SERVICES

Holistic operational support including food, beverage, HR & more, High level Group Buying Power and initiatives.

MARKETING & LOYALTY

Strategic marketing direction and loyalty support for your in-house team to execute.

FINANCIAL SERVICES

Complete off-site Senior Administration Services including - Financial Reporting - Cashflow, budgets and debt management.

CAPITAL PROJECT FUNDING

Providing Capital Funding for major refurbishments and or Gaming fleet upgrades, when finance via lending institutions not otherwise available.

DESIGN & CONSTRUCTION

Wide-ranging industry expertise & qualified professionals to transform your venue.

SPECIALTY PROJECT SUPPORT OR DEPARTMENT MANAGEMENT

NOT LOOKING FOR A FULL MANAGEMENT AGREEMENT - VENUE WIDE SOLUTION?

Just require -

Gaming Expertise, Buying and Strategic Gaming Management Services

We offer Specialist management services in specific areas, such as *Gaming and Product Strategy*, Operations, Supplier Management and or *Marketing and Loyalty*.

If you need the buying power to update your gaming fleet, HCS can facilitate under our buying group Management approach, once again providing the opportunity for your venue to remain competitive within your catchment with the latest product, services and offerings.

WE ARE NOT A CONSULTANCY COMPANY

We will engage, into our agreement, the venue's current management and work alongside them within the HCS structure or if no General Manager still with the venue, we will source an appropriate General Manager for your venue.

HCS will undertake *all senior management responsibilities* in association with our appointed HCS General Manager. These tasks include, but are not limited to:

- › Financial accounting
- › Production of all accounts
- › All creditor and debtor payments
- › Gaming
- › Marketing strategic management

This complete turn-key management approach, significantly reduces internal labour and management structure costs, while maximising financial operational efficiency and ensuring industry best-practice wage management.

Whether you require our full-time venue management or initially only need specialist support in critical areas, such as Gaming Management, Marketing, Loyalty, finance or design and construction, we have the proven ability to turn businesses around, transforming them into fast-growing, successful entities.

Taking advantage of our **group buying power**, we can decrease your venue's costs in areas such as gaming, liquor, food, utilities, and general supplies, while simultaneously implementing strategies to improve your operational efficiency. We are adept at driving increased revenue and profit.

Utilising our proprietary platform of enterprise reporting, we run financial forecasting and performance metrics, develop operational assessments, plan tailored marketing strategies, and provide performance measurements, all customised for your venue.



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ABOUT HCS

HCS was established by Ian Tregoning and Graham Hobbs. After acquiring the Hotel victor in South Australia in 1993, Ian and Graham went on to procure and redevelop several hotels throughout the state. Entering the Queensland market in the mid-90s, fast-forward to today and HCS now has freeholds, leaseholds and management agreements in place across both Queensland and South Australia, with 18 taverns, 6 clubs, numerous retail outlets and some 1,700 Gaming Machines under HCS management banner.

In Queensland, HCS has 6 clubs and 1 Tavern currently under management. These include LIONS@springwood, CSi Club Southport, Goodna Services Club, Gaythorne RSL, CSI Club Services Ipswich, Eagle Tavern and Club Burleigh.

MANAGING OVER 1,150 GAMING MACHINES IN QUEENSLAND ALONE, THESE OPERATIONS CURRENTLY GENERATE MORE THAN \$750 MILLION PER ANNUM IN GAMING REVENUE.



PARTNER WITH US

Unlike a standalone General Manager, the HCS management team has a wealth of specialist management, operations, finance and marketing experience, giving you quick accessibility to unprecedented industry expertise.

This means that your venue will not be locked into a *one-direction, one-dimensional GM approach*.

Instead, under HCS, you are recruiting a **UNITED TEAM** of proven general managers and senior managerial personnel, at a fraction of the price.

HCS Group Managers are *actively involved with each of our venues daily* - reviewing, testing and refining our strategies to ensure the successful delivery on all venue management outcomes.

We also provide General Manager relief during periods of sickness, holidays, or while the venue is in transition between General Managers, ensuring your venue is never without senior management.

Reporting to your Board is an integral element of our service, ensuring that your venue's General Manager is accompanied, in person, by our HCS Group Managers each month to provide a fully comprehensive business review. This provides the board with direct access to all four senior executive managers monthly to assess, review and refine the business performance.

We pride ourselves on our collaborative approach, giving our venues all the support and assistance that is needed to grow, thrive and prosper.



GAMING STRATEGY AND PRODUCT MANAGEMENT

Gaming strategy and product management are vital to the success of any venue.

HCS provides invaluable strategic advice ensuring your venue acquire the correct product to meet the needs of your demographics. At the same time, ensuring that your gaming floor flows appropriately to maximise net revenue for every machine by best possible positioning.

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INDEPENDENT STRATEGIC PLANNING

The planning, execution and development of a successful gaming floor is dependent on finding and maintaining the right balance.

By developing a strategic plan tailored for your venue, HCS ensure that you have the right mix between maximising revenue and space, directing the flow of players through the gaming floor to easily find their favourite machine, highlighting new or favourable win rate products and making sure that guests feel safe and comfortable at your venue.

VENUE REVIEW, EVALUATION, AND ANALYSIS

HCS provides a continuous review and analysis service for each product and game in your venue. We also provide you with an assessment of the gaming floor in its entirety.

This is essential to ensure that your venue keeps abreast of market trends and continuously explores new opportunities to maximise machine profitability.

HCS GROUP BUYING POWER - YOUR ADVANTAGE

HCS has the ability to consolidate planning and strategy for over 1,700 machines nationwide, between six clubs and 18 hotels throughout both Queensland and South Australia.

This strengthens our position due to *purchasing many million dollars worth of machines annually* which enables our team to negotiate attractive national pricing with all gaming machine providers.

For example, in a 200-machine venue, we are capable of delivering annual savings of generally around 50% of invoice costs and expenditure associated with a stand-alone venue.

Recommending a 20 per cent fleet upgrade per annum, (or around \$4k per machine per annum) we are often able to negotiate with manufacturers to get ongoing game changes and upgrades at zero to minimal cost or with a considerable discount, even outside of warranty periods.

This ensures that you not only have the best available product from all manufacturers, but you also get your machines changed or upgraded at any time required, with minimal cash impact on your venue.

OPERATIONS

Our QLD Group Operations Manager oversees all operations across all HCS managed venues.

This includes food and beverage, *negotiating with suppliers*, human resource management, labour and cost management, as well as developing all policies and procedures.



ACHIEVING AN INCREASED GROSS PROFIT

By negotiating prices with suppliers across all venues for food and beverage, our Group Operations Manager can assist your General Manager to accomplish a higher gross profit.

Because HCS purchase a larger volume of product nationally, each venue can offer sharp prices to members and guests, which then returns an encouraging gross profit. This, in turn, drives gaming revenue, along with food revenue, where food is a distinct point of difference between HCS managed venues and stand-alone venues in each of our competitor catchments.

HUMAN RESOURCE MANAGEMENT

Our Group Operations Manager works closely with your General Manager to ensure your venue's human resources are efficiently managed. We also offer strategic guidance on how to lead teams within your venue effectively.

Engaging HCS to manage your human resources eliminates the requirement to employ a human resource team at your venue, saving you many thousands of dollars. With our Group Operations Manager guiding your General Managers in HR best practice, we offer specialist advice on team structures, reward and recognition, disciplinary action procedures, industrial relations issues and training and development for staff.

THE ADVANTAGE OF OPERATING UNDER HCS BUYING AGREEMENTS

Whether you are setting up a new club or fully renovating an existing venue, operating under HCS buying agreements will likely save your venue the first two years in management fees alone before your club even begins operating or recommences full trading after a major overhaul.

Engaging HCS gives you access to our cost-efficient structure, ensuring that your venue operates at best industry wage management levels. This is because you will no longer need to pay for all the expensive department heads.

GUIDING YOUR POLICIES AND PROCEDURES TO ENSURE THE BEST OPERATIONAL STANDARD

Our Group Operations Manager works with you to develop effective policies and procedures for your venue, also ensuring that they are being adhered to.

HCS also make sure that your General Manager is well-informed of their responsibilities both within their immediate teams, regarding their Board of Directors, and concerning external issues such as anti-money laundering, counterterrorism and all other legislative changes.

MARKETING & LOYALTY



In this highly legislated and competitive industry, our *Group Activation Manager's* role is to lead and manage your Promotions and Marketing Managers/Coordinators, helping them to develop appropriate campaigns and execute the campaign from beginning to end including communications planning.

CREATING VENUE EFFICIENCY THROUGH OUR SHARED MARKETING SERVICES

HCS provide our marketing expertise as a shared service amongst multiple venues, many of whom experience similar challenges such as seasonal impacts (e.g. tax time, school holidays, Christmas). We collaborate and share marketing concepts, creative concepts, and align communications, which significantly reduces each venue's marketing costs.

Our Group Activations Manager has an exceptional knowledge of all associated acts, legislation and various codes of conduct, as well as a deep understanding of player behaviour. Possessing strong analytical skills, HCS provides each of our venues with valuable insights, enabling us to develop well-considered strategies to further increase active membership, boost individual player value and create more loyalty for your venue.

DEVELOPING INTELLIGENT MARKETING STRATEGIES BASED ON PLAYER BEHAVIOUR

By understanding the behaviour of players, how often they visit, how long they spend at your venue, and their value to your business, our *Group Activations Manager* develops effective marketing strategies that correspond to your overall business objectives, including turnover, revenue and EBITDARD.

WE ANALYSE THE DATA TO GIVE YOU KEY MEMBER INSIGHTS

Data analysis is key to understanding members and finding the pockets of opportunity at your venue. By determining player visit and spend behaviour, our Group Activations Manager assists you to communicate with each and every patron of your venue effectively.

From providing food and beverage offers at the right time, through to sending targeted offers to existing players and sourcing potential players through promotions, we use data modelling that is beyond basic tier segmentation or demographic breakdowns.

More than merely providing numbers on a page, our analytics provide insights that help you to forward plan and develop marketing campaigns tailored for various database segments, which allows us to use your budgeted AEMP more effectively.

GETTING THE MOST OUT OF YOUR AEMP SPEND

Effective Advertising, Entertainment Marketing Promotions (AEMP) spend is essential and we see many venues who overspend in this area in an attempt to buy short-term market share. HCS works together with you on longer-term goals to ensure that members visit the property more often over time and increase their share of wallet with your venue, instead of spending with your competitor.

FINANCIAL SERVICES

We provide specialist financial management services to grow your profitability

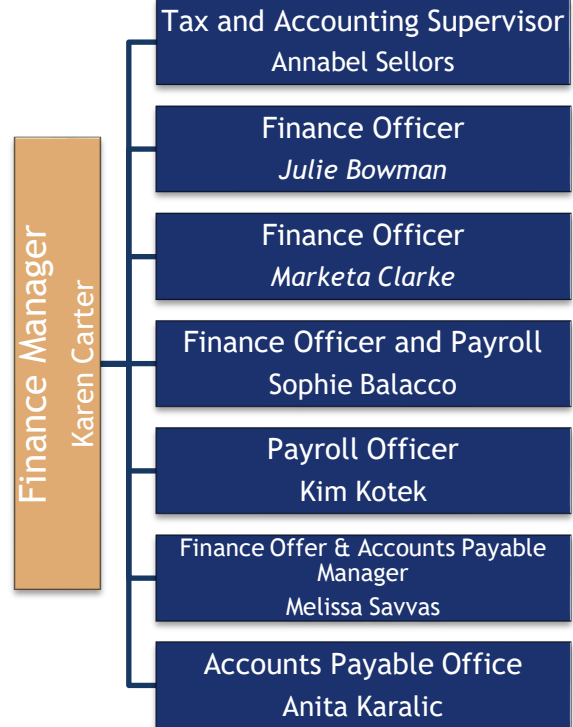


ADMINISTRATION & FINANCIAL SUPPORT

With a team of CPA qualified accountants and full administration support, our Group Financial Manager, manages all facets of your venue's financial requirements.

From budget development and revenue through to debt management, detailed weekly cash flow management reports, depreciation schedules and ATO/BAS reporting, we keep your finances on track to ensure the successful operation of your venue.

The only financial/administration requirement for your venue will be for a team member to correctly code invoices which are then processed and paid by HCS, again saving on an expensive in-house administration team.



CAPTIAL PROJECT FINANCE

A lack of access to Capital Funding can often leave venues falling behind. The ability to reinvest back into the facility and product ensures venues will remain competitive in the market and provide financial stability and opportunities for growth.



ACCESS TO CAPITAL FUNDING

One of the biggest challenges facing venues is the ability to access Capital Funding due to limiting constraints, whether it be from;

- Limitations to borrowing capacity
- Cash poor / asset rich
- Lack of property / asset ownership

HCS can assist venues with ability to fund capital funding even if traditional lenders are reluctant to support through non-recourse loans.

Venues who present opportunity for growth but are struggling to remain competitive, due to requiring facility upgrades, an updated gaming fleet offering, or managerial support are ideal candidates for HCS capital support.

As we enter the new Post Covid normal, and with Queen`s Wharf looming large. Many financiers are limiting access to funds.

HCS can be the financial lender you may require, to ensure you don't continue losing market share and members.

We back ourselves to the point of offering Non-recourse loans.

FINANCIAL SUPPORT OUTCOMES

Through HCS financial support, venues who have lost their competitive edge are able to reinvest back into their core product and deliver better outcomes for their members.

Additional funding has often been utilised for key projects such as:

- Venue refurbishments
- Fixtures, Fittings & Equipment (FFE) upgrades
- Gaming fleet upgrades & management
- Development of a Master Plan

The outcomes for venues who have access to Capital Funding means they can increase their short-term commercial viability and provide further opportunities for growth.

The key to success is ensuring that capital investment is not further delayed to minimise the risks of permanent impacts.

If you need funds, and know renovating, and growing your gaming operations will ensure your future, HCS can provide that financial lending and Management Support services.

DESIGN & CONSTRUCTION

HCS
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SPECIALISTS

We provide specialist design and construction services to transform your venue.

BUILDING & DEVELOPMENT SPECIALISTS

Covering a diverse array of hospitality construction, from:

- Hotels & Taverns,
- Licensed Clubs ,
- Hotel Accommodation facilities
- Through to Living Choice Retirement Group projects,
- Our design and construction division has extensive industry expertise in all areas of building and development.

Led by our Craig Eyles Head of Design & Architecture, our expert team comprises 11 full-time architects, town planners, and interior designers.

Working closely with our National Project and Construction Manager, the depth of experience and diversity of design options available to your venue via HCS Management is second to none.

If finance is a concern and traditional lenders won't back you, HCS will back itself and finance projects with non-recourse loans to ensure the financial security of the venues and the membership.

We have complete confidence in our ability and will financially back ourselves and wear and associated financial risk due to this.



Living Choice and EDP Hotels are proud of their in-house workforce comprising many long-serving employees with a diverse range of skill sets, including design, construction, management, marketing, sales, operations, administrative and IT teams. The design and construction team currently includes a head designer, 8 architects, a 3D artist and support staff. Together they play an important role in shaping the built form to a very high standard.



Ian Tregoning – Director Living Choice, EDP Hotels, Hotel & Club Services
Director Ian Tregoning is intimately involved with the design of all Living Choice and EDP Hotels developments. He is passionate about design and works closely with Head of Design, Craig Eyles and National Project Manager, Leigh Buckton, to ensure all projects are not only delivered on time but exceed the expectations of the end users. Ian has degrees in Economics and Honours Arts and a Graduate Diploma in Property Development. He is also the owner of the iconic Adelaide business, Treg Trailers.



Leigh Buckton – National Project Manager
33 years of experience as a Project Manager/Estimator/Scheduler, having had exposure to a wide range of engineering and building construction works. Apart from completing numerous villas, apartments, leisure centres and outdoor facilities for Living Choice, he has built over 70 new and refurbished hotels and four Aged Care Residences. He has demonstrated his ability to successfully deliver complex projects on time and within budget, from design through to commissioning, including the award-winning Lions Club Springwood and Living Choice Fullarton. Leigh is in daily contact with the Construction Managers in QLD, SA and NSW, where projects are currently underway.



Craig Eyles – Head of Design
32 years of experience as a lead designer working with several significant architectural firms in South Australia and on the Eastern Seaboard. Craig has worked directly with the directors of Living Choice and EDP Hotels for the past 18 years, completing multiple residential single and multi-level developments, commercial, sporting, retail and hospitality, including clubs and hotels. Craig manages the in-house design team which currently comprises eight architects.

OUR QLD VENUES

LIONS@SPRINGWOOD

CLUB PARKVIEW

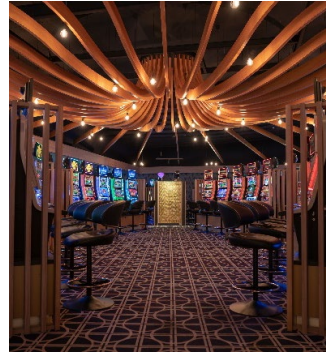
CSI CLUB SOUTHPORT

CSI CLUB SERVICES IPSWICH

GAYTHORNE RSL

CLUB BURLEIGH

EAGLE TAVERN



LIONS@SPRINGWOOD

In 2008 Brisbane Lions approached HCS to find a suitable site to maximise the return from a new social club. Springwood region was selected, and an application submitted to OLGR for a 200-machine gaming licence.

HCS was contracted to undertake the full design and construction of the facility, while also project managing the build and then entered into a Management Agreement to manage all aspects of the business on behalf of the Brisbane Lions, allowing them to focus solely on football operations.

Since opening in November 2010, the club has become one of Queensland's most successful venues, currently has over 140,000 social members and is regarded as the best AFL Social Club in Australia.

In 2017 the Lions Football Board in association with HCS commenced a comprehensive masterplan design to take the Lions social club into 2020 and beyond.

Lions@Springwood has already delivered more than *\$24 million in clear Bottom line Net profits to the Brisbane Lions AFL football club*. The masterplan facility (Stage one now complete, with over 13% year on year growth), will establish and ensure a solid and profitable ongoing cash flow for the football club into the next decade and beyond.

COMMUNITY INVOLVEMENT

The Lions is a proud supporter of its local community. Partnering with Brisbane Lions and Logan City Council, under the Logan Sports Development Program, up to \$20,000 will be delivered to 20 junior sporting clubs in Logan.

In addition, the partnership has provided \$450,000 in travel assistance for local sportspeople, helping them to achieve their sporting goals and dreams.



CLUB PARKVIEW

Formally known as Goodna Services Club, located in the City of Ipswich, Goodna Services Club offers a range of community-centric facilities including bar and dining, live entertainment, function room, gaming lounge (including 212 poker machines).

In 2002 an approach was made to HCS by Goodna to save the club from inevitable closure. The Club was trading while insolvent. The Goodna Board saw HCS as its only chance for survival; HCS purchased the freehold title and cleared all outstanding debts.

The Club implemented a lease-back arrangement, and additionally, HCS loaned the Club sufficient funds on an unsecured basis to renovate the venue and update the gaming fleet. Within three months under HCS management, the venue was producing profits again. Within two years, all debts and all refurbishment loans had been repaid in full to HCS.

In 2011 the Club was hit with devastating floods, which inundated the premises to the roof of the third level. The structure alone barely survived, causing the business to lose everything (the premises had been unable to be insured due to its location). Fortunately, the Club had some accrued profits, and with the assistance of bank finance and HCS, re-building began.

18 months on in July 2012 the all-new Goodna Services Club re-opened for business after trading in a temporary venue for 12 months. Goodna was again powering ahead and has continued to do so to this day. When the COVID-19 pandemic closed the Club in March 2020, a gaming floor renovation took place.

Gaming machines were spaced out to allow for social distancing; the new carpet was laid throughout with new privacy screens and new gaming chairs installed. The restaurant was also re-carpeted—all financed by HCS on behalf of the Club.

In February of 2022, the Club was hit again with devastating floods, which have resulted in a full venue renovation and relaunch, due to open mid December 2022. The Club launched a temporary site within 6 weeks of the floods to ensure they kept employees employed.



WHAT WE DID AT THE TEMPORARY SITE

In 6 Weeks - a new site was created from scratch; this allowed nearly all employee's jobs to be saved & livelihoods maintained.

While STILL DELIVERING over \$80k Net profit monthly while the main site was redesigned and rebuilt.

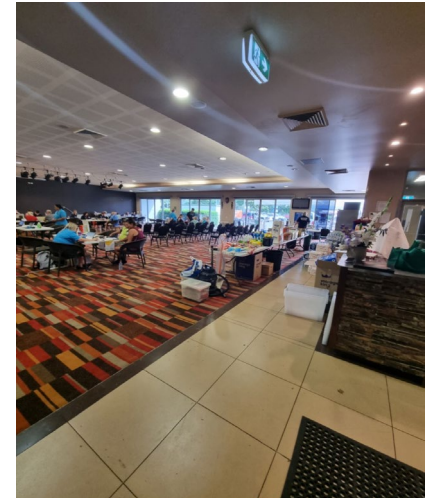


HOW THE TEMPORARY SITE STARTED

From this -



To New temp
Gaming and Dining
Room in 6 Weeks



GAYTHORNE RSL

Offering a myriad of club services, Gaythorne RSL features dining and bar facilities, live entertainment, club activities, functions, gaming room (including 130 poker machines) and bottle shop.

In late 2008 HCS was approached by the Gaythorne RSL Board and asked to submit a plan for saving the financially struggling Club. At that stage, the Club was in a similar financial situation as that experienced at Goodna in 2002.

On 1 February 2009, HCS purchased the freehold and entered a management agreement. HCS loaned the Club \$2 million in addition to renovate the premises and to purchase new gaming machines.

In its third month, the Club reversed the trend of loss to become profitable. The financials quickly showed an excellent profit (after paying management fees, rent and interest on the loan).

In January 2009 the Club had approximately 12,000 members. Within two years, the Club had 50,000 members, increasing by approximately 1,000 members per month.

The loan from HCS was repaid fully in 2012, and the Club continues to perform strongly.

Over recent years this has included acquiring additional properties and undergoing further self-funded redevelopments and community welfare and services projects in the pipeline.

The Board is also now looking at the future and designing their future Club with an intensive Master Planning approach.



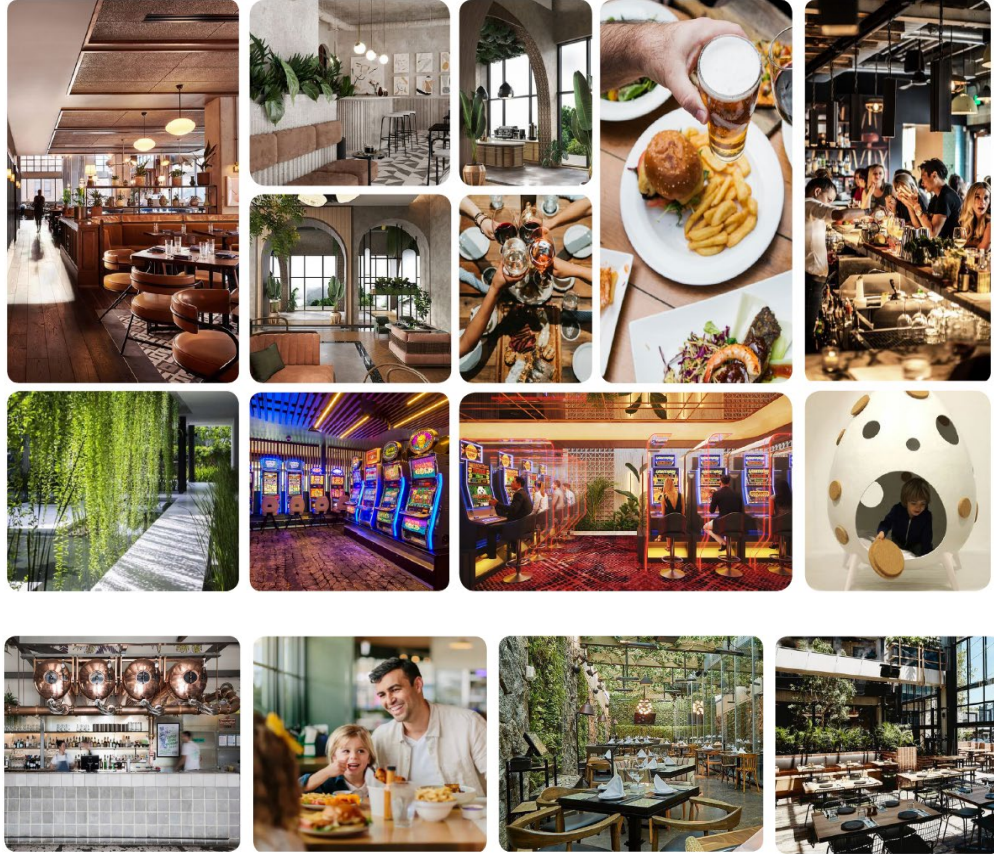
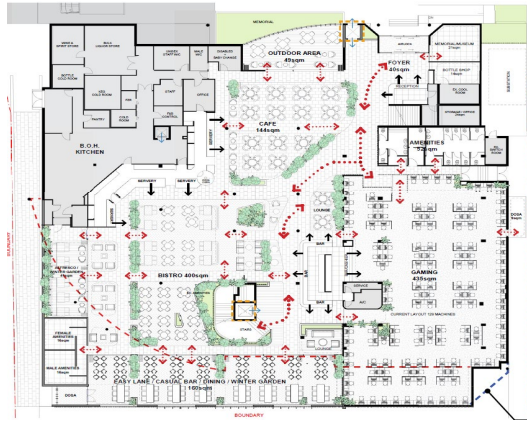
GAYTHORNE RSL

Gaythorne RSL is currently undergoing planning for a Multistage \$8 million dollar Masterplan Redevelopment, set to begin end of 2023.

The renovations will be completed in 3 stages, which include an expansion of the existing building as well as expanding our outside carpark area.

The completed venue will include a brand new café area, alfresco dining area and 130 state of the art gaming machines.

STAGE 2



CSI CLUB SOUTHPORT

Located in the heart of the Southport CBD, CSi Club Southport features three bars and a café, and offers a range of services from live entertainment to functions, a gaming room (including 265 poker machines) and a bottle shop.

Formerly *Southport Workers Club* - In late 2012 the Club found itself in massive debt to the tune of \$4 million, it was in a dire situation and with the bank closing in, something had to happen.

After a series of crisis meetings with all stakeholders, the Club had decided to examine options to continue trading. It was quite clear the Club was not in a position to trade its way out of the situation it was in without a significant change. It had just recorded its fourth consecutive loss adding up to a total trading loss over this time of almost \$2.3 million. The options available to them were slim, going into administration or searching for a business partner to assist the Club out of trouble. After a tender process, the Club decided on HCS to move forward with stabilising the business.

The agreement was the Club sold the real estate on a lease-back arrangement and entered into a management agreement with HCS with the offer of clearing all debt and providing an additional \$2 million unsecured loan to help refurbish the Club and set about modernising the aging gaming fleet which all occurred in late 2013.

Under HCS Management, the Club quickly stemmed the haemorrhaging and turned the business around.

By 2015 in just two short years, the Club was delivering net profits approaching a million dollars, a staggering turnaround after 6 years of trading losses totalling approximately \$5 million. Profits continued to grow, and by 2017 only 5 years on from facing closure, CSI Southport was able to undertake a massive \$5.5 Million stage two redevelopment. This additional redevelopment is now delivering well over \$3 million in annual Net profits

The Club is currently going through a new \$6.5 million dollar renovations which is being done in 3 stages to ensure the club can continue trade. This will help with ensuring the venue adapted and grows within the community for many more years to come.



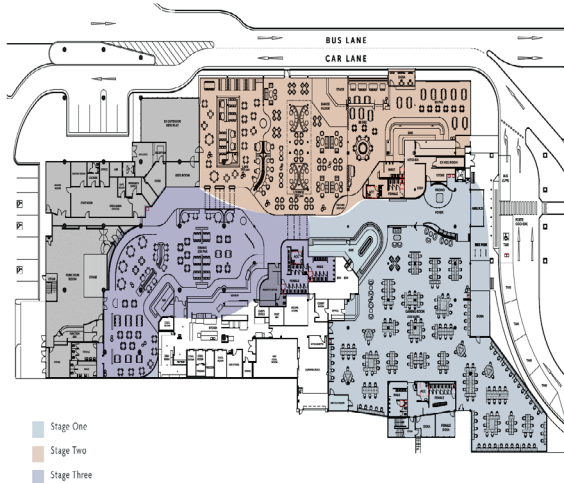
CSi
club
southport



CSI CLUB SOUTHPORT

Following a \$5 Million redevelopment in 2018, CSI Southport is now again debt free and with \$4 Million cash in the bank.

Less than 4 years on they have now embarked on a state of the art \$6.5 million dollar Gaming room renovation, that will be the envy of the Gold Coast



CSI CLUB IPSWICH

CSI Club Services Ipswich offers a broad range of services, including dining and bar facilities, live entertainment, club activities, functions, a gaming room (including 200 poker machines) and a bottle shop.

In January 2016, HCS was approached by the then Ipswich RSL Board, who were, after 9 consecutive years of significant trading losses facing closing the Club within days.

HCS negotiated the real estate purchase and provided a lease-back opportunity to the Club.

- An **additional 8 Million dollars** was invested by HCS on an unsecured basis, at zero risk to the Sub Branch, to redesign and rebuild a new facility, including expanding gaming from an old, outdated 90-machine venue to a state-of-the-art state art 200-machine club.

With redevelopment completed in 2017, in less than 2 short years, the Club was making **million-dollar profits** and EBITDARD Profits well above 22%, but also delivering donations and support financially to its two Sub Branches & multiple Community Groups.

- In 2019 CSI Ipswich was awarded **Queensland's Best RSL Club at the Queensland Club** of the year awards only three years from closure.
- In 2021 our HCS General Manager also was recognised as **Queensland Club Manager of the year**.
- In 2022 our HCS General Manager was also recognised as **The City of Ipswich's Business Person of the Year**.

CSI Ipswich is now fully funded by the CBA bank. The same bank wouldn't consider finance only a few years ago and was ready to foreclose on the property. The club is now in discussions regarding the second phase of the Master Plan development expansion so successful has the facility rebirth been.



CSI *for all*



CLUB BURLEIGH

On the 1st of July 2016, HCS implemented a management agreement with Club Burleigh, a newly licenced facility on the southern end of the gold coast beach strip. After less than 18 months of trading, Club Burleigh was within days of closure, following losses of over \$2 Million in its first year of trading as a stand-alone operation and a debt approaching \$7 Million from its start-up.

A New Management agreement was negotiated. Significant funds were loaned to pay out an exhaustive list of creditors, leaving HCS Management the enormous task of undertaking a comprehensive business restructure. This saw an incredible immediate turnaround in business performance and revenue growth.

Club Burleigh is now recognised as the home of the famous Burleigh Boardriders and has established itself as a great local place to watch live sports while enjoying great food and service.

COMMUNITY INVOLVEMENT

Club Burleigh is the home of the famous Burleigh Boardriders and the Burleigh Hockey club. It is an active supporter of multiple charities within the area, such as the Pink Ribbon Breast Cancer Foundation.

Club Burleigh also proudly provides a safe and welcoming environment for locals and visitors to gather with friends, family and colleagues. They also invite business associations and community groups to meet there.

Working closely with schools and other community groups, Club Burleigh consistently identifies opportunities to support local needs through the Club B Community Grants Program. They also work closely with local high schools, offering school-based hospitality traineeships for students.



CLUB BURLEIGH



EAGLE TAVERN

In 1982 the construction commenced of the previously known Twin Rivers Tavern. It opened in December 1983, and by April 1984 the tavern was auctioned to cover the \$4 million in debts incurred by its builder. It was purchased by the Beenleigh Rum Distillery, so it could procure the liquor licence to utilise at Moran's Wharf on the Albert River. It was again auctioned in March 1985 without the licence.

In the late 1990's - early 2000's fire destroyed the original building with the now known Eagle Tavern opening soon after in its current location.

Located in Eagleby, Eagle Tavern offers a range of hospitality and entertainment services, from bar and dining facilities to live entertainment, function rooms, gaming lounge (including 40 poker machines) and a Drive thru bottle shop & 3 highly successful retail liquor shops.

Eagle Tavern has thrived over the past 20 years, has established itself as the region's venue of choice.

The Eagle Tavern is the standout in Eagleby for all your food, beverage and entertainment needs.

This year alone the tavern has grown 20% over its current year budget.

The tavern is now in the midst of a major expansion program to keep up with its incredible growth, to incorporate Function, accommodation and housing options across the site.



HCS

HOTEL & CLUB
SPECIALISTS



EDP HOTELS



LIVING CHOICE
RETIREMENT VILLAGES



LIVING CHOICE
RESIDENTIAL
COMMUNITIES



SISTER
COMPANIES

EDP HOTELS



EDP Hotels (formerly Eureka Hotel Group) is a proudly South Australian-owned and operated business. Established in 1993, EDP Hotels operates **17 licensed venues** and **10 retail liquor outlets** across South Australia.

EDP Hotels offers exciting venues and does not compromise on the facilities provided to the most important people in our venues, our customers. Our facilities are designed to be user-friendly to staff and are always at the leading edge of technology.

The most recent project for Ian and Graham with EDP Hotels is the **\$45m redevelopment of Bridgeport Hotel at Murray Bridge SA.**

The development features a modern six-story Hotel building with a contemporary exterior complemented by an inspired organic interior. The development's centrepiece is 100 high-quality suite rooms drawing in guests from around the globe. Guest facilities include an infinity pool, bar, gymnasium, and dedicated undercroft car parking.

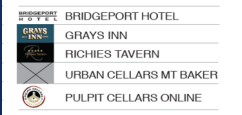
The Hotel's ground floor features a sports bar, lounge bar, Three dining/function areas, a gaming lounge, an alfresco bar and seating areas. The first floor houses a dedicated conference room designed to cater for large-scale events and functions.

The owners of EDP Hotels, Graham Hobbs and Ian Tregoning believe that "Murray Bridge has been long overdue for high-quality accommodation which will act as a springboard for local tourism. The Bend, Monarto Zoo, golf, horse racing and all forms of River activities now benefit enormously from the Bridgeport Hotel redevelopment. Tourism in S.A. now has a new focal point in the Murray Bridge region, helping all local businesses to flourish."



The Bridgeport Hotel has become an iconic landmark venue on the River at Murray Bridge SA.

The hotel now employs more than 140+ staff.





BRIDGEPORT HOTEL

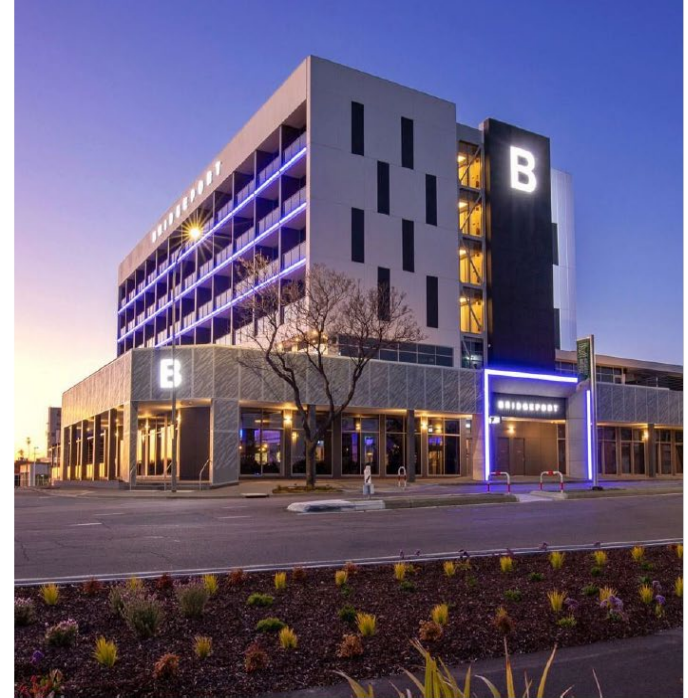
Bridgeport Hotel at Murray Bridge in South Australia was 11 years in the planning and redevelopment and earned nationally recognised accolades within the first 6 months of opening.

In October 2021, Bridgeport Hotel was named the “Best Overall Hotel” at the Australian Hotel Association South Australian Awards in 2021 and on February 2022 was awarded one of the most prestigious awards in the Australian hospitality Industry, “Overall Hotel of the Year - Regional”.

More than 120 local jobs were created along with ongoing support for regional produce and tourism across the Murrayland.

The General Manager of The Bridgeport, Mary-Lou Corcoran said her focus in hiring was supporting the local community.

“This award has ongoing outcomes for the entire Murraylands region with so many local people give the opportunity of employment. Also, the local business who support The Bridgeport will now have more opportunity to flourish.”





As the owners of **13 Premium retirement villages** in three states, 18 hotels in SA and Qld and two exceptional **Residential development communities** at Sunshine Coast, Graham Hobbs, and Ian Tregoning are well placed to deliver further prestigious developments in the future.

These include the **\$200 Million Living Choice Parkwood**, a golf resort retirement village on the Gold Coast.

Living Choice has expanded its portfolio to include more than **1,800 completed independent living apartments and villas** (with many more under construction) spanning **13 sites** in NSW, Qld & SA.

Recently Ian & Graham have also launched **Living Choice Residential Communities** on the Sunshine Coast.

This includes several hundred architecturally designed and constructed houses and apartments at Sunshine Cove.

Additionally, a fully Integrated master-planned community called **Flame Tree Rise** comprising 950 lots encompassing 2 schools and other community facility, at Palmview on the Sunshine Coast.





Living Choice Parkwood
GOLD COAST, QUEENSLAND

IN BRIEF

- Retirement village apartments overlooking Parkwood Golf Course
- Located within The Club at Parkwood Village precinct with numerous dining, entertainment, sporting and wellness facilities
- 200 premium apartments, ranging from 1-bedroom to 3-bedroom + media room, ultra-luxurious penthouses
- Bowling green, pickleball courts, tennis court, indoor heated pool, outdoor BBQ area plus easy access to golf course



LIVING CHOICE RESIDENTIAL COMMUNITIES

Flame Tree Rise
PALMVIEW

IN BRIEF

- Elevate your lifestyle at the Sunshine Coast's best located new master-planned community comprising approximately 950 lots
- Easy access to schools, the Sunshine Coast University, shops, the Sunshine Motorway and the Sunshine Coast University Hospitals
- 10ha Regional Park, bikeways and a 60ha pristine Conservation Reserve
- Two new schools – one public and one private
- Council approvals currently being sought



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