

Operations Report 11/3/19 - GDTA trading as Gosford Tennis Club

Here is the last month's review of each particular item:

- **Coaching** – Bill and Alex have made the following points and I will also ask Rob to provide an update on the discussions he has had with both Alex and Bill about their business:
 - Our coaching agreement is in need to be finalized to provide both Alex and Bill some comfort – refer to Alex and Chris for an update.
 - Current Coaching numbers are at:

	3/2/19	10/2/19	17/2/19	24/2/19*	3/3/19
Hotshots	46	104	103	83	118
Tournament	12	33	38	46	47
Adult	18	27	30	11	29
Cardio	0	3	3	0	3
Private	4	9	11	8	12
Total	80	176	185	148	209

* *Rain effected week.*

- The tournament squad's players have had several excellent results of late across tournament, schools and JDS events. Nick, Jayden, Liam, Eliza & Michael Tam have all reached the Pizzey Cup trials to be played at Bathurst, whilst Molly Kidd reached the final 16 of the Junior Pizzey Cup. The tournament squad is also attracting players from Maitland, Epping and Lake Macquarie and there has been significant growth in these numbers over the term.
 - A planned Open day remains on the calendar although yet confirmed.
 - There is an opportunity to organize several Chinese players for a coach's camp in June/July and this is in the early stages of organization.
 - Cardio Tennis is now being advertised on Tuesday and Thursday's from 9.30am until 10.30am. If we could try and advertise this across all ladies' comps as the target market is for school mums who have dropped off their kids from school.
 - An Orange and Yellow Ball Comp commenced on Friday 22 February starting at 4.00pm and finishing at 6.00pm. This will be held in conjunction with Central Coast Grammar. We have been averaging 16 juniors per week which makes for a strong start.
 - Alex has asked for his own set of keys to open the courts in the morning now that they are not on-site.
- **Café & Catering** – Kylie to provide an update at the meeting.
 - **Competitions** – Our comps are back following the school holidays, and we have seen the introduction of the Central Coast Series where we had 23 high quality standard plyers in the 2nd week playing for \$5,000 in prizemoney. This is to be played in conjunction with the Saturday Monthly Medal which has reached between 16-20 players. Thanks goes to Mick Courtney for organizing the Central Coast Series and the volunteers helping out on the afternoon tea. Mick Phillips has been putting on a great spread for the Monthly Medal and thanks goes to Mick in assisting. The numbers for Tuesday and Thursday evenings are solid as per the numbers we are seeing (refer below - Participation) with Chris and I thinking of enticing Division 1 players to a similar Central Coast Series Concept with

prizemoney. Sunday Morning comp has been cancelled and a new focus on building the Friday afternoon comp has commenced. We now have access to the UTR site however nothing has been updated as yet.

Inter-club is to be held on 31/3/2019 and I have been in touch with Neil and Craig to organize teams from Umina and Avoca. If you know of any contacts at other clubs to play, please let me know.

- **Court-hire** – Jackie has fixed the link between the website and the book-a-court TA court system and we can now take bookings on-line. I mentioned in my Treasurers report that the Central Coast Sports College has taken up additional court-hire for this term. We have received a booking from the Tuggerah Lakes Secondary School to hire 4 courts on 27 February which make this our 9th school to use our facility.
- **Memberships** – we are currently at 740 up by 121 from the 619 recorded at the end of January. We have suggested that we offer the Central Coast Sports College free membership to all their players and coaches given that they are permanent court-hirers and one of our most significant income earners for the club.
- **Website** – nothing to report other than the booking system feature.
- **Tournaments**. Kat to provide an update of tournaments we have run since our last meeting. Upcoming tournaments include JDS 7/4/2019, and the May State 14&U teams' event. We have had confirmed the Todd Woodbridge Regional Finals for Tuesday September 17th and the Zone Finals in August. Our next event is the upcoming is the JDS tournament this Sunday – Kat to provide details. We have also hosted on 14/15 February the Sydney North CHS Trials, in which Nick De Vivo won the boys singles, and that this Tuesday, The Primary Schools event will be held with all courts being used.
- **Participation Numbers** – The updated numbers for T1 2019 are

Term 2018	T1	T2	T3	T4	2019
	<i>Avg per week</i>	<i>Avg per week</i>	<i>Avg per week</i>	<i>Avg per week</i>	<i>Avg per week</i>
Coaching	162	138	143	159	181
Comps*	64	49	59	55	57
Schools	0	0	0	231	32
Tournaments	0	0	0	106	197
Total	226	187	202	551	467

**Does not school camps*

- **Pro-shop** – Head, Babolat and Wilson have indicated that they would now not proceed using a e-bay store as a direct website. They would have a direct link from our pro-shop into their websites. This would require a major upgrade of the existing website at a cost of \$2805 plus GST and a monthly website cost of \$140 + GST per month. Given Rebel will be limited in stock offerings this puts us in a perfect position to offer this type of service to our members and a wider audience and an opportunity to increase our membership and competitions. I would be recommending an investment in this upgrade and for us to cover the cost by paying over a 6-month period.
- **Maintenance** – Mick Phillips to provide an updated report including the newly formed Garden Club. I will update you on the positive meeting with Council on 4/2/2019 and there is a list of Council grants as outlined in the Treasurers report submitted as at 28 February. We are to complete the office refurbishment by 15 March, and I have included draft

drawings of what the office will look like upon completion which will match current white cabinets and black granite that we already have. We have removed the sink and taps at a cost of \$330 and all cabling has been fixed at a cost of \$785. We need to have an electrician come in and fix some of the lighting which we have no cost for as yet. The office also needs to be refloored, and more storage area's for stock should be installed. I also would like to have some of the court banners located in the blue room installed on court fences on the lower complex. Other areas requiring attention – repainting of wooden tables, re-polishing club house floor and repainting main room, installing a product brochure board for member use, pruning trees on top complex, installing shower curtains on top and lower bathrooms, and cutting down fences at entrance of shed area due to termites.

- **Sponsorship Update** – MCM Catering's banner is now on Court 5. ANZ have advised that they are supportive of our November Central Coast Open and are meeting me on site in 4 weeks' time to discuss further opportunities. The Orthodontists as indicated in my Treasurers report are a new sponsor looking to commit to \$1200 annually and will involve sponsoring the Grand Slam Hot Shot Events. We have also surprisingly received 6 new Peters Umbrella's and stands. Lee Papps has kindly offered to sponsor the Tournament Squad shirts, 40 in total at a cost of approx. \$800 - \$1000.
- **Council** – Several matters have been reported to Council, including the trespassing of homeless persons located on the lower complex. The Police have been called to remove these persons. I have asked for the verge along Racecourse Rd to be maintained, and I have reported the illegal parking of cars in the upper car park. I will also be raising the issue of the blocked drain near the sheds which requires some \$10,000 in work to unblock. Whilst the repairs are non-urgent, there is a need to fix the issue.
- **Tennis Australia Workshop** – I attended a TA workshop for volunteering and grants on Thursday 7^h March at Chatswood. It was very informative and helpful with our own club and these tools should be uploaded onto Bounce shortly.

Other Items – Approval & Noting

- **Defibrillator** – A training date was set for 9/3 however the Red Cross failed to show up. A new date will be set, and I will advise.
- **Obtain a DA to meet larger Grant applications (Refer draft plan on separate document)**. This remains outstanding. Note car park discussion has been outlined separately at tonight's meeting by Council representatives.
- **(Approval) Central Coast Squash Association** – The CCSA are keen to commence the early stages of planning, particularly whilst we are working with TNSW to do the same. I have suggested and it has been agreed by CCSA to form a working group for the lower complex. We would be seeking a minimum 2 representatives from the club to be part of this group and report back to the committee on updates.
- **(Approval) Opening Hours** – I have asked Bill and Alex to commit to working the morning shift between 9am and 12pm during the week. This would allow us to operate between the hours of 9am – 9.30pm weekly. I will take this up with Rob De Vivo to ensure we have these timeslots covered. We do have an issue on Sunday's where Bill and Alex will be on their day off. This will mean volunteers having to open and close Sundays.
- **(Approval) Hiring of a part-time Marketing person** – I have enclosed a proposed new role for marketing purposes to cover membership services and social media. I am looking at a 2 day a week role to start with, expanding as we grow.
- **The Pool Table** was sold for \$200.00
- **Honor Board update** – After several attempts with Specialists Signs at West Gosford I am going to attempt to seek assistance elsewhere to update the honor board.
- **SMS service broadcast service** – Remains on the to do list for Bonny.