



General Meeting - March 2017

Gosford Tennis Club

1) Attendance : R. Eldridge, K. Lees (Sec), C. Lees, Rob DeVivo, T. Haworth, C. Ryan, Lyn, P. Campbell

Apologies : M. Vaughn, C. Spence

2) Minutes of Previous Meeting : *January* – Accepted : C. Ryan, Second : T. Haworth

February – Accepted : Lyn, Second : C. Lees *Membership* – Accepted : Lyn, Second : C. Lees

3) Correspondence : Nil

4) Reports :

A) Rob's Report : **Italics denotes questions/comments from the Committee ** Profit and loss will be done by the bookkeeper going forward. In February 549 members were added to bring the total membership number to 935. The business plan is to increase the offerings to patrons to start Term 2. Session times and coaching will shift and alternative offers such as yoga will be looked at. Demographic of members is 40% kids which is starting to diversify the 40+ ages playing comps. [Q: *Why is the club starting at 9am not at 8am? No before school options and limited Saturday morning coaching*] There will be another meeting with coaching where discussions around Friday will take place. [Could Hotshots run as a Sunday morning comp? Advertising on TNSW page for tournaments specific to age/hotshots as other centres do.] [A plan on increasing revenue should be looked at if membership for this year is not a play. Need early am hitting for people who want to use it as fitness. Used to happen when ITS managed the courts. Build plan around product not the needs of the staff.] Tony's point of revenue is taken, to make the center successful, targeting the people that have an interest in tennis and selling them the product should be high on the agenda. When the mention of \$75 membership was said to people, there were 15 people that walked away and said they would play elsewhere if they had to pay that amount. Rob E. is for the membership program that is given away for free and it is aligned with Tennis Australia. [The Gosford tennis centre doesn't have what people desire to afford to charge a membership. There is no reason for people to join. For \$70 per year, what do we get with it. The tender document states that membership cash flow is incorporated in.] There were roughly 200 people paying membership last year. Key losses are in court hire. [Look at this time as a building period. It is not yet proven to be a viable business. The cost is around 40k per month in operating expenses.] Income for the month is around 43500k, not factoring in food sales or private coaching. [Not enough detail in business plan. Need a more comprehensive cash flow. Need to create a business plan that aims for 40k profit per month.] The numbers are getting clearer in terms of running the centre and not just having ITS to go off. It will cost 40k to run it so why does the membership piece come into it? The gap is more like \$7,500k of membership difference from last year. [Projections – please separate coaching and comps.] Increase in advertising budget from \$2,933 to increase to \$6,000.

Motion : To continue with the free membership until the next meeting when a more comprehensive business plan and cash flow can be provided. Proposed : Rob DeVivo.

Second : Chris Lees All infavor 1 opposed. Carried

B) Treasurer: Some income that has gone into the capital fund and it needs to come out of the operating expenses. Also the car payment is coming out of the operating expenses. No reimbursements given in. Sale of the motorbike, needs battery and rego sorted prior to sale. GST reimbursement is around 10k. Rebate of 40k from tennis Australia. Opportunity to put up for 65k at the next stage. Submit documentation by 23rd April which covers the infrastructure. 80k Loan at 1.69% interest. Need a separate meeting on infrastructure and priority. Looking at funds and grants available. Report Tabled. Accepted : Lyn Second : Chris

C) Ladies Mid Week : LMW will meet next week. Nothing to report at this time.

D) Maintenance : Tom has been maintaining the grounds.

5) **Business Arising :**

- 15 yr lease – Rob to chase up if there is a lease agreement around. National court rebate requires the 15 yr lease as well as the loan. Fiona from CCC states that we are under crown reserve not a normal crown lands title. Being a reserve, we would be paying much more than the \$440 annual fee to Council. Marquis wants to get us out of maintaining costs of the courts as its unachievable. A letter to Sean Cummings stating changes to lease should be considered. Peter C. believes we should disengage from council. Take advise from the people that know about crown land v crown reserve. Go directly to crown land people due to mismanagement with Saratoga, Kariong and us. Applying market value to crown land, advise was to offer something for free to the community. Reasonable amount should be about ~\$3,500k. Peter and Rob to following up with Crown land Our land.
- Alcohol license – In the hands of solicitors. Possible issues by not having a lease. Temporary licence may be easier to get.
- Tenx – team decision for sponsorship to go ahead. \$1 rent for stringing machine and push sale of their string. Babolat are supplying a lot of free product to the centre. Is there a demand for tenx restring? Is there a demand for Babolat. Paul from Tenx stated to Rob D. that there was no pressure to string with tenx. For the long term relationship, it is necessary to support both parties.
- ANZ sponsorship- has not come in yet. An email has been sent.
- ITS court hire- invoiced weekly now.

6) **General Business :**

- Meeting with TA and TNSW – Funding for improvements to facilities would only include courts, fences etc. according to council. The courts are well provided for at Wyong. Audit will come into play at this point. Ecco Communities lighting fund can be repaid over 15 years. Money saved with infrastructure in terms of cost of running lights. Gosford is in top 15 regional projects with Tennis Australia. Means priority funding and grants. Hot shots need to grow.
- WWCC – affects affiliation with TA. Needs to be done before the next meeting.
- Australian Sports Foundation. It is a tax deduction that is a weekly amount put into an account. Donation button on their website that a person can make tax deductible contributions that we could add to our website. Tony to organise a meeting.
- School holiday camps. Meeting with Sport and Rec. Every school that attends Gosford will be able to take a flyer home. Committee states : Need big notice board. A little slow on decision making for programs.
- Senior championships January 2019 must be in regional area. Should we reach out to the people to organise central coast collaboration.
- Discussion around the purchase of table tennis tables for use by the centre. Would be a great wet weather attribute and can fold away for minimal disturbance other times.

Motion : To approve up to \$500 for the purchase of table tennis tables.

Proposed Rachel Second Chris All in favour. Carried.

Closed 1151pm

Next meeting TBA.