

GTC 2019/2020 Goals & Objectives - 31/10/19

	Cafe Income	Coaching Income	Competition Income	Court Hire
Actual Income	\$12,185	\$53,562	\$9,035	\$24,620
Forecast Income	\$26,445	\$35,088	\$9,600	\$39,712
Goal	15%	15%	15%	15%
% to Goal	-117%	34%	-6%	-61%
Activities/Impacts	AMT Events - Lower Complex Staff incentive scheme (11/19)	Jono started (7/19) Blue Room Gym (11/12)	Sunday Social (10/19) UTR intro (11/19)	Less income from ITS Sunday Opening (11/19)
	Sunday Opening (11/19)	Increase in Junior Hotshots/Cardio etc	Staff incentive scheme (11/19)	
	Membership Income	Other Revenue	Pro-Shop Income	Tournament Income
Actual Income	\$3,921	\$2,890	\$17,008	\$47,408
Forecast Income	\$8,858	\$9,338	\$13,319	\$54,292
Goal	1000	15%	15%	15%
Current	850			
% to Goal	-56%	-69%	28%	-13%
Activities/Impacts	June - Income \$3139 Sunday Opening (11/19)	Insurance Claim (8/19)	On-line Pro-Shop (12/19) Black Friday Sale (11/19)	Club Championships Gold JT (12/19)
			Staff incentive scheme (11/19)	
	Cost of Sales	Gross Profit	Expenditure	Net Profit (Operations)
Actual	\$67,744	\$102,894	\$99,903	\$2,991
Forecast	\$58,829	\$144,341	\$147,969	-\$3,628
Goal				7.50%
% to Goal	-15%	-29%	32%	182%
Activities/Impacts	Increase in Pro-shop purchases	Higher Coaching Costs Reliance on non-operational income	Wages \$2914 below forecast Lower Tournament fees	Management of Lower Expenses
	Social Use	Junior Hot Shots	Facility Funding	Facility Funding
			Sponsorship/Donations	Grants
Current	728 users per week	147 players	\$10,045	\$5,067
Goal	650 users per week	170 players	\$60,000	\$200,000
% to Goal	12%	-16%	-83%	-97%
Activities/Impacts	Seniors, Todd Woodbridge Cup Larger venue to cover major events	Overall steady growth T1-T4 CC Grammar increase	Renewal - Court Sponsors 11/19 - Est. \$29k	CC Council Grant - \$135k \$7,500 - Lucy Wicks (12/19)