

## Operations Report 29/7/19 - GDTA trading as Gosford Tennis Club

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

1. **Coaching** – Jono Cooper has now commenced in his role as joint Head Coach with Alex. The agreement remains outstanding – I will defer to Chris & Rob.

- Current Coaching numbers for the past 6 weeks are outlined below:

Week Ending	1 PH			2 Wet Days		3 Wet Days		School Holidays	
	16/6/19	23/6/19	30/6/19	7/7/19	14/7/19	21/7/19			
Blue Ball	4	4	4	3	0	0			
Red Ball	38	30	30	33	0	0			
Orange Ball	28	17	18	26	0	0			
Green Ball	26	15	15	27	0	0			
Yellow Ball	18	15	0	16	0	0			
Development / Tournament Squad	34	37	18	24	0	0			
Fit Point	0	0	0	2	0	0			
Adult Beginner	0	0	0	20	0	0			
Adult Drill Point & Play	15	0	0	0	0	0			
Cardio	2	0	0	0	0	0			
Private	14	5	5	10	0	0			
School Holiday Camps	0	0	0	0	80	129			
	<b>179</b>	<b>123</b>	<b>90</b>	<b>161</b>	<b>80</b>	<b>129</b>			

- **Over the past 6 weeks** there has been several impacts – wet weather and public holidays, School Holidays and Bill leaving. Jono Cooper commenced in the week of 21 July with school holiday camp numbers very positive. School camp numbers for Jan 2019 totaled 105, April 2019 totaled 119, with this camp totaling 219.
  - **Sydney Inter-district teams** – we have a Division 1 Blackwall Cup team and Mick Courtney is organizing uniforms. The Blackwall Cup team is Jono Cooper, Alex Fielding, Riley Courtney, Brad Simpson, Nick De Vivo and Jayden Shipley. Commences 28<sup>th</sup> July with Semi's on 15/9 and Finals 22/9.
  - **New Squad schedule** – Monday & Wednesday High Performance, Tuesday & Thursday – Development, Friday – Tournament Play. We obtain court-hire for all of these.
  - **New Hot Shot program** - Monday – Thursday & Saturday, Red, Orange and Green same times, Blue – Thursday only, and Yellow is Tuesday & Thursday. Hot Shot match play is on Friday.
  - **Adult Drill Point & Play** – Video of Alex is now up on Facebook to promote this and a dash for cash will be organized for all squad members during term.
  - **Tournament Squad members** – Shannon Spencer won the NSW Country Championships and Rod Laver QLD 16's over the school holidays.
  - **Jono has approached Committee to install a gym in the blue room with rent to be paid by coaches as well as installing gym equipment. *Decision Required.***
2. **Pro-Shop, Café & Catering** – Scanner has been provided free of charge by Rob De Vivo (thanks Rob). Weekly pro-shop specials are now being issued via SMS. In the 12 months to 30 June 2019 we were up 38% in pro-shop sales, however in the past 6 months this has gone to 117% growth.

- Competitions** – Friday comp – Coaching Tournament and Hot Shot players, and the Central Coast Super Series has commenced for this Term. Winter has reduced numbers for nights comps however we should see this increase in the Springtime months. Ladies Mid-week comp has now started. UTR has been registered and we are planning to use the Super Series as our first UTR competition.

It is now proposed to have the Club Championships on 30<sup>th</sup> November 1<sup>st</sup>, 7<sup>th</sup> & 8<sup>th</sup> December and we would be also planning to register this as a UTR event.

- Court-hire** – Court Booking System – A quote has been asked through TNSW to install a key pad on the front gate. Nothing has been updated from TNSW as yet.
- Members** – Membership Numbers for the 2019/20 year to date totals 457 which is 51% of last year’s numbers and 46% of our target of 1000 members. We will need to discuss prior to the next AGM revised membership fees and whether we need to add tiering for higher use.
- Marketing** – The Bing Lee promotion was not very successful, although it didn’t cost us any money to run. Promotion of the Junior results, and Adult Drill Point & Play is the focus for the next 4 weeks. As part of the next Platinum event we will be receiving banners from CC Council and contacting media to publicise the event as part of the Council hosting sponsorship.  
Jenny to touch base with 20 of our members to advise membership is due and if they need any information on any comps, classes or programmes we run, then Bonnie can follow up.

**Decision Required** – Jackie is wanting to implement a shop-a-docket at a cost of \$39 per week plus GST. The cost would apply for 3 months with feedback to be determined. The cost would be shared between GTC and Alex/Jono. I have attached an email outlining details for your reference.

- Social Media** – Since 13/6 we had a further 13 likes, up 19%, posts reaching 9507 up 30% and 2831 post engagement, up 15%.
- Website** – The Pro-shop on-line store is now being tested and I hope to see this up and running for next month.
- Tournaments**. Congratulations and thank you to Kat in running a successful Champion of Champions and Bronze AMT event. We very much appreciate the volunteer hours Kat has put into both these events. We need to think about the AMT Bronze event for next year where we should look at adding some events – suggestions would be a Hot Shot tournament on the Thursday, and a Seniors event from Friday – Sunday.
  - Decision Required** – Assistance for Junior Member players with entry fee rebates.
  - Decision Required** – Fold up sign for the car park noting “special event”
- Participation Numbers** – The Term 2 2019 weekly user numbers are as follows:

	2018				2019	
	T1	T2	T3	T4	T1	T2
<i>Average per week</i>						
<b>Coaching</b>	162	138	143	159	213	250
<b>Comps*</b>	64	49	59	55	59	63
<b>Schools</b>	0	0	0	231	213	172
<b>Tournaments</b>	0	0	0	106	152	238
<b>Total</b>	<b>226</b>	<b>187</b>	<b>202</b>	<b>551</b>	<b>637</b>	<b>722</b>

## 11. Maintenance & Capital Works:

- **Infrastructure** – Courts 3 & 4 lighting globe replacements has been completed.
- **Honor Board** – all updated.
- **Electricity Feed** – Lower complex. We now have a separate electricity meter located in the new members car park.
- **Kitchen** – currently obtaining floor quotes. An additional volunteer grant has been requested through Council for \$5,000 to go towards the kitchen improvements.
- **Pest Control** – has been completed for the lower complex.
- **Garden Club** – upgraded the BBQ area, re-painted seating and fencing. New planter boxes have been installed.
- **Working Bee** – we need to look at a further working bee to clean up lower clubhouse
- **Security** – following recent break ins and Brian Turton’s threatening phone calls Jackie has requested installation of an emergency button at front office to go to Security in the event a telephone call can’t be made. **Decision Required.**
- **This is a further update on quotes or updates required in red received.**
- **Decision Required** – to complete a masterplan of the site for infrastructure planning and to provide this to all key stakeholders.

	List of Improvements	Top Complex	Lower Complex
1	<b>LED replacement of Lighting</b> – \$125,075 from EGM This quote including 6 poles at \$147,730 includes GST. Quoted 10/9/18 (Summerland Tennis)	\$147,730	\$148,480
2	<b>Re-building new Toilet and Locker room facilities and demolishing existing structures replaced by outdoor garden and café area. To be quoted.</b>	\$250,000 Est.	CCSA proposal - \$6m
3	<b>Work Shed and Committee rooms</b> – replacement of structure required due to white ant issues. Cost to be identified and reported to committee. To be quoted.	\$30,000 Est.	
4	<b>Re-fencing of Courts – 12 &amp; 13</b> (Quoted by Coastal Fencing (8/9/2018))	\$40,040	
5	<b>Dividing tennis fences – courts 5/6, 6/7 and 8/9.</b> (Quoted by Coastal Fencing (8/9/2018))	\$21,560	
6	<b>Re-surfacing of Courts &amp; extending where possible to ITF standard courts – Courts 10, 11, 12 &amp; 13 resurfacing</b> - (Summerland Tennis 10/9/18)	\$109,200	
7	<b>Solar Panels placed on Clubhouse roof</b> - 70 panels, savings in electricity at \$6,900 per annum	\$30,000	
8	<b>Repainting internal main-clubhouse and re-sanding floors</b>	\$2,200	
9	<b>Partial Re-fencing of courts 1-4.</b> Quoted by Central Coast Fencing 10/9/18)	\$41,800	
10	<b>Renovating “Blue Room”</b> – reflooring, painting, new chairs and tables, new fans, lighting and air-conditioning, to be hired for functions, palates, fitness classes etc. Costs to be identified and reported to committee.	\$6,600	

11	<b>Replacement of Drainage</b> - next to shed & committee room	\$9,516	
12	<b>Renovating Kitchen Area</b> – provide organized cupboard and draw space, dishwasher, re-flooring, gas outlet connected. Oven not functional.	Refer to Del/Lynne	
13	<b>Updating Coaches area adjoining office</b> – re-flooring and re-painting required. Budget \$1,000. To be costed	\$1100 est.	
14	<b>New outdoor furniture and repairing and updating existing furniture.</b> Costs to be identified and reported to committee. Budget - \$3,000. To be costed	\$3,000 est.	To be costed
15	<b>Shade Cloth replacement</b>	\$6,651	
16	<b>Replace Driveway Gates for security purposes</b> – quoted by Coastal Fencing 8/9/2018	\$6,280	
17	<b>Replacement &amp; upgrading signage at Entry of Car Park</b> and re-planting Garden Beds with hedging and possible bollards. To be costed.	To be costed	To be costed
18	<b>Implementation of Book-a-Court system</b> - Costs to be identified and reported to committee.	\$15,000 (TA rebate - \$6,000)	\$15,000 (TA rebate - \$6,000)
19	<b>Replacement of Lower complex Club-house</b> – Refer to CCSA reference in this report.		CCSA Report - \$6.1m
20	<b>Parameter fencing for grounds</b> - Costs to be identified and reported to committee.		To be costed
21	<b>New Landscaping</b> - Costs to be identified and reported to committee.	To be costed	To be costed

The Committee prioritizes works to be completed for grant requests and monies to be used from the Capital works programs. Note that quotes have been obtained for the lower complex tennis courts. Both companies that have quoted advise that geo tech reports would need to be commissioned before a formal quote is provided. We will defer to Lee Spencer to assist us on this.

12. **Sponsorship** – APM Graphics has completed a supporter's graphic with our logo for our sponsors to use. Please see attached.
- **ANZ Australia's Richest Grassroots Doubles Tournament** – ANZ has committed \$7,000 for prizemoney and \$3,000 for banners, marketing material etc. I have an updated copy to attach and the draft agreement. Alex is reviewing the agreement before we sign this.
  - **2019 Club Championships** – Both Coastal Fencing and AAP Finance Brokers will be sponsoring this event.
13. **Central Coast Squash Association** – Not much more to report pending pre-DA meeting with Council (CCC) August 6. This meeting will clarify CCC support & other requirements. CCSA have had feedback from NSW Office of Sport who have requested further support data on squash growth trends, both here & o/seas. Otherwise CCSA just getting current & future "house-keeping" underway & looking at necessary funding/legal/Marketing issues pre development.
14. **Council – Remains Outstanding** - Car Parks & Workshop. We need to discuss this at a committee level with the possibility of restricting parking via fines or generating parking fees as they have at Gosford Golf Club. The council have also provided a letter of support via Central Coast Tourism for the EOI of the NSW Country Championships tender.

## 15. Other Items – Approval & Noting

- **Defibrillator**– A training was completed 27/7.
- **(Noting) Stocktake** was completed 30th June 2019 with the help of Del and Lynne.
- **(Noting) Business Plan** – update from Chris re distribution to key stakeholders.
- **(Noting) CV of Events** – completed for the purposes of supporting communications to key stakeholders on events held at GTC.