

Operations Report 22/10/18 - GDTA trading as Gosford Tennis Club

Welcome everyone and to those who are new to the committee a special welcome to you and I will issue these reports monthly prior to the meeting to give you a run-down of how we are travelling:

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

- **Coaching & Holiday Camps** – Bill & Alex will address numbers, areas of improvement, competitions etc. in their report.
- **Café** – There has been much improvement in this area thanks to Kylie, Del, Lynne, Jackie, Dale and Mick. Our offerings at events has been tremendous and through their hard work they have helped us achieve additional income, more variety in our offerings, and overall positive feedback at our major tournaments. I think the key to greater success is gaining a \$5,000 grant for kitchen improvements, to be advised February 2019. We need to think more on what we need for future infrastructure improvements, and if we need to change processes or procedures. We are now on the new Vend POS system that replaces Mind-Body at a much lower cost, and easier functionality. This will link into our accounting software XERO reducing Jackie's time and we are now awaiting David O'Brien & Associates to categorize this through XERO to gain more accurate reporting.
- **Competitions** – Thanks to Mike Phillips excellent efforts, a new Sunday Morning Comp has commenced, and our Saturday Social, encouraging all types of players is building to around 15-20 players a week, Alex & Bill are working with CCGS to combine a hot-shot comp on Friday during term 4. Our Tuesday night and Thursday night competitions are at a steady level, and Monday ladies is reducing. Last month our Sydney Inter-district Presidents Cup team reached the semi-finals. In saying this, we need to aim for 5-6 teams next year and hopefully this will happen now that Bill & Alex are on the ground.
- **Court-hire** – the off-peak and Sunday Free offerings have been popular and should increase over the Summer months. Our booking system through our website is yet to be linked via Stripe, although I expect this to come on-line over the next month. If we can encourage people to use this site for booking a court, it will assist with reducing time at the front-desk.

At present 8 schools use our facilities each week and numbers are approx. 325 players per week. Bill coaches at CCGS and this includes 45 students plus several private lessons as well as Kulnura, although only 5-6 students attend.

Our proposed 2 Chinese Groups of 20 per group who are looking to be involved in a 5-day camp – January and February 2019 have now fallen through due to cost and lack of uptake.

- **Memberships** – we are currently at 477 up by 31 from the 446 recorded at the end of September.
- **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

Since our last meeting, we hosted a very successful CHS School Girls State Championships, which was also very profitable, and the feedback was extremely positive. In addition, we all agree that the inter-club event also went well with 86 participants, and again thank you to our catering team who did an awesome job with supplying 70+ meals.

We have our 2 non-sanctioned events coming up:

- **75th Gosford Tennis Club Championships**. I am keen to gain participants, helpers to assist over the weekend of 3rd & 4th November. We have a Division 1 & 2 singles & doubles event, and 10&u, 12&u, and 14&u singles & doubles event.
- **ANZ Central Coast Open** – with prizemoney of \$6,500 plus a bonus additional total prize pool of \$1,000 if any of our local member players win the event this should attract a strong and large field. This will be held on 9, 10 & 11 November, and I would expect this to be the equivalent of a Platinum event and we will need catering and retail staff to be on deck. Entry fees will be at \$60 per person and should make us a profit of over \$5,000.
 - **Draft Calendar for 2019** is also attached for reference.
- **Pro-shop** – We have purchased additional product from Wilson, one of our court sponsors and this you will see in the main club-house. We are still working on Wilson uniforms for staff and coaches, plus some equipment.
- **Sponsorship** – ANZ and Brian Hilton Motor Group are now on board, with BHMG to take sponsorship along Racecourse Rd (courts 5-9) for \$7,500 plus GST over the next 2 years. We are seeking other businesses to support our club, from say \$500 as a minimum upwards. If you know of sponsors who would like to assist let me know and I will provide you with our offering. Our Sponsorship banners on each court are now up and hopefully this will generate further opportunities.
- **Maintenance** – I have been unhappy with lower standards of maintaining the day to day operations of the club and have emailed all staff of what we expect. Mick Courtney and I have communicated to Bill and Alex that by end of this term they would need to seek alternative accommodation arrangements. Whilst this has been great from a security and opening perspective, the Council have advised that they would issue a breach of lease notice if they were informed again of persons residing at the club.

Our maintenance volunteers/staff have decided to employ a cleaner to regularly clean on a weekly basis our toilets and showers. This will be more prevalent over weekends where we have events. Part of these duties will be to clean the clubhouse and windows monthly, in addition to the staff cleaning.

All synthetic grass courts have now been annually cleaned and treated for mold with the last of the courts (5-7) treated in early October.

- **Other** – I have asked Jackie to undertake an additional 2-3 hours of work per week to oversee data entry. This works in with Grant applications to provide numbers of participants that go through the center on a weekly basis plus other major projects – local club ranking system, linking, accessing and updating Stripe, maintaining memberships, etc. A job description is attached separately to this report for your reference.
- **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. I am suggesting we discuss the type of infrastructure we require to take this to TNSW for planning purposes.

End of Report