



Annual General Meeting - November 2020 *Gosford Tennis Club*

- 1) **Attendance** : See attendance list
- 2) **Minutes of Previous Meeting** : – Accepted : Mike Phillips Second : Rob DeVivo
- 3) **Reports** :

A) President :

I would like to start by congratulating all those involved with the club. The committee, volunteers, staff, coaches, players and members for contributing to another successful year at GTC. GTC has now has 2 years in a row of financial success and it is great to see this money being able to be funnelled back into the club to benefit our members.

An important part of the success of GTC is associated with the volunteers and other in kind contributors involved with the club. I would like to give special thanks to the following people for your contribution whether it be serving on the committee, carrying out maintenance, repairs and general club up keep, helping out on the BBQ, providing materials and equipment for the club to utilise such as vehicles, trailers, mulch, plants. There are many others who also contributions and are invaluable to the club and I apologise for not mentioning everyone.

It has been a challenging year, especially with the impact of COVID 19. The club however has managed to survive through this period quite well. As it turned out GTC was only closed for one day due to COVID and has managed to be quite creative in going about insuring the ongoing playing and coaching at the club. The introduction of UTR events at the club has been a huge success and is something that is continuing to grow with competitions now being played at capacity almost every weekend both Saturday and Sunday. In relation to this Tennis NSW has voiced their congratulations to GTC on how we have successfully navigated through these challenging times. There is also an article in relation to our success through COVID currently on the front page of the Tennis NSW Web Site.

It is also very positive that GTC have seen some success in relation to grants. Although most of them have been for small amounts there is one exception being the grant for the upgrading of court lighting to LEDs. The work for this was completed only in the last couple of weeks, with all courts at the upper complex now benefiting. This will not only provide improved playing conditions but will also save the club thousands of dollars in electrical savings. A letter of congratulations have been received by GTC from Adam Crouch MP, Member for Terrigal, on our success in the LED Grant.

I would like to highlight how good the club and facilities are looking at the moment and would like to again thank Mike & Gai Phillips and their team of volunteers for the great work. From new plants to restoration of brickwork and blockwork, general landscaping and other improvements to mention a few things. Unfortunately the one exception to this is as a result of the failure of the retaining wall of courts 10 & 11. GTC are currently trying to work towards a solution with Gosford Council and are hopeful these courts won't be out of action for too much longer.

It is fantastic to see coaching numbers on the increase again now that things are almost back to normal, and it is anticipated that participation will continue to increase especially with the upcoming Australian summer of tennis. Holiday camps are also booming with daily numbers pushing the 80 mark during the last school break.

As a result of COVID and a limited number of official ranking tournaments there has been a reduction in opportunities for our top players to showcase their talent. I would however like to recognise 1 particular player, Mary Gordon, who is being inducted into the NSW Seniors Tennis Hall of Fame. This is a prestigious honour and GTC congratulates Mary for all her efforts and success across her lifetime. Mary has been a member of GTC for almost all of her life and is a fine example of what can be achieved at the pinnacle of one chosen sport.

I am very excited to present the GTC Master Plan which is set to take the club forward over the coming years. The plan has come together through an extraordinary amount of work by the entire committee but most notably Lee Spenser and Tony Haworth. This plan, which there are copies for review tonight and will be published on the GTC website, will allow GTC the ability to bid for available funding, through Grants and the like. It is the vision of the GTC committee to upgrade facilities to provide to its members a state of the art facility which will cater to National and International tournaments and events. The plan includes upgrading of the existing upper complex clubhouse and constructing a new clubhouse for the lower complex. These clubhouses will include gym facilities and brand new amenities, cafes and both indoor and outdoor eating areas. Courts will be upgraded including 16 hard courts, 4 synthetic grass courts and 3 European clay courts.

C) Ladies Mid week : I would like to thank the GLMWTC committee for their time and effort during this “crazy” time of COVID

19. The committee consists of:

- President/Secretary: Kathryn Kelly
- Vice President: Connie Spence
- Assistant Secretary: Karen Horne.
- Treasurer: Del Campbell
- Competition Secretary: Lyn Hampson
- Publicity Officer: Judy Cox
- Social Secretaries: Ann Shine/ Louise Stockings
- Divisional Representatives: Margaret Cairns/ Sheila Hunter, Robyne Searson/ Sandra Gowlland.

These ladies represent the players at committee meetings, keep them informed of events, organize social gatherings, maintain rules and regulations and adhere to the GDTA Constitution. Thank you all for your continued support.

Our competition was going really well at the beginning of the year, and with the interruption of COVID 19, we have maintained our competition although the format was changed to accommodate some “missing weeks”. Perhaps it needs to be said that although the GLMW Committee run the competition, they do not run individual courts. It is at the discretion of each tennis venue to maintain the regulations regarding the number of people allowed at each centre. The Ladies Mid Week play their competition out of four tennis centres, Gosford, Erina, Terrigal and Woy Woy.

I am grateful to all the tennis centres for making it clear regarding the conditions we are able to play under at their court. I am also extremely grateful that no tennis player playing in our mid week competition, has been affected personally with this insidious disease.

This year has been a year with little or no social outings and it has been decided NOT to hold our end of year celebration at the Race Course. It would be an irresponsible thing to do at this time as we would be restricted by the amount of people who could attend etc., so it will be postponed until next year at this stage.

Semi finals for Division 1 will be played at Gosford whilst semi finals for Division 2 will be played at Terrigal. All finals will be played at Gosford. On finals day we will present the winners with their trophies as well as make a donation on behalf of the Ladies Mid Week, to Jan Richens (Central Coast Area Health) for the monies collected on “Pink Day”.

“Pink Day” even during COVID, I believe was a success. Monies have been collected at each Tennis Centre we play from with donations from other people not currently playing in our competition. The amount received through player’s generosity will be published shortly once all monies have been received. Thank you to everyone who contributed.

Finally, I would like to thank our members for their support and encourage more players to become involved with the Ladies Mid Week committee when elections for positions are held at our Annual Meeting next year.

Thank you once again to all our members for their support and encouragement.

Our Treasurer Del Campbell, “retired” from the committee last month after many years of service to the GLMWTC.

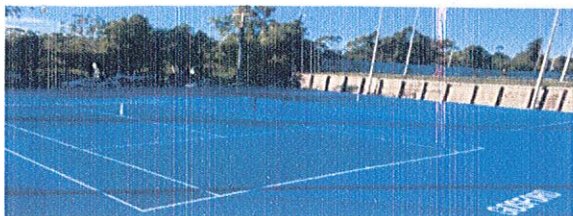
Del played Mid-Week Ladies competition for well over 40 years. She has held positions on the Committee as President, Social Secretary and Treasurer. Del has been a very loyal, tireless worker and active member of the Gosford District Tennis Club for the past 7-8 years.

Del has received honours for her volunteer work from Tennis NSW and was awarded Life Membership in 2019 by the GDTA. Her contributions to the GLMWTC have been greatly valued and we thank her for her honesty and dedication in promoting tennis on the Central Coast.

Best Wishes Del and a sincere thank you for all the time and effort you have contributed over so many years to tennis.

After receiving Del’s letter of resignation, there was a vacancy on the committee for Treasurer. Karen Horne was elected unopposed to continue the wonderful work left by Del. Thank you Karen.

Well done Mary Gordon for your achievements in Seniors tennis. Becoming a member of the Hall of Fame is quite an achievement and we congratulate you.



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Well done Mary Gordon for your achievements in Seniors tennis. Becoming a member of the Hall of Fame is quite an achievement and we congratulate you.

This is an exciting time for the club and will provide extraordinary benefits for members, tournament players and the general community and will provide Gosford with an outstanding tennis facility which will attract invaluable business to the local area. I would like to give a special thankyou to Lynne Buchannan for all her contributions to the club over an extended number of years. Lynne has moved away from the Central Coast and will no longer be a part of the committee. Her efforts and dedication to the club has been extraordinary and we wish her the best in a new phase of life.

Finally I would like to again encourage everyone to get as many people involved with the club as possible. Whether it's through playing, working, volunteering or contributing in some other way. Thanks for your commitment to tennis in general and for your involvement with the club. I look forward to continuing to working together to make GTC one of the best centre's in Australia.

B) Treasurer : Firstly, let me thank my fellow committee members, volunteers, our staff and coaches, for their continued support of our Club. Dedicated and active members, particularly volunteers are the lifeblood of this Club and from a financial perspective save us many thousands of dollars and hundreds of paid work hours.

To our staff, and coaches, you have all played an important role in the growth of the club since we started turning around the business in 2018, and your dedication, commitment and passion for the game and providing services for our 1400+ paid members and 50,000+ players and guest who visit annually is very much appreciated.

We continue to build on last years financial accounts with another report showing profitability and growth. The business is showing positive signs of long-term sustainability and resilience given the impacts in our local community of COVID-19. We were very thankful with the fact that tennis could continue to play during the pandemic, and along with Federal, State, and Local Government financial support via Job Keeper, Cash Flow Boost, SME grants, and rent-free periods, allowed us to continue to trade profitably.

Tonight, I can tell you another good news story, despite the economic headwinds of recession, COVID-19, and the loss of TA tournaments.

2019-2020 Financial Position

The accounts for the 12 months to 30 June 2020, are final audit accounts by PKF Newcastle, and I apologise to all members for not having these finalised by the original AGM date of 26 October 2020. The approval of the auditor was in line with our last AGM on 30 September 2019 and tonight I will be asking for a further approval to appoint PKF as the auditors for the 2020/21 financial year, unless there are any suggested alternatives that are raised from the floor.

The Gosford District Tennis Association trading as Gosford Tennis Club, has made a full year profit of \$4,431, or an EBITDA of \$29,261 (Capital Assets expensed/Depreciation). Given the challenges of managing through COVID, this is a very good result.

There are some points I would like to highlight in the financial report:

- Direct Income of \$455,355, was up by \$106,285 on 2019 resulting from a significant increase in coaching income, and a 69% rise in membership income.
- A loss of \$51,604 from operations would have been recorded had we not received grants, sponsorships, insurance recoveries, and a one-off cash flow boost. This is reflective of the difficulty in trading from March through to June, as the club house was restricted under COVID restrictions to staff usage, and that TA tournaments and some competitions were suspended.
- Our Trading Gross Profit margins have held up very well, at 65% after stripping back coaching, grants, closing & opening stock, and tournaments.
- Wages significantly increased which was due to 4 of our staff on Job Keeper and was somewhat offset by the payments received from this program totalling \$24,000. The net effect showed a 26% rise in real wages, impacted by a growing membership base that increased by 57% over the financial year.
- The GTC also hired Paul Phillips to assist the club in maintaining and improving the property, which I believe to be a very good investment in resources given COVID impacts around cleaning, and the overall positive feedback from members.
- Our Balance Sheet reflects the solvent position of the club.

Our Current Position.

For the 3 months to 30 September 2020, the GTC business continues to trade profitably reporting a NP \$21,114, excluding capital assets expensed, grants and sponsorship. Revenue is currently up 5.3% on the same period last year. In saying this, we remain overall \$32,000 behind in a forecast breakeven position, however this was down from \$53,000 forecast for the full 2021 financial year.

The club's current cash holdings total \$133,548 which includes the NSW government grant for new LED's received early this year (balance \$55112). To break this down further we currently hold \$9,638 for working capital/operations, \$68,796 in capital expenditure account, which is in line with our committee goal of holding a minimum \$40,000 in balances to cover any working

4) Election of Office Bearers :

Elected Office Bearers : Kindly performed by Murray Vaughn.
Show of hands motion passed.

President –	Chris Lees	Unopposed	Accepted
Vice President –	Alex Silcock	Unopposed	Accepted
Secretary –	Katrina Lees	Unopposed	Accepted
Treasurer -	Tony Haworth	Unopposed	Accepted

Elected Committee members :

Gai Phillips	Lee Spencer	Mike Phillips
	Rob Littlefield	Kerryn Surwald
Rob Devivo	Dell Campbell	

5) Auditors : PKF as per previous Motion.

6) General Business :

- 3 Gosford Members have been put forward for Life membership. Nominations for Gai Phillips, Mike Phillips and Murray Vaughn were all approved unanimously.
The Committee are very thankful to the nominees for past and present involvement with the club and believe it would not be able to operate as effectively without them.

Meeting Closed 8.55 pm