

Operations Report 03/09/18 GDTA trading as Gosford Tennis Club

I thought it best with the upcoming AGM to present this report which will form the basis of my annual report for 2017/2018.

We are now 6 months in since the previous GM was stood down, and the club would not be in a position it is today without the time and efforts provided by our 20+ strong volunteers. Our members are wanting to contribute across various areas, and with the demands a large centre as ours requires we are very grateful to those who have provided their time for free.

I would like to especially acknowledge Mick & Kylie Courtney for not only their significant financial contribution to the club, but also for their efforts in undertaking ongoing weekly maintenance, saving the club in salaries, and volunteering their time to cook BBQ's, help cater for tournaments, organizing inter-district competitions and manage in part the JDS tournament.

From my perspective I took over from Rob Eldridge in March on a volunteer basis, and in the capacity as a go-between for the committee and the staff. For the first 3 months it was important to understand how the business ticked. I would like to acknowledge Peter Campbell for his help here. This was a very difficult period as we were trying to plug gaps – getting timetables in place, coaches working, creating roles and responsibilities for staff, and ensuring we remain financially solvent during this period.

Once I and the committee understood the business it was important to work through how we could divest my responsibilities to others. The structure now see's Bill and Alex appointed as head coaches, Kat Lees taking on tournament management, Mick Courtney overseeing maintenance, Jackie De Vivo managing the day to day financial accounts and grant submissions, Bonny Allison running the front desk, Kylie Courtney, Lynne Buchanan, and Del Campbell organizing catering, and myself managing communications to our members and guests. Each are entrusted to run their respective sections of the business, and with this has taken a significant amount of pressure of my time as it had a large impact on my own full-time business as a finance broker, and personal life.

Today, there is still many hours per day where I am required to assist the club, however the time is reducing, and the ultimate goal is for everyone to work together to ensure this is a sustainable and successful business.

Moving forward the key areas for the next 12 months are:

- **Support the coaches to increase participation.** Over 3500 flyers have been distributed to schools over the past 2 weeks for next Saturday's Open Day. Increasing participation allows us to leverage off more players playing at the club through competitions and tournaments. Bill and Alex have been very active in talking to schools and trying to get coaching into the school PE programs. At present 8 schools use our facilities each week and numbers are approx. 300 players per week. Bill coaches at CCGS and this includes 45 students plus several private lessons.
- **Tournaments.** We have applied for 7 Tennis Australia sanctioned tournaments, and with both TNSW and Northumberland support it is likely for us to host the following:

- 24 – 27 Jan 2019 – Gosford Silver AMT & Silver 18/U
- 25 – 28 Jan 2019 – Gosford Silver JT
- 11 – 12 May 2019 – 14&U State Teams Event
- 18 – 21 Jul 2019 – Gosford Bronze AMT & Bronze 18/U
- 7 – 11 Aug 2019 – Gosford Platinum AMT
- 28 – 31 Dec 2019 – Gosford Gold JT
- Note we have also asked for a JT Bronze on the June 2019 Long weekend however this is yet to be confirmed.
- Note, JDS tournaments have yet to be allocated
- **Organize other 2018 Non-Sanctioned Events** – Our next event is the Inter-Club Day to be played on 23rd September. From 25th – 27th September we host the NSW State CHS Girls Titles with Bonny and Jackie organizing the retail desk for this event – rostering and stock control. Thanks to Chris Lees efforts, we have planned for 19-21 October the Gosford Seniors Tournament. I am also looking for sponsors to hold the Central Coast Open, our first in 20+ years and one that will combine with our club championships. This would be held on 10&11, and 17&18 November and be Open to all players irrespective if they are members. A discounted entry fee would be offered to all GTC members for a prize pool of around \$10,000.
- **Draft Calendar for 2019** is also attached for reference.
- **Improve Competitions** – I have attached participant numbers for comps and coaching for your reference. Cooler months will see lower attendance numbers. I have asked Alex Fielding to manage comps and introduce a local club player ranking for Term 4 with Mike Phillips to assist with building Saturday afternoon social tennis.
- **Build School Holiday Camps**. Bill and Alex have now started to advertise school camps from 2-12 October 2018, and I am confirming this month with 2 Chinese Groups of 20 per group who are looking to be involved in a 5-day camp – January and February 2019.
- **Ensure our facilities are well maintained with limited cash resources** – please refer to the maintenance schedule for the next month and for sign-off to give to Mick Courtney. We should look to build this maintenance record and keep on top of items we would be looking to fund.
- **Continue to improve security** – we have 2 incident reports for Brian Turton and in co-operation with Wyong who have also experienced problems this is being raised to police through the Community police division.
- **Retail & Office Space** – I consultation with Alex and Mick, we have decided at this stage to revert back to displaying stock on existing walls, as much as to save monies. We have had a quote of \$5,010 to revamp the office with more storage, and property office desks, and \$7,350 to revamp the retail space with more storage. These should be covered by grants as this is clearly too much expense at this stage.

- **Obtain a DA to meet larger Grant applications.** With the larger grants on offer, and ones which we need to apply for, particularly for upgrading the lower complex, it is important that we draw up specific plans and submit a DA. I have asked for TA/TNSW support to assist in this matter, as many of these grants are required to be shovel ready.
- **Build an on-line Pro-Shop via GTC website.** Now that our new website is up and running I am now asking Wilson, Babolat, and Head to assist with an on-line pro-shop linked into our site. Wilson have been favorable to the idea and any sales would be made allocated to us if they come through the site. This will also reduce our upfront costs in purchasing stock and increase our range of product sales.