

Treasurers Report 20/7/20 GDTA trading as Gosford Tennis Club

Current Cash Position

The current cash surplus position as at **17/7/20** is as follows:

Total Payable	\$8,261.98
GST Payable – to be paid by 28/8/20 (in credit)	\$0.00
PAYG Withholding (due 28/4/20)	\$984.00
Superannuation (paid 11/7/20)	\$0.00
Committed payments for major improvements agreed & unpaid	\$31,792.00
Total Owing	\$41,037.98
Total Receivables	\$387.90
COVID-19 Job keeper payments owed	\$0
Total Cash at Bank - Operating	\$35,443.39
Total Cash at Bank – Capital Works	\$45,298.54
Total Cash at Bank – Junior Development	\$5,233.33
NSW Government Infrastructure Grant (Due by 31/8/2020)	\$132,575.00
Total To be received	\$218,938.16
Surplus for Solvency Purposes	\$177,900.18

Summary

Another financial year end has past and as you can see the GTC made a profit in what was a very difficult trading year, particularly since March 2020 when COVID-19 hit the local community. It finished with a bang when we were successful in obtaining our biggest grant success to date to complete our LED lighting. Given this grant and more to follow, the club finances have held up remarkably well given continued social distancing and community restrictions.

I have had a separate discussion with Chris and Alex on a budget forecast for next year which is projecting a loss of \$57,000. We have now hired Kylie Brown to help us with generating new sponsorships and last month we secured a new sponsor, Zabara who will take up the banner rights to court 1. More details of the sponsorship will be in the operations report.

I have instructed PKF, our current auditors, to commence work on our 2020 June financials.

Annual Profit & Loss DRAFT Position

We achieved a small profit of \$64 for the year however after taking into account capital works expensed at \$32,216, and which is an item to be adjusted in our audited accounts, the revised profit for the year will be \$32,275 which is slightly down on 2019 results of \$50,865.

In terms of our operations our draft figures indicate a GP of 56%, up 6% on last year, and this is after stripping back coaching income, grants, sponsorship and related expenses.

	2020	2019
Sales	\$ 285,946	\$ 316,638
COGS	\$ 126,154	\$ 159,275
GP	\$ 159,792	\$ 157,363
GP Margin	56%	50%

Forecast 1 July 2020 – 30 June 2021

I refer to my email to the committee of 23 June with regards to a projected loss of \$55,719. This will slightly be revised down as we obtain our full LED lighting, which will result up to a 50% saving in electricity costs. In saying this, our tournament income will be mostly impacted as all 4 tournaments scheduled from May to August are likely to proceed. We have offset this to some degree with a successful Junior and Senior event during this month, and that we are starting to make profit on our weekly super series. Jackie is looking to organize more tournaments such as our July event through the September/October school holidays, and TNSW has scheduled some NSW super series and JDS style events.

Your ideas are welcome in ways we can boost revenues. I am reluctant to look at recommending cost savings given that our membership is growing – up 57% on last year.

Accounts Payable

Many of the payables are in the older category and should be cleared internally by the accountant. These have all been paid. The only major cost is the payment to Tennis Australia which is being paid down at \$2,000 per month.

It is also noted that there are currently no affiliation fees due to TNSW and these have been deferred until October 2020, at which time a further decision by TNSW will be made. The current insurance cover has been extended to 31 December 2020.

Grants & Rebates

As reported, we have been successful in obtaining an NSW Community Infrastructure Grant – submitted 17 April for \$132,575 to support new LED lighting. In addition, we have outstanding:

- NSW Government Community Building Partnerships grant –submitted 12 June to support the replacement of the retaining wall on courts 10&11. We are asking for \$132,000.
- NSW Government Community Building Partnerships grant – also submitted 12 June to support the replacement of LED lighting for the upper complex. Kylie has indicated that we continue with this grant to support the lower complex lighting once DA is approved.

We have applied for the following further grants

- Grass Roots sports fund for \$1,000
- COVID-19 Small business recovery grant up to \$3,000.
- Facebook grant to obtain free marketing

Payments for Approval

As we now have the grant to cover LED lighting (\$132,575), it allows us to recommence spending on key aspects of our infrastructure.

Firstly, we have a quote from Light Up Sports for \$69,839 inclusive of GST to complete all LED replacement lighting for courts 1-4, 10-13. Approval is required tonight so that they are installed at end of September. Quote information is included with this report.

Given the reimbursement of the \$28,750 for LED lighting on courts 5-9, this allows us to now spend an estimated \$35,000 on additional major projects. This will continue to increase as we will have \$33,996 from the remainder of the grant to spend on lower court LED's subject to DA, and if TA rebates kick in a further \$27,800 is possible to be spent on new works. Additional ongoing maintenance costs will come under operations of \$40,000. Proposed spending items are below and are to be discussed further at the committee meeting.

Amount	Payee	Work Details
\$3,300	Ranieri by Design	Complete architect works for upper complex
\$7,000	Various	Complete kitchen works
\$23,000	TBA	Replace rusted fencing courts on lower complex
\$1700	Refer to Mike	Purchase a super soper

\$700	Refer to Mike	New Chainsaw
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Thanks

Tony Haworth
Treasurer

Attachments:

- *P&L 1 July 2019 to 30 June 2020*
- *Current Trade Debtors & Payables – note payables have some older payments that are already paid. Debtors do not include daily sales.*