

Treasurers Report 29/7/19 GDTA trading as Gosford Tennis Club

Current Position

The current cash surplus position as at 26/7/19 is as follows:

Total Payable	\$14,278.85
GST Payable to 30/6/19	\$1094.66
PAYG Withholding to 30/6/19	\$934.00
Superannuation payable to 30/6/19	\$2,142.48
Total Owing	\$18,449.99
Total Receivables	\$13,498.00
Total Cash at Bank (includes \$43,200 in Capital Works A/c)	\$69,577.80
Total To be received	\$83,075.80
Surplus for Solvency Purposes	\$64,625.81

With the recent Bronze tournament completed and the receipt of sponsorship money from Central Coast Council, the solvency position and bank accounts are looking very healthy. However, please note that some \$13,000 was banked last week for Term 3 coaching and this will need to be transferred across to Alex & Jono. The upcoming Platinum AMT which will have prizemoney covered for by Tennis Australia, will allow us to further improve the bottom line.

For the month of June, we made a small loss of \$2250 however this was after paying the annual affiliation fee (\$6159) and a quarterly electricity bill of \$4157.

For the full 12 months to 30 June 2019, the Club has made a profit of \$52,265 compared to the same period last financial year of a loss \$43,161. This is a turnaround of \$95,425 and represents the hard work from all those around this table plus other non-committee GTC supporters. Given our position some 12 months ago where we had significant outstanding payments and a large ATO tax debt, it does show if you can work smarter through sponsorships, grants and adjusting the business to ensure profitability than we have the basis for the Club to be a sustainable and profitable business.

In reviewing the last 6 months (January – June 2019) in comparison to the full 12 months we have made some strident improvements:

- Gross Profit has increased by 3% to 83%.
- Café income has increased by 48%
- Competition income is up 29%
- Pro-shop sales up by 117%

Updated Receivables and Payables are included with this report.

Points raised for **Payables** is as follows:

- Central Coast Council rental payments are paid quarterly
- Tennis Australia's payment of \$3,100 is being paid at \$900 per month
- Prestons' Electrical is to cover the lighting repairs for Courts 3 & 4.

There are no points to be raised for **Receivables**.

Funding for Infrastructure

Over the last 2 meetings I have asked where we could look at helping to fund major infrastructure projects for the club. There is no doubt we require TNSW and Council support and continued grants will be requested to assist.

There are some area's I think we could invest in over the next 12 months which will allow us to fund projects through higher GTC profits, however maintaining a buffer of say \$40k in working capital for the day to day expenditure of our operations:

- Over the next 12 months aim to fund 50% of LED court lighting if we can't get grants. Estimated funds required would be \$70,000, saving the club around \$4,000 per annum in electricity costs.
- Place book-a-court fencing/key pads and gates between courts 16, 17, 18 & 19 plus courts 20, 21, and 22 which could accommodate social hirers on the lower complex without the need to manage from the top complex. This cost would be negligible in the first year however may generate up to \$5,000 per annum from increased court-hiring, particularly on Sunday's. We will also need to find chain locks for courts 22 & 23.
- Increase our court-hire by say \$1.50 per person, which could allow us to raise additional income of approx. \$9,000. This would exclude coaching hire fees.
- Add to our existing membership fee base with a high user membership, say \$600 annually. We could attract 20 clients which would generate an additional \$12,000 per annum.
- For tournaments which have low volume numbers – AMT Bronze events, possibly the AMT Platinum event, we could run additional events alongside these. Potentially this could add another \$5,000 - \$7,500 in revenue – entry fees and shop revenue.
- Review pricing of products with increases across the board.
- As outlined in the operations report look to rent out the blue room as a small gym with rental income to be used to improve existing kitchen facilities.

Current grant update is as follows:

- **Central Coast Awarding Sponsorship (14/1-28/2).** We have successfully received our largest Council grants thus far of \$22,692.
- **Central Coast Community Support Grant Program (All year round)** – We were unsuccessful in obtaining funding for new garbage bins.
- **My Community Grant** – We did not get our application by the due date.
- 2 Community Grants including a Club grant will open in August.

For Noting

- **Audit** – We have appointed PKF Newcastle to undertake the audit as they have priced this as the same as Horizon Accounting and have an affiliation with our existing accountants.
- **Stocktake** – this was completed for 30 June 2019 with next one due 30 July.
- **Kitchen Costs** – Del and Lynne to provide an update.

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.

