



**December 2017 to November 2018
ANNUAL REPORT**

2 HHH FM Limited

Our mission

Our mission is to be the Hornsby Ku-ring-gai's radio station of choice.

Our vision

To be the community radio station that gives a force to the diverse individuals and organisations that make up the Hornsby and Ku Ring Gai community.

Our History

Triple H 100.1 FM went to air officially in July of 2001 after three very successful test broadcasts that left the community wanting more.

After 17 years of operation 2 HHH FM Limited operating as Triple H FM still remains one of Hornsby and Ku Ring Gai's hidden Gems.

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ABOUT US

Triple H 100.1 FM strives to keep the Hornsby Ku-ring-gai community informed about a variety of issues and topics including:

- Hornsby Ku-ring-gai current affairs, news, and general information about the community.
- Ethnic affairs and minority groups including ethnic language broadcasts.
- Educational programs with special emphasis on local issues and interests.
- Local Australian music.
- Local religious affairs.
- Local tourism news and features.
- Disability interests, issues, and information including programs for the disabled by the disabled.
- Local sporting news and interests, like our live Sunday broadcasts.
- Information and events for local community organisations.
- Local Council services.
- Local health services.
- Local politics.

OUR PEOPLE

Patron

Vacant

Board members

Name	Position	Dates acted (if not for whole year)	Reason
Brendan Dahill	Chairman		
Stephen Holland	Director and Company Secretary		
Adrienne McLean	Director		
Christine Kay	Director	From May 2018	Board Appointed
Mahmoud Kargar	Director	to June 2018	External Commitments
Mark Melli	Director	To June 2018	External Commitments
Nahid Attalla	Director	to June 2018	Personal Reasons
Hugh Mulgrew	Director	to August 2018	Personal Reasons

Employees

Name	Position
Rick Dunlop	Station Manager
Robin Harms	Producer
Wayne Dungey	Sales

Volunteers

Name	Position
Neil Ashworth	Treasurer
Richard Dawes	A/c's Receivable
Sara Amini -	A/c's Receivable

Membership Committee

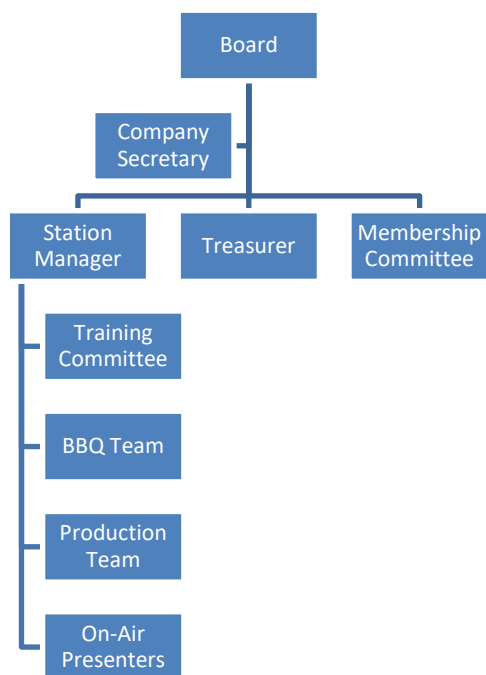
Name	Position
Stephen Holland	Board Representative, Member Elected
Mary Wilson	Member Elected (unopposed)
Shamal Tennakoon	Member Elected (unopposed)
Stuart White	Member Elected (unopposed)

SECTION 2

GOVERNANCE

STRUCTURE & MANAGEMENT

2 HHH FM Limited is registered with the Australian Securities and Investments Commission (ASIC) as a Company Limited by Guarantee.



CHAIRMAN'S REPORT

Brendan Dahill

The Board set out to achieve 4 Key Strategic Objectives this year:

1. Financial Sustainability
2. Programme Quality
3. Community and Stakeholder Engagement; and,
4. Governance

Financial Sustainability

Three of our revenue sources were up in excess of 40% on last financial year. With Fundraising remaining steady year on year. Presenter fees are down slightly.

Breakfast and Drive presenters are not required to pay presenter fees, in exchange for station control of their slot. The exception being StreetBeat, and those programs with sponsors.

The year started with the provision of compute infrastructure by Lenovo with a value in excess of \$15,000.

We also received grants from the Community Broadcasting Foundation (CBF) for:

- Specialist Broadcasting (Non-English-Speaking Programmes).
- Part-time Audio engineer.

In the last quarter leading up to the Annual General Meeting, the Board made the decision to professionalise the Sales of Sponsorship. Relationships have been entered into with:

- Blue Rock Communications
- Adelphi Printer (publisher of The Monthly Chronicle)

The addition of a commission-only dedicated salesperson, in the last 6 weeks, has enabled Triple H to close a number of outstanding deals, reengage with a number of previous sponsors, and greatly improve our sales performance across the License Area and beyond.

For further information on the Financial Status read the Treasurer's Report in Section 3.

Programme Quality

In the latest survey the research by CBAA highlights that Community Broadcasting has its largest listening audience on record.

The Station Manager was tasked by the board to improve listener engagement, programme sound and have the right programmes in the right place in the grid. This has led to some changes in programming over the year.

These changes to programming have increased sponsorship revenue, as more Sponsors want to associate their brand with Triple H.

Community and Stakeholder Engagement

The year started with the Battle of the Bands and will end with a Bunnings BBQ at Thornleigh.

Triple H engaged with the community through many events such as:

- Battle of the Bands
- Anzac Day OB
- Sydney Grade Cricket T20
- Ongoing of Grade Rugby League
- Coverage of the Minor games of the Rugby League World Cup
- International Women's and Men's Days
- 3 Bunnings BBQ's

- 100th Anniversary of wireless broadcasting between England and Australia
- Presenters promoted many community events on air or via Community Services Announcements
- And much more.

The introduction of the Membership Works platform to enable members to quickly and easily signup and renew their membership with Triple H will improve membership engagement over the coming years.

Governance

A review of the existing Constitution was conducted, resulting in a number of recommendations. These recommendations were discussed at the September Members Meetup, where it was agreed a review of our Corporate Structure should be undertaken by the incoming Board.

Priorities for the coming year

The incoming Board needs to continue the focus on:

- Financial Sustainability; and,
- Programme Quality

Other imperatives include:

- License Renewal
- Improve our member engagement
- Increasing member numbers
- Relocation

Brendan

Brendan Dahill
Chairman
2 HHH FM Limited

TREASURER'S REPORT

Neil Ashworth
Treasurer

The accounts team has doubled in size this year with the assistance of Richard Dawes who has initially taken responsibility for the Accounts Receivable function including liaising with the sponsorship team. The previous volunteer Sara had a second child and hasn't found the time to return yet. She is missed.

All members are entitled to view the accounts of Triple H on request. If you would like access to the Xero system on line in a read only capacity, just email me.

The detailed Profit and Loss and Balance Sheet reports follow. In summary:

- Grant admin and production was up 46%
- Net fundraising was steady at about \$8,000
- Membership was up 40%
- Sponsorship was up 42%
- Presenter fees were down 6%

Expenses overall were down 6.5% adjusting for asset revaluation.

Our underlying result was a loss of \$4706.39. The book entry for the Lenovo computers distorts the result.

Notes:

1. Grants. The line in the income section called "Grant Admin and production" is the amount of the grants that accrues to Triple H.
2. Asset revaluation consists mostly of the acquisition of Lenovo computers and accessories in exchange for on air spots.
3. Bank charges are up which reflects the almost total move to online processing of transactions through transfers, Xero, Stripe and the RWS services. We pay a small charge to the website provider for each transaction through the site. One of the consequences of this is the lack of petty cash. The other positive consequence is the sharp decrease in time taken to process transactions.

Neil Ashworth/Richard Dawes
26/9/18
accounts@triplehfm.com.au

Balance Sheet

2 HHH FM Limited As at 30 June 2018 Cash Basis

	30 JUN 2018	30 JUN 2017	30 JUN 2016
Assets			
Bank			
Cheque 2 HHH FM Limited	5,785.15	746.73	7,496.94
Grant Account	620.13	6,115.59	3,272.10
Load and Go	450.01	450.57	418.86
Paypal	57.54	95.90	-
Paypal AUD	-	-	19.18
Petty Cash	-	21.97	165.00
Suspense Account	99.00	-	-
Total Bank	7,011.83	7,430.76	11,372.08
Current Assets			
Accounts Receivable New	(171.44)	(267.22)	(80.00)
Accounts Receivable Original	(221.38)	-	-
Bond Deposit	1,526.00	1,526.00	1,526.00
Undeposited Funds	-	-	55.00
Total Current Assets	1,133.18	1,258.78	1,501.00
Fixed Assets			
Property, Plant & Equipment:Plant & Equipment at cost	92,574.94	77,042.81	63,964.23
Property, Plant & Equipment:PP&E Accumulated Depreciation	(77,561.57)	(74,030.16)	(54,802.20)
Property, Plant & Equipment:Software & Licenses	0.68	0.68	0.68
Total Fixed Assets	15,014.05	3,013.33	9,162.71
Total Assets	23,159.06	11,702.87	22,035.79
Liabilities			
Current Liabilities			
Accounts Payable New	-	(0.09)	(7.20)
GST	1,328.57	669.00	887.11
John Lee Scholarship Program	7,107.50	7,147.50	7,647.50
Petty Cash	10.82	-	-
Rounding	4.87	4.90	-
Tax Payable:Tax Liabiliy BR Fwd	-	-	1,458.66
Total Current Liabilities	8,451.76	7,821.31	9,986.07
Non-current Liabilities			
Denis Jenkins loan	-	-	46,480.96
Don McNicol Loan	-	-	44,800.00
Key deposit	(497.77)	(497.77)	(543.22)
Total Non-current Liabilities	(497.77)	(497.77)	90,737.74
Total Liabilities	7,953.99	7,323.54	100,723.81

Balance Sheet

	30 JUN 2018	30 JUN 2017	30 JUN 2016
Net Assets	15,205.07	4,379.33	(78,688.02)
Equity			
Current Year Earnings	10,825.74	(11,508.79)	(15,091.53)
Opening Bal Equity	19,993.61	19,993.61	(71,287.35)
Retained Earnings	(15,614.28)	(4,105.49)	7,690.86
Total Equity	15,205.07	4,379.33	(78,688.02)

Profit and Loss

2 HHH FM Limited

For the year ended 30 June 2018

Cash Basis

	2018	2017	2016
Trading Income			
Donations	3,022.26	351.87	412.73
Fundraising	10,935.48	14,249.60	13,435.01
Grant Admin and production	11,869.25	8,101.00	9,015.12
Grant Content Ethnic	4,900.00	13,906.00	12,398.00
Grant content Other	2,500.00	-	-
Grant Equipment	-	979.00	-
Grant Operation	8,000.00	-	-
Grants	-	6,116.00	-
Membership Fees	5,345.51	3,781.44	3,353.68
Merchandise sales	-	-	430.02
Presenter Fees	5,683.30	6,068.62	7,207.99
Sponsorship and production	21,282.90	14,911.38	15,007.21
SubLease	927.65	927.65	927.65
Training Services	4,509.06	3,928.18	1,178.17
Total Trading Income	78,975.41	73,320.74	63,365.58
Cost of Sales			
Fundraising Expenses	2,178.28	7,483.29	5,757.39
Grant content Other COGS	2,650.00	-	6,599.08
Grant Development COGS	8,012.04	-	-
Grant equipment COGS	-	1,077.27	-
Grant Ethnic Azerbaijani	1,206.00	3,251.69	-
Grant Ethnic Farsi	1,129.00	3,560.90	3,633.90
Grant Ethnic Hope For Humanity	-	-	1,324.48
Grant Ethnic Mandarin	1,316.00	2,449.00	-
Grant Ethnic Tagumpay	1,316.00	4,206.94	4,566.80
Grant promotion COGS	-	-	(27.26)
Grant salary COGS	-	-	13,845.82
Sales Commissions	293.95	821.08	909.09
Training Expenses presenter	1,004.28	343.64	350.00
Total Cost of Sales	19,105.55	23,193.81	36,959.30
Gross Profit	59,869.86	50,126.93	26,406.28
Other Income			
Interest Income	8.30	10.37	17.87
Other Income	-	3,419.05	-
Total Other Income	8.30	3,429.42	17.87
Operating Expenses			
Accountancy	490.91	490.91	490.91

Profit and Loss

	2018	2017	2016
ACMA License renewal Fees	318.18	342.09	310.91
Advertising and Promotion	159.10	403.72	671.18
APRA	1,574.98	1,339.71	1,336.71
ASIC Fees	204.00	47.00	46.00
Asset Register revaluation	(15,532.13)	4,420.99	(2,580.99)
Bad Debts	-	226.97	1,255.71
Bank Service Charges	888.97	270.69	397.49
Broadcast expenses	4,350.37	3,507.26	1,575.87
CBA	1,749.59	2,061.60	2,372.92
Depreciation Expense	3,531.41	1,728.39	2,749.45
Equipment capitalised	2,345.00	-	(967.27)
Equipment expensed at cost	900.00	227.11	1,745.71
Equipment Purchases	-	2,864.72	-
Insurance	3,811.53	3,518.66	3,202.22
Office supplies	919.44	809.91	1,112.82
Other Expenses	-	272.75	-
Postage and Delivery	330.91	269.09	262.73
Printing and Stationery	-	73.00	58.18
Production of Sponsor Ads Exter	-	15.60	-
Reconciliation Discrepancies	20.00	131.77	-
Rent	11,635.69	12,693.48	12,693.48
Repairs Building	-	176.36	-
Repairs Equipment	639.03	1,547.44	1,040.00
Software Expense	327.25	633.21	690.14
Station Management	22,750.00	20,840.91	7,433.89
Subscriptions	-	-	100.00
Telephone and Internet	3,879.94	2,816.30	2,977.42
Travel & Ent	-	90.91	-
Utilities Electric	3,758.25	3,244.59	2,540.20
Total Operating Expenses	49,052.42	65,065.14	41,515.68
Net Profit	10,825.74	(11,508.79)	(15,091.53)

SECTION 4**OUR OTHER IMPORTANT INFORMATION****ACKNOWLEDGMENTS & THANK YOU****Grants and funding**

Community Broadcasting Foundation
Mr Alistair Henskens SC MP

Corporate & community partners

Hornsby Shire Council
Kuring-gai Council
Berowra Apex
Hornsby Historical Society
Rotary Clubs of the Area

Action Indoor Sports
Adelphi Printing
Blue Rock Marketing
Brydie Automotive
Bush Telegraph
Bunnings Thornleigh
Charter Hall
Cherrybrook Real Estate
Cherrybrook Travel
E M Funeral
Event Cinemas Hornsby
Homestay Network Pty Limited
Impact Human Performance Technologies
Kurt Seifert Jewellery
Magpies Waitara
O'Malleys Automotive
Organic Food Markets
Raine & Horne Hornsby
S&R Auto Action Car Repairs Pty Limited
Woolcock Institute of Medical Research Limited

We ask all our members to support our corporate partners, without them we would not be able to keep our Community Radio Station running.

HOW YOU CAN HELP

Become a member

<https://www.triplehfm.com.au/become-a-member.html#join>

Volunteer your time

stationmanager@triplehfm.com

Support an event or fundraising activity

<https://www.triplehfm.com.au/calendar.html#!calendar>

or

promotions@triplehfm.com.au

Become a Corporate Sponsor

sales@triplehfm.com.au

CONTACT US

2 HHH FM Limited
PO Box 2005
Hornsby Westfield NSW 1635
+61 2 9489 3834
<https://triplehfm.com.au>
info@triplehfm.com.au

Letter from the Premier of NSW



Ref: A2697598

14 NOV 2018

Mr A.A. Henskens SC MP
Member for Ku-ring-gai
27 Redleaf Avenue
WAHROONGA NSW 2076

Dear Mr Henskens,

It is my pleasure to advise you that the **2 HHH FM Ltd.** has been successful in its application for funding under the NSW Government's 2018 Community Building Partnership Program.

The NSW Government's strong economic management means we can continue to prioritise investment in local infrastructure through initiatives like the Community Building Partnership Program. This program recognises the importance that our Government places on investing in projects that deliver social, environmental or recreational benefits to our communities.

This organisation's application has been successful because it was demonstrated that the project can deliver important social, environmental or recreational benefits for your local community.

I ask you to please pass this letter onto the organisation. Instructions on how to claim the approved funding of **\$42,000** for **CBP18 - 3044** for the project titled '**New Broadcast and Studio Equipment**' can be found online at www.nsw.gov.au/cbp/howtoclaim.

On behalf of the NSW Government, I offer my congratulations to the applicants and wish them every success in the delivery of this important community project.

I thank you for your advocacy of this worthy project.

Yours faithfully,

A handwritten signature in blue ink, appearing to be 'G. Berejiklian', is written over a light blue horizontal line.

Gladys Berejiklian MP
Premier

Drought Buster – Music from the City to Country

By Jason Milner, HomeGrown Radio, Triple H FM

GIVING TIME is a difficult thing however Jason Milner from Triple H's HomeGrown 100.1FM tried to do exactly this in conjunction with Binjang Radio, Wellington's Community Radio Station. Last Sunday, Jason assisted in organising a concert that brought together musicians from Sydney and Wellington and over 150 farmers and their families for an afternoon of singing, eating and talking. Set on the beautiful grounds of an old hospital called Hermitage Hill, Jason had the opportunity to chat to many of the farmers and brought back one important message, "even though we have had a fair bit of rain recently, this is still not enough, the land is so dry we need rain for months to break this drought."



In speaking with farmers, Jason learnt the hardships they still face from wheat that is producing only one third of its usual harvest to the need to buy grains to feed stock at \$500 a tonne (usually priced at under \$200 a tonne). One farmer has even had to reduce the amount of sheep on his farm by over 4000 head dramatically reducing his income to support his family.

The Lions District Governor attended the event and provided each family with a Lions Fruit Cake. Although this sounds like a small token, it provided an incredible conversation starter for the people who attended. It gave the opportunity for people to check in and ask the all-important questions, are you ok? What can we do to help? With the Aussie Battler attitude many farmers replied I'm not too bad off even if they were. The awareness of depression was certainly present and spoken about during some of the speeches given by Michael White and Jason Milner.



The concert got under way and people were up dancing and singing. Judex from Sydney band M.R.S Medlum who spent their weekend sharing their music said, "this concert was just incredible, the energy was amazing". Within an hour, the artists from Wellington were all up on the stage singing with the Sydney Band and instead of 5 or 6 sets there was one unbelievable 2-hour set!

Raising money and awareness is so important to help our farmers. Jason said one farmer added something into the mix and the was to show we care. The farmer said, "thank you for coming out here and thank you for caring it means a lot to us." By showing support, by letting farmers know that we are behind them all the way it gives them hope.

Jason