

Treasurers Report 7/5/2018
GDTA trading as Gosford Tennis Club

Current Position

The current cash surplus position as at 6/5/18 is as follows:

Total Payable	\$14,026.41
PAYG Outstanding	\$24,400.00
Total Payables	\$38,426.41
Total Receivables	\$13,529.98
Total Cash at Bank	\$46,517.09
Total Receivables	\$60,047.07
Surplus	\$21,620.66

Our cash surplus position is slightly improving with our quarterly super having been paid; however, this has been due to the influx of Term 2 coaching and comp revenue.

The following continues to be considered:

- The former GM has disputed pay out which he has placed a claim of \$17,503.15 and outlined in detail in my last report.
- The possibility of the Unfair Dismissal ruling for the previous GM who has asked in his claim for his role to be re-instated.
- BAS March 2018 quarter remains outstanding (Nick to advise)
- Potential issues around wet weather impacting on competitions etc.

We agreed at the last meeting to complete a review of the financial position for the club, which Nick will provide P&L's, and a budget moving forward. This would allow us to determine the viability and sustainability of the club. I will have Nick address this separately after I read this report.

The Finance Sub-Committee met on 18/4 and a separate summary of discussions is outlined for your reference (Maureen to provide). A separate motion will be placed tonight to confirm membership fees for the next financial year.

For Decision Making

There have been some positive developments over the past month which I would like to share with you and for decision making tonight:

1. **Membership Fee** recommendation set out in a separate motion and highlighted in the sub-committee's report.
2. **Tennis NSW have requested the letting of the committee room** for the purposes of moving their existing Tuggerah site to the GTC. Whilst we would need to get around sub-letting issues relating to the existing and future leases, I am proposing a waiver of our annual Affiliation Fee of \$6550, and Tennis NSW would agree to pay \$150 in outgoings, plus fund the fit out for office use. I am recommending this to happen.
3. **Recommendation for both Tom and Bonny to revert to permanent part-time** roles. Whilst this is difficult to recommend until we obtain the mediation ruling, lower hourly wage costs of up to \$5 per hour are factored into this recommendation, however we will have to pay holiday leave and sick leave.
4. **Maximum Expenditure spend of \$1,000 to update and improve our website** which will be repaid through sponsorship, and higher traffic use. APM Graphics is the recommended provider as they will contribute additional work on top of this \$1,000 at no cost in lieu of them being a sponsor of the club.

Term 1 & 2 Revenue and Profit Highlights

- JDS – 8th April was profitable as outlined below.

JDS - 8/4/18	
Income	
Entry Fees	\$2,255.00
Food & Drink	\$1,144.55
	\$3,399.55
Less	
Wages*	\$524.19
Expenses	\$250.15
JDS Fee	\$630.00
	\$1,404.34
Profit	\$1,995.21

**includes super*

*** no breakdown of retail cost*

- **School Camps** – of the 216 slots that were available GTC filled 185 or 87%. Week 2 was particularly popular with 90 kids attending across 4 days and 95 attending in week 1 over 5 days. It is noted that we need 5 kids at a minimum per day to cover our lunch costs, and next term I would recommend the free extra day (play for 5 and pay for 4) as this cost us approx. \$385.00. A summary of profitability is as follows:

School Holiday Camp	
Income	\$6,475.00
Less	
Wages*	\$5,166.00
Food Costs	431.75
Profit	\$877.25

**includes super*

- **Junior and Adult Coaching** numbers enrolled for term 2 total 249 slots up 36 slots on the average last term and all are paid term payments. Based on my numbers, this represents:

Term 2			
Coaching	Income	Coach Cost	Net Profit
Hotshots	\$14,980.00	\$6,367.75	\$3,545.64
Development	\$6,785.00	\$3,547.80	\$455.30
Adult	\$5,400.00	\$1,811.35	\$3,588.65
	\$27,165.00	\$11,726.90	\$7,589.59

**does not include CCGS coaching*

- **Increased court-hire activity from schools.** At present we have 290 kids using the facility throughout the week, not including CCGS who have booked the lower complex with 10 courts over 5 weeks in Term 2 and 3 on a Saturday Morning.
- **Increased court-hire from Private coaching.** We currently have 15 private class hours now through the week, up from 10.5 hours in Term 1.
- **It is noted that CCGS have asked for more hot shot and private coaching** during the week, on average 24 kids per day. Unfortunately, we don't have the coaches to satisfy this requirement.
- Whilst **Miran Pavlek** caused untold disruption to our weekly coaching scheduling, following his resignation, this has allowed cheaper coaches to replace his \$45 per hour plus super hourly fee.
- **Support from TNSW and Northumberland Region** to run a Coaches Clinic on 2/3/ June hiring all bottom courts from 9am to 4pm at \$800 generating in court-hire fees. The Todd Woodbridge Cup for Red Ball school kid participants will be held on 5th July and 27th August.
- **May 20th Interclub Competition**, which we expect to generate good revenue with already 7 teams committing at \$20 per person.
- **Rosewall and Bowrey Cups State 14&U competition** which we will receive \$1500 in court-hire over these 2 days plus any monies made through the Retail, BBQ, and Café areas.
- **We have recovered invoices of \$2500 from TNSW, and \$1950 from IFS** and these have now been banked.

Term 1 & 2 Expenditure:

- We have recovered some but not all accounts that have been in credit from Term 2.
- I have met with Broadland Solutions to obtain transfers for all phones except the one used by the club to text reminders to players. One of these phones is still being used by Nathan Healey which according to October 2017 minutes of meeting were to be transferred across to Nathan by the previous GM in November 2017. Currently in the process of trying to exit 3 mobile telephone plans established in January 2017 and expiring January 2019 costing the club approx. \$330 per month.
- Eddy and I are continuing to review Mindbody which as noted in my previous report is costing the club \$315 per month plus an international fee of \$7.60pm. The major cost of this system is the APP which in essence is being used as a booking system, where I believe this can be replaced with a much cheaper TA booking site version using our website.
- Our electricity bill has been renewed for the next 12 months of which we have received a discount of 24%.

- Estimated costs associated with the upcoming July AMT event are outlined as follows and does not include costs associated with GTC staff and the impact on coaching and comps.

AMT Bronze - 3 days	
Income	
Entry Fees - singles*	\$7,995.00
Entry Fees - doubles**	\$2,000.00
	\$9,995.00
Less	
TNSW Fee - \$5 per player	\$615.00
Prize Money	\$2,500.00
Tournament Director - \$200 per day	\$600.00
Referees - 2 - \$157 per day + OT	\$250.15
Court Supervisors - 2 - \$102 per day	\$630.00
Meal Allowances - 5 x \$55 per day	\$825.00
Accommodation Allowance - Director - \$55 per day	\$165.00
Travel Allowance - Director	\$60.00
Tennis Balls	\$1,500.00
	\$7,145.15
Profit	\$2,849.85

**based on 123 entries at \$65 per entry*

***based on 40 entries at \$25 per entry*

- Recovering invoices that were not recorded in the system. We do have some continuing surprises with outstanding invoices some over 12 months old. This pertains to Ecomist, and the Security systems.
- I have changed over to Shortland Insurance who will manage our current insurance coverage with our premiums reducing by \$100 per annum.
- A new Bendigo Bank Card has been issued with new current signatories. This will pay our Xero monthly fees, and Mindbody fees. I have donated \$25 per month for Mailchimp messages that are now going out to the club members, and this replaces Connect which had been costing us \$90 per month.
- Netflix and Spotify accounts have now closed.
- Taking upfront term payments for all Hot Shot, Squad and Adult Point and Play programs. We would look to implement a Ezidebit system for players and parents to use to assist with their personal cash flow/budget requirements. We have had no issues with term payments from parents.

Stock Control & Additional Commentary

- Peter Campbell has undertaken a stock take with Bonny and I ask Peter to make commentary in this regard.
- Set up of a Pro Shop Purchase stock list, to organise Bonnie in setting up a stock list for Pro Shop Purchases. We are still making last minute purchases for events such as the JDS, however by implementing checklists and learning from previous experiences should assist in eliminating this.

- I have spoken with Babolat and Head representatives, and I have to make contact with Wilson and I am expecting proposals from them shortly. Tennis Balls are our main cost issue and I am trying to leverage between the 3 so I can reduce tennis ball cost and at the same time provide quality balls for comps and junior events.

Reminders from last meeting – 9/4/18:

- Generate \$50,000 in cash sponsorship prior to the 30th June.** This is incumbent of all of us at this table to look at sponsorship opportunities. I would like some help from some members of the committee in putting together a formal sponsorship package to companies from \$500 as a minimum base. Please refer to the operations report for guidance on this.
- Introduce a Social Membership Fee** to cover affiliation costs due in July 2018. The Finance committee are recommending \$15 per annum.
- Introduce a donation program,** fully tax deductible for this financial year to give members the opportunity to give from \$25 per annum and upwards towards assisting the club. Please refer to the operations report for guidance on this.
- Spend a maximum \$2,000 on a new website.** I have managed to have APM Graphics reduce this cost to \$1,000 and any additional work will be donated with APM Graphics becoming a sponsor and to be located on our revamped website.
- Recommend we provide court hire to TA accredited coaches** – Now being done.
- Put in place with council our needs for finance to assist with a grant** under the Regional Sporting infrastructure funding/Communication / Stronger Country Communities Fund which closes 4th May 2018. Minimum grants are \$50,000. We have not put this in place given the lengthy requirements the Council requires. I can outline this in the meeting.
- If and only if, we can trade out of this and become more financially stable, I would be recommending the TA loan of \$80,000 offered to us in late 2017 which is repayable over 10 years at a rate of approx. 2%.** This would be used to replace lights with LED saving us approx. \$1900 per month. It is noted that we have 2 lights out at present and to have them repaired will cost the club \$2,050. The club would be also eligible for a Places to Play Tennis NSW rebate of \$15,000 to pay down this debt. Loan repayments at \$80,000 over 10 years at 2.12% would cost \$740.41, with this reducing after the \$15,000 pay down of the debt with revised repayments at \$601.59pm. I think this is a “no-brainer” given our current costs estimated at \$31,000 per annum (ongoing electricity cost \$1500pm plus \$13,000 per annum for light replacements).

Acknowledgements

I would like to acknowledge those who painted the toilets and saved us considerable costs on the day. I would also like to acknowledge Kylie Raynor, Kylie Courtney, Jackie DeVivo, and Meghan Byrnes for their help with registrations of coaching and dealing with some very difficult parents!

Other items approved or requiring approval, and to be noted in the minutes of tonight’s meeting.

1. No outstanding matters exist.