

To: The GTC Committee members
From: Tony Haworth, GDTA/GTC Treasurer

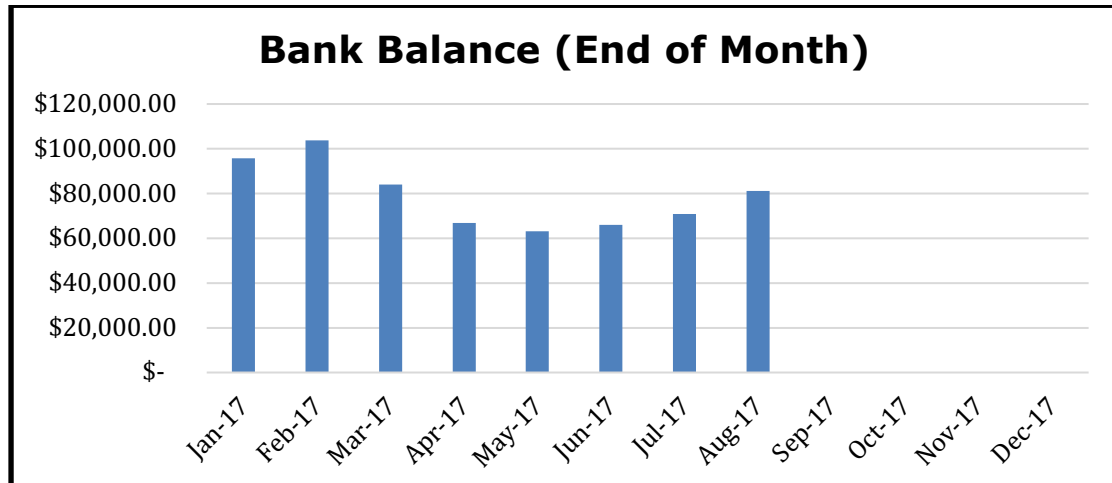
GDTA Finance Report – 11 September 2017

1. Current Financial Update as at 31/8/2017

Currently we have in the GDTA bank accounts:

1. Operating account - \$22,545.61 (combined ANZ & Bendigo Bank)
2. Capital Works Fund - \$51,339.83
3. Loan Account - \$1.75 – retain for Saratoga Tennis Club

TOTAL deposits are: \$73,887.19

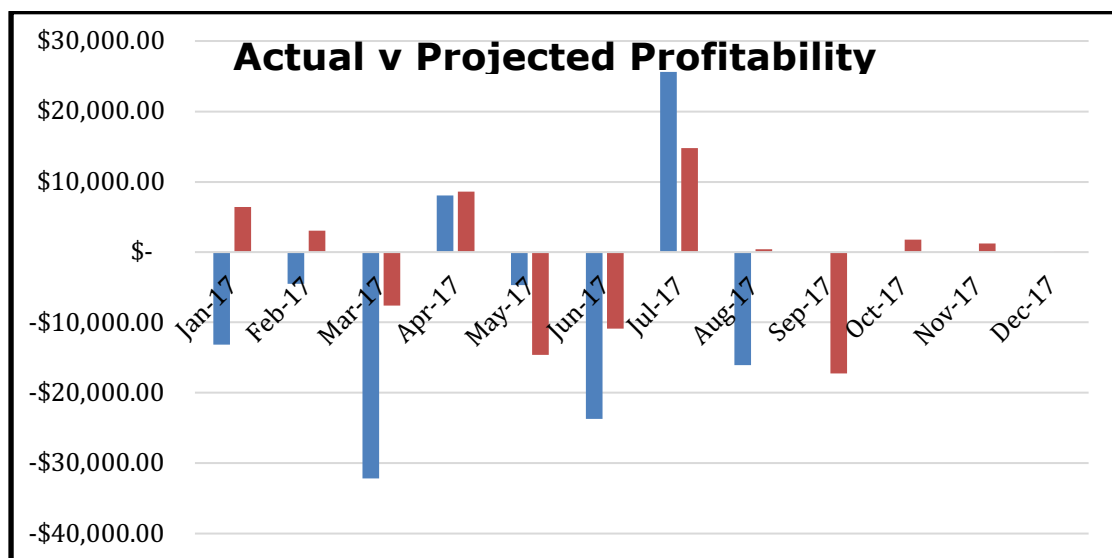


Actual

2. GDTA Financial accounts

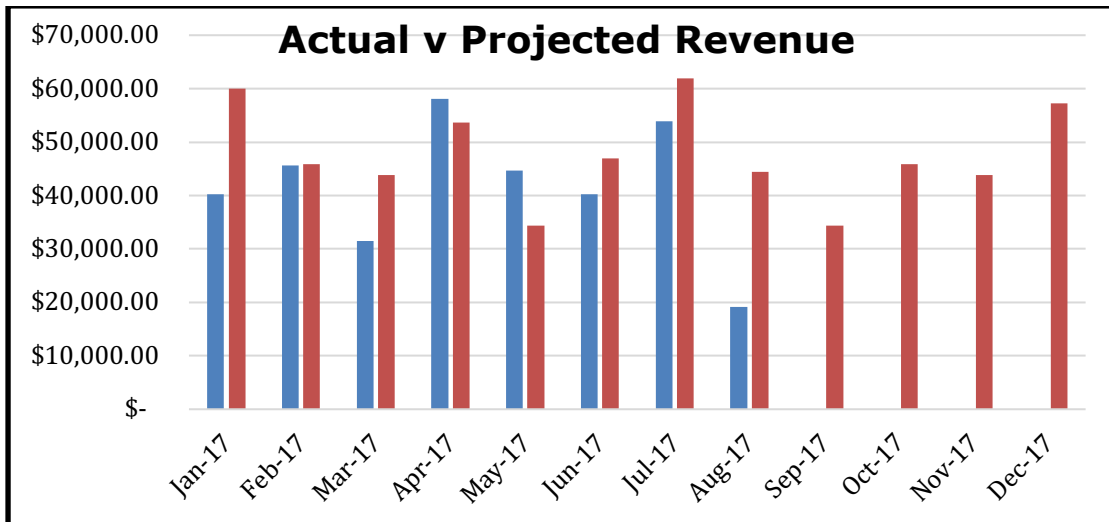
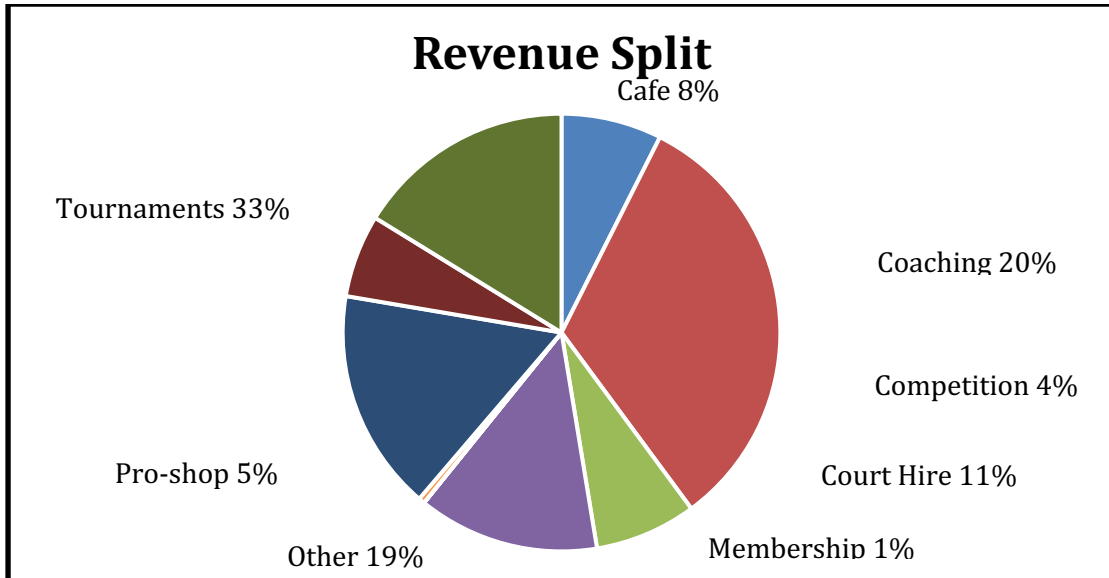
Outstanding accounts owed to GDTA:

- a. Refer to P&L for month August 2017 tabled separately
- b. Refer to P&L 1/7/2016 to 30/6/2017 tabled separately (UPDATED)
- c. Refer to Current A/c Payable/Receivable



Actual

Projected



2.1 Commentary – Month of August 2017

- Revenues significantly below projected income
- A loss of \$16079 recorded
- Accounts Receivable \$21k is sufficient to cover payables at 13k
- Employments costs exceeded sales

2.2 Commentary – KPI's for month of August 2017

- GP: Sales – 69% (last month 91%)
- NP: Sales - -84% (last month 48%)
- Café Costs/Sales – 295% (last month 63%)
- Pro-shop costs/sales – 559% (last month 61%)

2.3 Commentary – Quarter on Quarter 2017

	Q1 – Jan – Mar 17	Q2 – April – June 17	Q3 – July – September 17
Café	\$12672	\$7814	\$4277
Coaching	\$23930	\$50634	\$33582
Competition	\$5430	\$11827	\$7796
Court hire	\$13787	\$26300	\$4591
Interest	\$26	\$15	\$8
Membership	\$1489	\$0	\$0
Other/Sponsorship	\$9852	\$32751	\$12062
Pro-Shop	\$6906	\$11419	\$2042
Tournament	\$43241	\$2143	\$8654
Total	\$117332	\$142904	\$62244
Employment Costs	\$85233	\$102121	\$32673
Operating Expenses	\$43081	\$47434	\$20033
COGS: Sales	33%	9%	20%
GP: Sales	67%	91%	80%
Employment: Sales	78%	75%	70%
Operating: Sales	34%	34%	28%
NP:GP	-73%	-20%	-35%
NP: Sales	-48%	-19%	-18%

- 1/1/2017 to 31/8/2017 total revenues were \$333248 against projected \$390866
- For the same period expenditure \$393887 against projected \$390817, and projected loss of \$49 against actual \$60638

3. Infrastructure / Repairs / Asset Purchases – To be Approved

- a. Jadee Sports Distributors - \$1870 (1 umpire chair (2nd delivery) + Repairs & Maintenance \$170.23. Total \$2040.23

4. Schedule of Payments & Deposits – Capital Works – Aug 2017

Date	Details	Payments	Deposits
01/8/17	Interest		\$4.59
14/8/17	IFS Court Hire		\$6960.00
15/8/17	Jadee Sport (approved 14/8)	\$1870.00	
15/8/17	Car Payment Reversal		\$670.79
15/8/17	IFS Transfer to Operating A/c	\$6960.00	
30/8/17	Car Payment	\$670.79	

5. Schedule of Payments & Deposits – Loan Ac for Aug 2017

Date	Details	Payments	Deposits
01/8/2017	Nil		

6. Re-imburements?

- Does anyone have any re-imburements they wish to tender for payment tonight?

7. Potential / Future Income

- Sale of Motor Bike – opportunity of a net gain \$1500
- GST Reimbursement for 2016 will come after 30 June 2017 financial year.

8. Sponsorship – Projected Budget \$0/Income achieved \$10,000

- Confirmed sponsorships – ANZ Bank \$5,000 (paid)/Mick Courtney \$2700 (uniforms)

9. Grants – Approved \$25,000 / Outstanding \$80,000

- \$10,000 TA Grant on Management Transition – PAID 30/6/17
- \$15,000 TA Grant – National Court Rebate Grant –PAID 20/7/17
- \$80,000 TA Loan – Facility Loan / interest rate 2.12% - Documents Received – **Remains Outstanding, await Lease renewal**
- **Stronger Communities program** – up to \$20k /Federal Government **closes 4 September 2017**
- **Central Coast Community Grant** – up to \$75k/Central Coast Council – **now open as at 14 August 2017**
- **Central Coast Community Partnership Grant** – up to \$20k/ Central Coast Council – **now open as at 14 August 2017**
- **Regional Sports Infrastructure Fund – projects over \$1m / NSW Government /Open now – no closed date**
- **Stronger Country Communities Fund** - \$100k-\$1M / NSW Government / **Closes 14 September 2017**

10. Infrastructure & Funding Outside Grants

- Refer to the Australian Sports Foundation members letter in your reading material and motion to be adopted.
- Refer spreadsheet re: Grants available

10(a) Asset Purchases outside Master Plan – to be discussed - \$75,000 projected including Master Plan Stage 1

- Moratorium on non-essential asset purchases until 1 July 2017 to ensure we manage on-going operating spend.

10(b) Master Plan – 1/4/2016 to 30/9/2016 – approved budget \$250,000 (2016/17) / current approvals \$189,291 (includes GST)

Stage 1

1. **June 2016- Resurfacing to hard courts - Courts 10 & 11 Costing – \$36,080 (confirmed through agreement with Dynamic Sports) (Fully paid)**
2. **May 2016 - Resurfacing to synthetic grass Courts 1, 2, 3 and 4 - \$89,515.10 (Fully paid)**
3. **May 2016- 6 new umpire chairs - \$3,740 (to be approved 11/9)**
4. **Player chairs – TBA – refer from Jadee Sports (to be approved)**

5. April 2016 - New Fencing courts 10 & 11 - \$19,976.00 **(Fully paid)**
6. Resurfacing to hard court courts 5, 6, 7, 8 & 9 plus 5 sets of net posts - \$67,840 **(approved at meeting 9/5/16)**
7. New Fencing courts 5 to 9 - \$32,956 **(Fully paid)**
8. Net Post Squares & Winders (2) powder coated in black - \$5430 **(Included in item 1)**
9. Lighting/Removal of posts – Rob to advise **(not approved)** – estimate cost **\$46,000 to \$55,000**

10(c) Master Plan – 1/10/2016 to 30/9/2017 – approved budget \$250,000 (2016/17) / current approvals \$0 (includes GST)

- Refer to motion to commence detailed Master Plan for the next 15 months
- TA have provided the following contacts re: funding models for lighting infrastructure
- Enervest – **Key contact** Ross Warby, 0422 163 066
- Eco Communities – **Key contact** Martin Oldfield, 0413 593 441

11. Other Items

- **Audit for AGM 25/9/17.** Asking for the committee to proceed with Trilogy – refer to Eliza’s commentary where the current state of end of June’s figures