

Treasurers Report 15/4/19 GDTA trading as Gosford Tennis Club

Current Position

The current cash surplus position as at 13/4/19 is as follows:

Total Payable	\$22566.00
GST Payable to 31/3/19 (Estimate)	\$143.61
PAYG Withholding to 31/3/19 (Estimate)	\$218.00
Superannuation payable to 31/3/19 (Actual)	\$1708.39
Total Owing	\$24,636.00
Total Receivables	\$12,904.00
Total Cash at Bank (includes \$37,708.77 in Capital Works A/c)	\$48,467.48
Total To be received	\$61,371.48
Surplus for Solvency Purposes	\$36,735.48

The cash surplus position continues to remain solid however we were fortunate to have ANZ provide us with a grant of \$10,000 which improved overall cash flow position. February and March are high expenditure months where our annual insurance premium (paid monthly instalments) and tournament expenses from the January and December sanctioned tournaments continue to come through. Whilst I did mention in my last report that we had made an estimated profit of \$22,346.41 for these events, we have been expensed a further \$11,771 covering tournament official costs and a court hire fee for Wyong. This has reduced the profitability to \$10,575.41 and we now need to seriously look at how we can improve this bottom line given efforts that go into running these 2 tournaments.

For the month of March, we achieved a small profit of \$562 thanks to the funds received from ANZ of \$10,000. The Inter-club attracted 60 players and we made a small profit, with thanks to all clubs involved in contributing sponsorship and prizes.

For the 9 months 1 July 2018 – 31 March 2019, the Club has made a profit of \$38,707 compared to the same period last financial year of a loss \$66,964. It is noted that from 1 April the GTC main body took direct ownership and running of the club, and this turnaround recognizes the huge efforts everyone has undertaken.

Updated Receivables and Payables are included with this report. Points raised for **Payables** is as follows:

- \$10,171 to be paid to TNSW. We will be paying \$4,099 this month and the remaining balance after the lucrative 14&U State Championships
- \$1600 to Wyong TC for court hire. This will be paid in April.
- Insurance premiums of \$4,273 are annually recorded however we do pay in monthly instalments
- Icare \$2906 – this is a worker's compensation premium which is paid on a quarterly basis.

Receivables include:

- Alex Fielding's outstanding \$1,065. Alex should have this paid after School Holiday camps are finished. Alex's costs relating to his move from QLD has caused some delays in payment.
- ANZ's \$5,500 which will increase to \$10,000 and become a current debtor with payment due by 30 September 2019.

- Whilst we have received acknowledgement from “The Orthodontists” that they will be proceeding with their sponsorship we have yet to receive a signed agreement or funds which totals \$1,200.

Projected v Actual

Now that we have a budget in place the following is based on:

- **YTD 1/7/18 – 30/6/19** – 9 months actuals compared to 9 months of actuals plus 3 months of projected (12 months in total)
- **YTD 1/1/19 – 31/12/19** – 3 months actuals compared to 3 months of actuals & 9 months of projected (12 months in total)

	YTD 1/7/18 – 30/6/19		YTD 1/1/2019 – 31/12/19	
	<i>Actual</i>	<i>Projected</i>	<i>Actual</i>	<i>Projected</i>
Revenue	\$327,587	\$455,685	\$85,115	\$121,376
Expenditure	\$288,898	\$422,267	\$92,127	\$121,998
Gross Profit	\$252,863	\$321,276	\$65,327	\$78301
GP Margin	77%	71%	77%	65%
Net Profit	\$38,689	\$33,418	(\$7012)	(\$622)

Some points I would like to raise on the actual and projected numbers above:

- For the 12 months to 30/6/19 we are expected to generate total revenue of \$455,685 compared to \$465,991 to 30 June 2018. Whilst this is lower, it will see the club forecast a NPBT of \$33,418 as at 30 June 2019, compared to a loss of \$50,802 from last year, which is a major turnaround and a good message to provide at the AGM. GP margins have also improved projected at 71% compared to last financial year of 40%.
- As a running forecast for the 12-month calendar year to 31 December 2019, projected revenue is estimated at \$470,000 and NPBT of \$28,564 with a GP margin of 70%. I am hoping that with additional investment in the business – new staff roles, improved facilities, and a stable coaching program, we will see the revenue and profit lines improve above what is projected. It is noted that projected NPBT of \$28,564, includes an allocation of \$31,500 to be distributed to the Capital Sinking Fund. Whilst we have an actual 3 months loss of \$7012, we are expecting strong revenue months from May to September to pull us through given we have the NSW 14&U State Titles, Champion of Champions in June, July AMT Bronze, August Platinum, and the September Club Championships. In addition, with membership due to commence from 1 June, and ANZ having committed to the ANZ Central Coast Open for \$10,000, I am confident forecasts will be exceeded, based on good weather.
- In terms of forecasts we are behind on revenue numbers however this has been offset by a reduction in expenses. With the proposed changes to Jackie’s role and the new Marketing role which will be accommodated within Jenny’s existing hours total salaries and super would be within budget. At this stage salaries are 27% below budget.
- For noting, if we were to increase sales by a further \$75,000 per annum, the club would be able to support a maintenance person of up to 20 hours per week at a cost of \$30 per hour (includes salary and super).

I also require approvals for the following:

- **Honor Boards** – We have received 1 quote to update honor board names at \$14 per line, for example: 2017 Tony Haworth is one line which includes installation. Currently we have 50 lines at a cost of \$700 plus GST, and I am seeking approval.
- **Court Shades** – we have had 1 quote for replacement of 9 shades at a cost of \$6,651. I note that we do not have the funds to pay for this at present until we obtain approval for the 2:1 Council Grant for LED lighting. I believe we should hold off until after Council announce the grant.
- **Casual Junior** – 2 hours per week during school term. We have continued to receive complaints from Central Coast Sports College about the state of Courts 22 & 23 each Wednesday. If we could hire a junior looking for work at say \$20-\$25 per hour to blow these courts before use, this would assist us in ensuring our largest court-hirer is satisfied.
- **Junior Development** – recommendation to assist Shannon Spencer with \$300 to support her costs as a representative of this years NSW Pizzey Cup side.

For Noting

- **Increase of school court hire** from \$3.50-\$4.00 per child, this will commence Term 2.
- **Blocked Drain** - The drain from the carpark next to the committee room to court 13 is blocked due to the roots from palm trees. A quote has been provided by Deepwater Plumbing at \$9,416. Mike Phillips does not believe the work is required immediately but will need to be undertaken.
- **Audit** – does anyone have any recommendations for auditing of figures?

Current grant update is as follows:

- **Australian Government Community Sport Infrastructure Grant Program.** We missed out on the first round however a second round will be provided in early 2019.
- **Volunteers Grant:** Unfortunately, we have been unsuccessful.
- **ANZ Hot Shots \$10,000 club improvement grant** – this has been approved and paid with agreement from Committee to determine use of funds.
- **Central Coast Community Infrastructure Grant (14/1 – 28 /2).** This has been submitted and we should have a decision by mid-June 2019.
- **Central Coast Community Grant Program (14/1 - 28/2).** This has been submitted and we should have a decision by mid-June 2019.
- **Central Coast Awarding Sponsorship (14/1-28/2).** This has been submitted and we should have a decision by mid-June 2019.
- **Central Coast Community Support Grant Program (All year round)** – This has been submitted and we should have a decision by mid-June 2019.
- **Community Club Grants Round** – open from March 2019 for grants up to \$1,000,000. We are looking to apply for resurfacing and upgrading of Courts 10,11,12 &13 and the 10 lower complex tennis courts including new fencing and LED lights. We will need to start working on quotes to submit this grant and seek assistance to do this.
- **My Community Grant** – NSW State Government grant used for property improvements. Grants are from \$20,000 to \$200,000 and involve an application by 15 May 2019, and a voting process between 15 July and 15 August. We will need to decide where these funds should be allocated to.

Outstanding Items for approval

Please advise if you have any items or activities you would like to fund over the next month for approval – such as advertising, maintenance, printing, etc.