

Operations Report 21/10/19 - GDTA trading as Gosford Tennis Club

1. Coaching Report - Refer to the separate coaches' report & pathway performance plan.

Coaching	T1	T2	T3	T4 YTD
	Average			
Blue Ball	5	5	4	0
Red Ball	31	34	35	37
Orange Ball	19	21	30	32
Green Ball	19	23	26	27
Yellow Ball	15	12	23	22
Development / Tournament Squad	29	36	32	49
Adult Beginner	9	8	6	5
Adult Drill Point & Play	17	10	15	15
Cardio	2	4	5	9
Private	11	12	17	25
School Holiday Camps	53	82	113	0
Total	210	247	305	221

- 2020 Tennis camp Dates Jan 14th to 16th 21st to 23rd
- 2020 Jono's Albury-Wodonga trip, 10 kids booked in for this Grass court tour
- Results Parramatta AMT Gold Nick and Brad made Final of gold AMT Parramatta doubles
- State JDS Finals Jayden Shipley runner up in with Liam O'Neil the winner and Oliver Warrod consolation winner
- Development and Tournament Squads growing with some new faces
- Gym complete and ready, will be running with new programs to follow
- Cardio tennis number increasing (10 last Thursday)
- Toby Collins and Shannon Spencer direct entry into December Showdown to be held in Melbourne in December
- Squad members participating in club champs.
- Jono currently hitting with Max Purcell for his preseason hitting before Australian Open
- Private Lessons are increasing
- Juniors Coaching with Jono and Alex as increase in Hot Shot Classes.

2. Participation Numbers – Term 4 (5 weeks)

	2018				2019			
	T1	T2	T3	T4	T1	T2	T3	T4
Coaching*	162	138	143	159	213	250	305	265
Comps	64	49	59	55	59	63	99	105
Schools	0	0	0	231	213	172	281	144
Tournaments	0	0	0	106	152	238	134	214
Total	226	187	202	551	637	722	820	728

**includes school camps and coaching at CC Grammar*

3. Pro-Shop, Café & Catering

- Sunday trading commenced 2 weeks ago
- A Black Friday sale will be in place for the upcoming Club Championships and ANZ tournament. Bonnie and Jackie will have tables set up with specials for Club Championship weekend.

4. Competitions (Products)

- CC Super Series is down on numbers due to Division 1 players currently in AMT and Showdown events. Division 2 and 3 are steadily growing – 5 Div. 3 players last week with Avoca to provide 6 additional kids next week. Finals are on 14/12/19.
- I have Dylan Barrett working on a UTR registration plan to have as many of our members on UTR so we can provide targeted UTR events. Currently have 12 new UTR registered players for CC Super Series.
- Social Tennis on Sunday is proving very difficult with numbers, with Xmas parties and people breaking for holidays we feel we should postpone this to next year 2020 and change the day to either Friday Twilight Social 6.30-8.00 (utilising the hours Bonnie is here or working on improving Saturday afternoon social for those who don't want to play Super Series.
- Our Master Member record to identify gaps for members who have yet to play a comp is taking shape and is an ongoing project.
- The Club has introduced for night comps "Bring a Friend and Come for Free" promotion.

5. **Court-hire** – No update has been given.

6. **Membership** – Membership Numbers for the 2019/20 year to date totals 915 on target to achieve 1000 members by December 2019.

7. **Marketing** – refer to separate marketing report from Jenny. A marketing schedule has been set up for Jenny with regular Facebook posts and Dylan will assist with this.

8. **Social Media** – for the month 19/10 to 15/11, a summary of our Facebook page showed:

- 1177 people who like our page up by 19 on last month's report (1158).
- 1713 post engagements, down 18% although our posts reached 1811 up 17%.
- 8 Check-ins or up 300%

9. **Website** – Meeting was held with Simon from APM Graphics to go through navigation of the website, payment options have been set up, delivery options need to be set up and we are going live with the website by the 30th November.

10. Tournaments.

- Our ANZ Doubles Classic and Challenge Cup has been rescheduled to early 2020 due to low entry numbers. We have several options for this event to be either:
 - A combined event with an AMT event that we host – July or August 2020
 - Create a UTR event for singles and/or doubles event.

- Hold the same Doubles format as we had however schedule this again as a UTR event to attract players. This will define divisions. We could hold this on 21 & 22 March as there is a Twilight AMT at Tennis World, and no Seniors Events.
- The Club Championships is being held on 30/11, 1/12, 7&8 Dec. They are separated via Age Groups and we are also looking to set this up as a UTR event. Entries are coming in and I expect the Open Men's, Men's & Ladies doubles and a new event – Mixed doubles to be played, including Div. 2. & 3. Age groups I am yet to get a gauge on.
- Junior Gold Event – December 28/12 – 31/12/19. Refer to Kat for an update.
- Our 2020 Calendar for the website has started. (refer attached).

11. Maintenance & Capital Works

- **Infrastructure & Maintenance** – defer to Mike Phillips for the maintenance report.
- **Maintenance Person** – defer to Mike Phillips
- **Kitchen** – Refer to Lynne Buchanan & Mike Phillips.
- **Garden Club** – defer to Mike Phillips
- **Security** – The emergency alarm and personal alarm system is being worked on for quotes and I will update at next meeting. Jackie has advised that she is to try other companies such as JB HiFi as they have tried to approach our own security firm and this has been responded to.
- **Masterplan** – Defer to Chris Lees

12. **Sponsorship** – I have outlined in the Treasurers report the renewal of on court sponsorship banners which are due in November. Jackie to work on sponsorship agreements week of the 20th November. Jono has also engaged with Holden as his cousin works at the dealership.

13. **Central Coast Squash Association** – an updated meeting is scheduled for next Wednesday and to be discussed within the masterplan report.

14. **Council - Car Parks.** Bollards for the car park area have been claimed for under our insurance claim following the recent break-in. Council are also to undertake patching of walls in the office to prevent issues around asbestos. **Remains Outstanding**

Other Items

15. Grants

- Lucy Wicks office has also confirmed a \$7,500 grant which we should receive in December 2019. This will allow us to increase our budget for the kitchen spend to \$20,000.
- Council LED grants which we applied for in September will be announced next month.
- New Grants: Club Grants opens 18th November (Infrastructure) NSW office of sport (Sun shading).

- Jackie to engage with Kylie Brown on undertaking the Grant work for a success fee which will free Jackie up to do more work with staff and members. This meeting is to be held next Tuesday and I will update you on this at the next meeting.

16. Insurance Claim – *Remains Outstanding* The computer that was stolen and a legacy item from IFS may not be able to be claimed as we don't have a receipt for this. We do have CTV evidence of it being stolen and we are working with Shortland Insurance to see if we can use this to make a claim. Witness statements have been completed for the break in and they have a suspect in custody they believe is the person that broke into the courts.