

Ideas for fund raising

Where we are from 1/7/18 – 31/5/19

	12 months Projected 2019	12 months Actual 2019	6 months Projected 1/1 - 30/6/19	6 months Actual 1/1 - 30/6/19	+/-
Income					
Cafe Income	\$51,744.00	\$55,555.98	\$18,635.00	\$21,653.05	16%
Coaching Income	\$106,530.00	\$37,312.12	\$65,300.00	\$6,014.46	-91%
Competition Income	\$31,200.00	\$28,473.69	\$12,000.00	\$13,586.57	13%
Court Hire	\$69,529.00	\$60,689.25	\$30,687.00	\$16,253.07	-47%
Holiday Camps (Lunches)	\$1,800.00	\$4,993.53	\$1,080.00	\$344.00	-68%
Interest Income	\$0.00	\$20.29	\$0.00	\$10.18	
Membership Income	\$9,926.00	\$10,398.79	\$0.00	\$211.95	
Other Revenue	\$0.00	\$9,488.39	\$0.00	\$2,402.18	
Pro-Shop Income	\$27,651.00	\$34,495.08	\$10,273.00	\$17,773.68	73%
Sponsorship/Grant Income	\$48,450.00	\$50,890.51	\$5,000.00	\$33,701.08	574%
Tournament Income	\$123,181.00	\$117,571.93	\$45,063.00	\$29,501.15	-35%
Total Income	\$470,011.00	\$409,889.46	\$188,038.00	\$141,885.09	-25%

- **Coaching income** – from 1/7/19 we should be reporting all income which would result in significantly reducing the income gap.
- **Competitions** – look at a introduce a friend and get your night comp fee waived – applies to 1 friend for 1 week per term. Introduce a Friday night social for adults from say 6.30pm – 8.30pm including drinks and nibbles. Mick has suggested the CC Coast Series have a T1, T2 and T3 series – more prizemoney for T1 and less for T3 (Monthly Medal Doubles). Fees to rise to \$40 – T1, \$30 – T2 and \$20 – T3 includes afternoon tea. \$15 to club/remainder to prizemoney.
- **Court-hire** – communication to members defining off peak times – 9am – 3pm weekdays, and Sunday only. We need to collect more court-hire. Get locks for 22 & 23 to ensure bottom complex is fully locked. On peak is Monday – Friday 3pm – 9.30pm & all-day Saturday. We should include how members should book and how this will be collected.
- **Membership** – in addition to existing membership we add a gold membership – \$800 Family and \$600 Individuals that covers all court-hire daylight times. Night tennis excluded however may include a 10% pro-shop discount.
- **Sponsorship** – identify more signage opportunities across complex (from \$500 plus signage), introduce monthly business card draw to attract more sponsorship. Have a Corporate team’s event?
- **Tournament Income** – introduce new tournaments – Grassroots Doubles ANZ event which should raise \$23k plus not including retail sales.