

## Minutes of GDTA Meeting 10 February 2014

**Date:** 10/02/2014

**Time:** 7.30pm

**Present:** Rob Eldridge, Dell Campbell, Peter Campbell, Tony Haworth, Hadrian Cullum, Lynne Bucannan, Fiona Weinert, Connie Spence

### Apologies:

1. Welcome Peter Campbell to the Committee

**Motion to accept Peter to the GDTA committee Approved by Rob, Seconded by all**

2. Review Financial Report - Invoices / Account balances / discussion with accountant for Dec Quater BAS.

**Motion to accept Financial status approved by Rob, Seconded by Lynne**

3. Resignation of Aiden Young from the Committee. Appointed Hadrian Cullum as new Vice President and to be a new signatory of Bendigo Bank account

**Motion approved by Tony, seconded by all**

4. Review minutes from last meeting -

**Motion approved by Lynne Seconded by Rob**

5. Junior Membership - Tony suggested there should be a rebate offered for Juniors who participate in tournaments held at Gosford as an incentive to encourage membership. Suggested \$10 per tournament up to a maximum of 4 tournaments per year. Requires further discussion at the meeting.

6. Cost of Hot Shots tournaments - claimed to be too expensive by players. Richard has been employed by Rod to promote Hots Shots tournaments in the hope he will progress to hot shots coaching. It was suggested by Peter that it is important to promote Hot Shots. It was decided the cost will remain at \$25 per entry.

7. Tony suggested LMW should be running more comps / social days / fitness groups to encourage more members. He suggested GDTA would offer financial support. Tony also suggest it would be beneficial if LMW were to change its name - a suggestion was Gosford Ladies Tennis. Connie agreed to discuss at the next LMW meeting

TONY 8. Marketing - Discussed rebranding of the GDTA Logo and repetition advertising every 2 weeks. Tony discussed 10% of the monthly income should allocated to marketing. To be further discussed at next meeting. ✓

9. Membership Application Form requires modification to include email addresses, current work status and other club details

TONY 10. Grant by Tourism Council - Pending + *Recreationist went through A.C.C*

TONY 11. CPI increase - for Licence Fee - discrepancy with GTA and GDTA - precedence indicates there has not been a CPI increase since the beginning of the lease. Guidance ✓

is required to determine the correct way of calculating the CPI increase. Peter to advise Tony on the correct way to calculate. GDTA is intending to increase CPI - suggested there will need back payment to 1st Feb 2014. Tony to advise Rod once correct CPI is determined.

12. Increase in Court Hire by <sup>GTC</sup>GTA - Not in accordance with the lease agreement. Rob suggested this needs to be discussed with ~~GTA~~ in the Strategy meeting  
**Motion approved by Connie, Seconded by Dell - GTC**

12. LMWR - Report tabled

13. Tony suggested one committee like a Co-Operative to look after all local tennis centres would be more beneficial for tennis on the Central Coast. *long term proposition*

14. Vets Tournament 28/29 March - The entry Form will be up on the Seniors NSW website by Friday 14th February. Rob to look after Social Media advertising. Hadrian mentioned there has been some enquiries already. Handout Flyers to other Tennis centres will begin shortly. Will now acquire a Licence to sell Alcohol over the weekend. There will be a function with catering \$25 that will include entertainment. Suggested to contact Central Coast Tourism to request their support. Court hire yet to be determined by GTA.

15. It was agreed to open up separate account to accept Veteran tournament Fees ✓ 17-2-2014

16. GDTA Strategy Meeting 9/2/2014 Attendees - GTA Rod & Jenny GTDA Rob and Peter. Summary - Purpose - was to discuss GDTA taking over running day to day operations of Gosford tennis Centre with the exception of running the tournaments. GDTA offered to buy existing plant equipment and stock and to take over the lease. Goodwill figure based on net profit taking into consideration the term of the lease. As such the value of the goodwill would be minimal. J & R initially objected but later showed interest in the idea and would like to see offer in writing. J & R reluctant to discuss financial figures at this stage. Suggested an Independent Manager would be required to run the shop front - All revenue to go through GDTA - Full control

17. Card Machine for new memberships is not working Rod expressed frustration.

TONY 18. Tony Tabled GDTA 2014-2018 Strategy Plan. Committee to review and report back at the next meeting.

FIONA? 19. Tony suggested it would be a good idea to outsource secretarial duties to ensure all discussions from here on in are documented.

TONY. 20. Rob expressed the importance of getting our Web presence and logo up and running.  
**Motion put forward by Rob, Seconded by Dell.**

ROB. 21. Tony would like to get a quote from Structural Engineer - Halcrow on repairs to top centre.  
**Motion approved by Rob, seconded by All**

22. Engage an outsourced company to undertake memberships - to be discussed at the next meeting

} Tony to provide updates to Committee.

Brief to be done.

23. Rob would like to get the printed card machine and an independent computer to run the membership drive only

**Motion approved by Tony, seconded by Dell**

Tony

24. Rob is questioning the 7.5 % handling fee charged by Rod and Jenny. Tony to question Rod and Jenny on how the fee is determined. ✓

25. Repairs to roof over the BBQ needs fixing and chairs down at the bottom complex.  
Rob to discuss with Rod

**Next meeting to be held 3rd March 2014.**

Meeting closed at 11.40pm.