

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

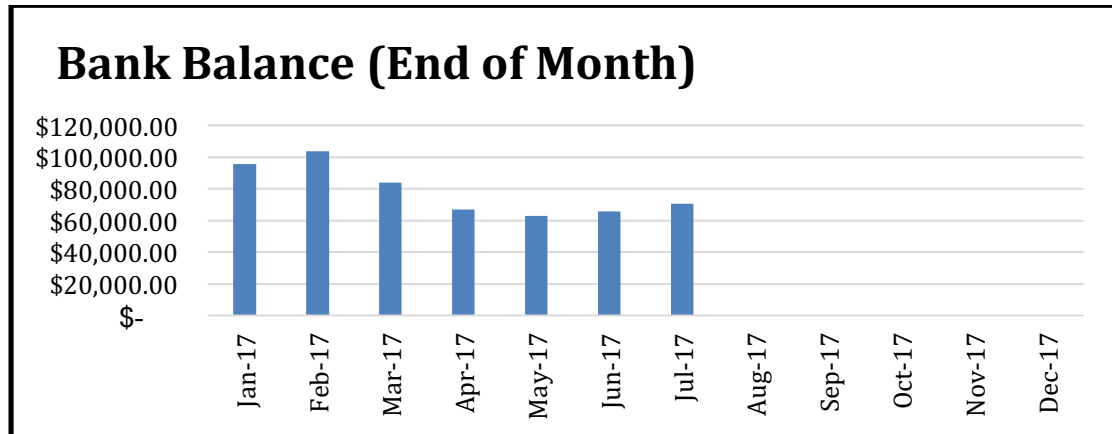
**GDTA Finance Report – 14 August 2017**

**1. Current Financial Update as at 31/7/2017**

Currently we have in the GDTA bank accounts:

1. Operating account - \$26465.57 (combined ANZ & Bendigo Bank)
2. Capital Works Fund - \$52528.62
3. Loan Account - \$1.75 – retain for Saratoga Tennis Club

**TOTAL deposits are: \$78,995.94 (Steady on last month)**

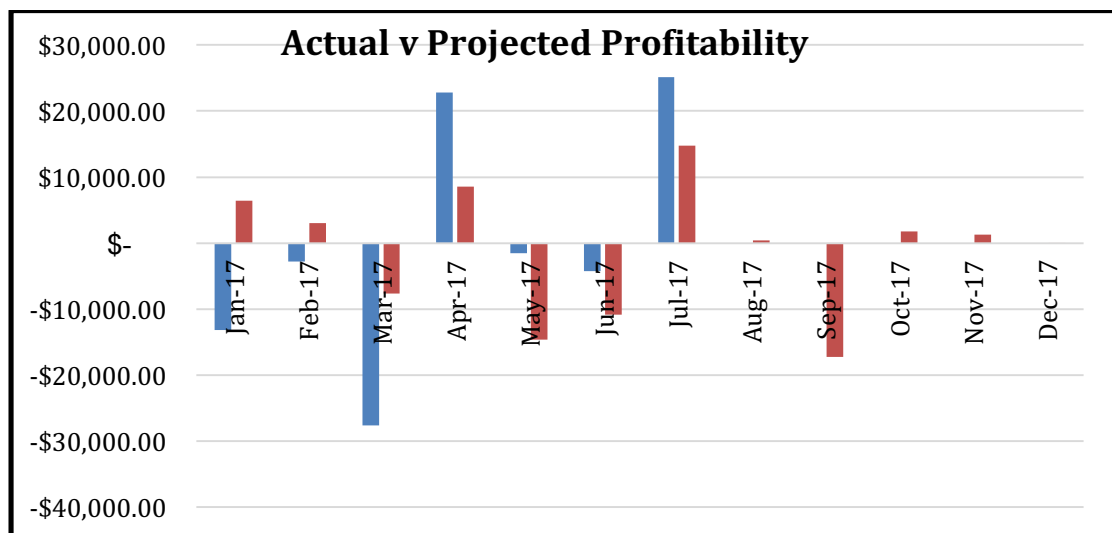


Actual

**2. GDTA Financial accounts**

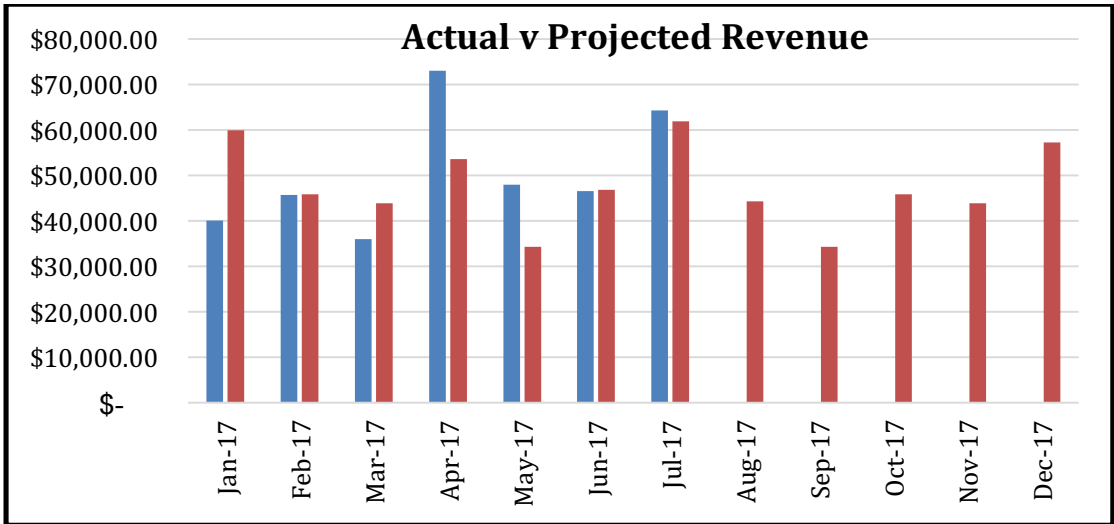
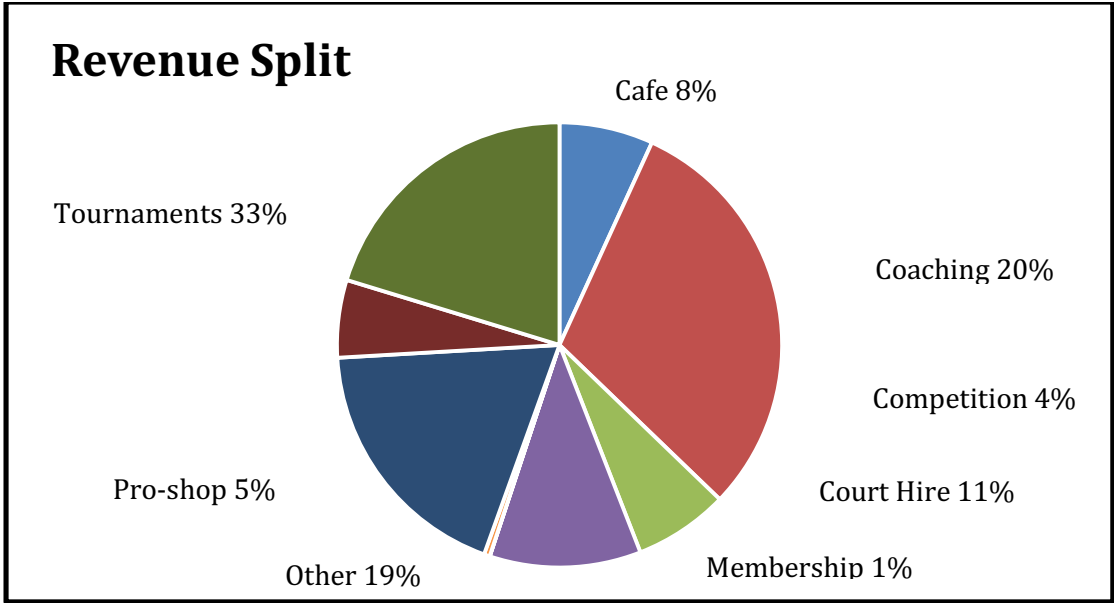
Outstanding accounts owed to GDTA:

- a. Refer to P&L for month July 2017 tabled separately
- b. Refer to P&L 1/7/2016 to 30/6/2017 tabled separately
- c. Refer to A/c Payable/Receivable 1/1/2017 to 31/7/2017 tabled separately



Actual

Projected



Actual
Projected

#### 2.1 Commentary – Month of July 2017

- Very positive set of numbers for July
- Revenues above projected by \$2,451
- Profitability above projected by \$10,361
- Employments costs down to 38% of revenues

#### 2.2 Commentary – KPI's for month of July 2017

- GP: Sales – 94% (last month 79%)
- NP: Sales - 39% (last month -9%)
- Café Costs/Sales – 48% (last month 47%)
- Pro-shop costs/sales – 29% (last month 64%)

## 2.3 Commentary – Quarter on Quarter 2017

	Q1 – Jan – Mar 17	Q2 – April - June	Q3 – July - September
Café	\$12671	\$7814	\$3632
Coaching	\$23930	\$53892	\$29600
Competition	\$5430	\$10327	\$8566
Court hire	\$18199	\$16833	\$3842
Interest	\$26	\$15	\$3
Membership	\$1489	\$0	\$0
Other/Sponsorship	\$9852	\$47751	\$8089
Pro-Shop	\$6906	\$11170	\$1855
Tournament	\$43312	\$19664	\$8738
<b>Total</b>	<b>\$121815</b>	<b>\$167466</b>	<b>\$64325</b>
Employment Costs	\$85233	\$86405	\$24696
Operating Expenses	\$41013	\$43822	\$10844
COGS: Sales	33%	13%	6%
GP: Sales	67%	87%	94%
Employment: Sales	72%	54%	38%
Operating: Sales	34%	27%	17%
NP:GP	-113%	6%	41%
NP: Sales	-77%	6%	39%

- 1/1/2017 to 31/7/2017 total revenues were \$353,605 against projected \$346,492, up \$7,113.
- For the same period expenditure \$355,166 against \$346,806, up \$8,360 and projected loss of \$313 against actual \$1560

## 2.4 Commentary – Annualised

- Annualized sales estimated at \$606,180 / projected at \$572,302
- Annualized employment costs estimated at \$336,574 / projected at \$295,650.

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

- Jadee Sports Distributors - \$1870 (1 umpire chair)
- Payment arrangement with Trilogy (defer to Rob Eldridge)

## 4. Schedule of Payments & Deposits – Capital Works – June 2017

Date	Details	Payments	Deposits
01/7/17	Interest		\$3.24
01/7/17	Bank Fees	\$0.40	
10/7/17	Reverse of car payment (June)		\$670.79
20/7/17	TA Rebate		\$15,000
31/7/17	Car Payment – Toyota (Reversed TBA)	\$670.79	

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

Date	Details	Payments	Deposits
01/7/2017	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)

## **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
- **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 - \$1,870 (to be approved 14/8)**
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
- **Working with Children** – affiliation completion