

## Recurring Income

Our Recurring Income which is income we receive weekly, fortnightly or monthly is **what we need to focus on in growing**. This includes:

- **Court-Hire**
- **Competitions**
- **Coaching** – to be replaced by court-hire

## Non- Recurring Income

Our Non-Recurring Income are considered to be “Bonus Income and this income is it *“may happen or not happen scenarios”* This would include:

- **Tournaments** – these could be lost annually – we had 21 in 2011, we now have 5.
- **Membership** – This is dependent upon how many members that sign up. Last year we had no membership and could happen again
- **Pro-shop Sales** – dependent on stock holdings, demand, and potential theft. This should be driven by the Coaching staff

## The Balcony Approach to Managing GTC”

In managing the business on a volunteer capacity, its important we have a conduit between committee and the business given our current responsibilities. This allows for checks and balances within the business.

The key is to make my job redundant to a point where I am on the balcony and not on the Dance Floor. Over the last 3 months and into the next 3 months, I have:

- **Delegated responsibilities to paid staff** – Jackie controls BAS, P&L’s, Dual role with Front Desk, and liaising with suppliers/invoices. Bonny and Jackie control the weekly roster with coaches/staff, and day to day operations.
- **New Head Coach**– this will drive programs and student numbers, competitions in conjunction with Bonny, and participation at the GTC and schools.
- **Volunteer Committee** – Sub Committee decisions, Volunteer days, defer to Mick on Maintenance

**My role** is to ensure the business is sustainable, consistent, customer orientated, transparent, and community focused. It is also a role where each staff member has an opportunity to refer to, and where joint decisions can be made.