

## Operations Report 21/9/20 - GDTA trading as Gosford Tennis Club

### 1. Coaching Report

---

In speaking with Jono, classes are filling up to pre-COVID levels and there are expectations that Term 4 will see higher numbers as netball, league, and soccer finish and we come into the Australian tennis season. The key issue is to find another coach for expansion, and they have refrained from on-line marketing giving possible constraints with coaches. This will be further amplified as Tom is applying for the police force and could leave by the end of this year. Key highlights to date:

- Strong growth in private coaching – current 68 lessons per week. Jono and Alex are now at capacity with flow on Brad and Tom.
- Cardio sessions are seeing 4-6 players register for each Tuesday & Thursday session
- 2 of 3 days for PT classes are filled.
- Holiday camps are expanding to 4 days in the second week of school holidays and numbers are expected to exceed 60+ per day.
- There are 16 kids in Development class 2 and 8 kids in Development 1
- Jackie has discussed with Glen Knox about putting together a high performance Babolat Squad (8 selected kids), Glen is very keen for this go ahead giving our high-performance kids discounts on string, racquets and shoes. This is be a special squad to help these juniors that are heading to the next level, e.g. college, nationals etc and giving the current juniors something to aim high for. Watch this space for further information.

### 2. Participation Numbers – COVID-19

---

	<b>2018</b>	<b>2019</b>	<b>2020</b>		
	<i>Annual</i>	<i>Annual</i>	<i>Term 1</i>	<i>Term 2</i>	<i>Term 3</i>
<b>Coaching</b>	162	260	0	191	212
<b>Comps</b>	43	108	65	125	108
<b>Schools</b>	231	246	138	0	338
<b>Tournaments</b>	831	769	354	249	166
<b>Court Bookings (weekly)</b>	0	0	62	108	55
<b>Total</b>	1267	1383	619	636	879

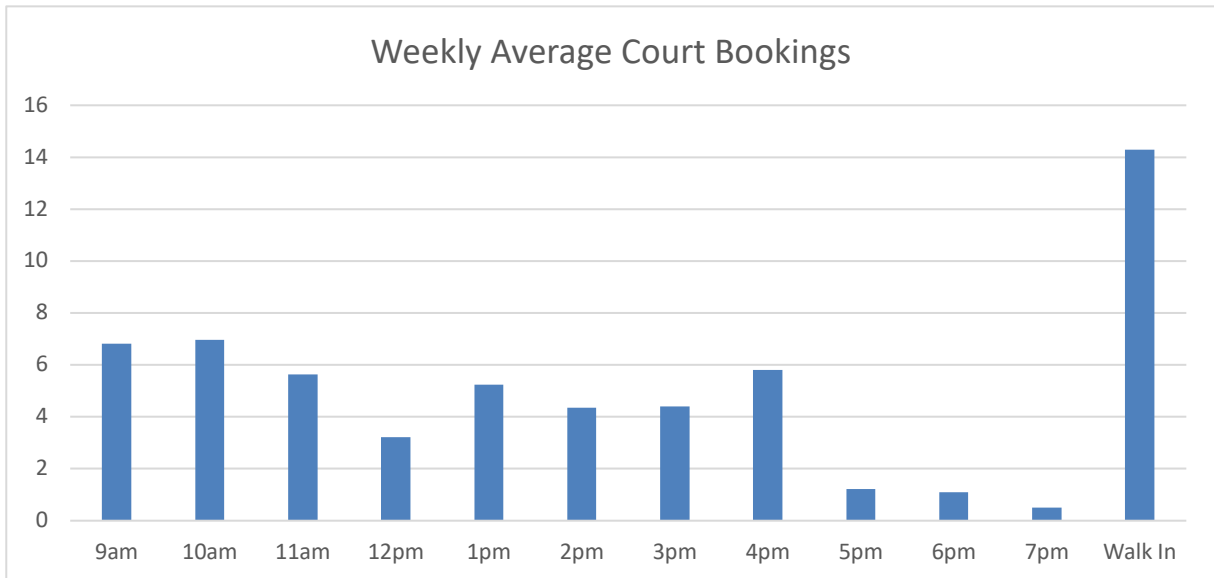
Court booking participation is based on 2 players taking up 1 court booking.

Key highlights:

- As identified under the coaches report we are now seeing term 3 coaching levels start to grow to pre-COVID levels.
- Schools are back, however over the past 4-6 weeks we have seen CCGS and Henry Kendall cease coaching and court-hire programs.
- Tournament growth will certainly increase in Term 3 school holidays
- Competitions have decreased since term 2 due to winter and wet conditions. In saying this in comparing this with 2019 figures we remain at similar levels in night comps with our biggest growth in UTR weekend competitions. I would expect night comps to increase in participation due to warmer nights in T4.
- Court bookings are down as COVID restrictions are lifted; however, we are seeing healthy numbers through Free Play Sundays.

### 3. Court Bookings

---



Our court bookings are averaging 50 per week for the past 22 weeks during term 3, down from 55 last term. The free play Sunday is proving popular with some 20 courts booked over the past 2 weeks.

### 4. Pro-Shop, Café & Catering & Gym

---

Jackie has reported the following is now in place or remain a work in progress:

- **All Honour Board** updates should be finalised next month in time for the club championships.
- **Job keeper reporting**, currently awaiting David O'Brien's office to advise if we will qualify for jobkeeper allowance for the next round and this should be confirmed shortly.
- **Product Brochure** draft briefs discussed with Simon, 1<sup>st</sup> draft currently being worked on.
- **Kylie Brown** has given a list of grants she is currently working on (see below), in this time and we have added a further 4 hours per week to her employment due to the growth in opportunities that are now coming from the role.
- **NSW Govt COVID** app is currently being looked at to register our visitors. COVID Plan is in place and [attached for your reference](#).
- **Bonny** will be taking 1 weeks leave as of the 20<sup>th</sup> September until the 27<sup>th</sup> September.
- **Daily Checklist** for the front counter has been set up with daily tasks being assigned, thank you to Mike Phillips who has been helping me put this together as well as Kylie Brown for her assistance.
- **Tournament food, drinks, tennis balls etc is now in the process of arriving**, we are looking at hosting a mid-morning lunch BBQ daily. Junior Tournament starts on Tuesday 29<sup>th</sup> and we will need BBQ volunteers Tuesday and Wednesday 29<sup>th</sup> and 30<sup>th</sup> and Saturday

2<sup>nd</sup> and Sunday 3<sup>rd</sup> October. WE will order prepacked sandwiches, pies and sausage rolls for the out of BBQ time and bolognaise pasta will be made to sell.

## 5. Competitions (Products)

---

- Despite having 8 teams for inter-district, 6 teams initially withdrew following the increase in COVID clusters in where opposition teams were allocated. The competition was cancelled some 3 weeks in due to further concerns of COVID spreading.
- Our super series continues to go well with us now introducing a Sunday series. Over the past 2 weeks we have seen 84 players and
- Night competitions are going well despite the cold weather with average numbers around 12 on Monday night, 18 on Tuesday night and 16 on Thursday night. The new LED lighting and upcoming warmer weather should see these comps expand.
- We have introduced a ladies morning social on Fridays and started with 8 ladies.
- Our Sunday social is averaging 6 players per week

## 6. UTR – 431 UTR members and growing!

---

- Dylan has provided a report which is attached separately.
- UTR and the running of the UTR is taking a lot of planning time, we are seeing huge success and week upon week receive great compliments from the crew running the events.
- We have quoted on hosting a private school UTR event which would see the centre at the bottom courts be used for 2 weekends, this is currently in the pipeline we are up against Homebush, but we are offering much cheaper rates to host the event. To be confirmed.
- Getting great feedback in written format from members on UTR and the organisation of this. Dylan has also been responding to some criticism of our format in a very professional manner.

## 7. Membership

---

- Current Membership Numbers is currently 565 which is slightly below the same time last year of 591.

## 8. Grants & Sponsorships

---

- **Organising Sponsors Corporate Day** on Wednesday 28<sup>th</sup> October 2020, all committee welcome. **See invite attached.**
- **Facebook Grant** – we have applied for a Facebook Small Business grant which is up to \$1,000 per grant. This closes 22/9/20.
- **Local sport program**  
This grant is for max \$20K and I am applying for renovations for lower complex that Mike has discussed with Executive and doesn't need a DA. We need to have a financial contribution but that can be labour in kind. Mike is arranging quotes. **Due 7/10/20**
- **ATP Legacy Fund**  
This is a little tricky as we have to secure 75% of funding elsewhere (like the tennis club) as the legacy fund will only give you 25%. At this stage I don't think we should take up this grant for the reason that a minimum amount is \$10,000, which means you need to undertake a \$40,000 project.
- **Infrastructure Grants**  
This is the one I love this one! I have applied for this one in the last round with 2 grants. 1<sup>st</sup> one for the retaining wall, 2<sup>nd</sup> for the lights on bottom courts. We won't find out until late November if we are successful on this. So, do we apply for the retaining wall again? That means if we are successful from the o/s round we have lost the opportunity to use this grant for something else! **Due 12/10/20** Unless I hear I will continue with the retaining wall.

- **Defibrillator Grant (Lower complex)**

This is due March 2021, so I'll start on this once the above are over.

- Kylie has also called Callum at Council as we are going to need letters from him fast with the first 2 grants.

**In terms of Sponsorships, Kylie has confirmed:**

- Star FM \$12k promotional sponsorship
- Working on small sponsorships up to \$500 in value each
- There is a sponsorship proposal that has gone to Kennards Hire and Hill St Sports Physio
- Working on Coast Community News \$2,000 sponsorship for the Club Championships

**9. Marketing (Website/Social Media)** – to be sent separately.

---

- Tennis Australia are possibly commissioning a video of some of our members and coaches on how they are continuing to play tennis through the pandemic. To be confirmed.

**10. Social Media**

---

Over the last month a summary of our Facebook page showed the following and overall highlights the massive activity that is being generated.

- 393 page views
- 1206 post reaches down 6%
- 1330 follow us with 409 checking in.
- 1271 people who like our page up from 1253 on last report.
- 1535 post engagements, up 42%.

We also had some great feedback on Hugh via a Google comment on service provided to a member.

**11. Tournaments**

---

We have a big program of Term 4 tournaments outlined below. [To accommodate the numbers now being planned we are seeking an approval for a mobile WIFI plan with Optus at \\$75 per month over 2 years.](#)

- 29 September – 1 October 2020 -Junior 12, 14 & 18 years old age UTR event currently we have 178 players / 203 entries
- 3 – 5 October 2020, LW Open (Division 1 & 2) - \$3,000 in prizemoney – currently we have 71 playing singles / 81 entries
- 1 November 2020 – Inter-club
- 21, 22, 28, & 29 November 2020 - Club Championships (Date Change)
- 1 -14 December 2020 – Potential opportunity to be confirmed for the NSW State showdown event to be held at Gosford. 14 hard courts required.
- 27-30 December 2020 - UTR Summer Classic Junior 12,14 & 18 years old age event – (we would like to rent out space for camping on grounds and include a night with live music and our own Eat St café)
- 28-31 December 2020 - UTR Summer Open Classic (\$3,000 in prizemoney)
- January 2021 – Australia Day Long weekend – Junior Mentor Tournament (coaches

allowed on court to help competitor)

- March 2021 – To host a team's event against other Clubs/Association e.g. Coffs Harbour currently hold two per year – teams of 16 from UTR 12-UTR 5 (coaches, high performance players, squad players).

## 12. Maintenance & Capital Works

---

- **Infrastructure & Maintenance** – defer to Mike Phillips for the maintenance report
- **Maintenance Person** – defer to Mike Phillips
- **Kitchen** – defer to Mike Phillips.
- **Garden Club** – defer to Mike Phillips
- **Masterplan** – Defer to Lee Spencer
- **Court Re-surfacing** – No further updates
- **LED replacement of courts** – LED lights for courts 1-4 and 10 & 11 to be installed mid-October.
- **Court Dryer** – Kerry Dock has quoted \$2299 plus freight of \$110. (Mike to discuss)

## 13. Central Coast Squash Association

---

- No further updates at this stage

## 14. Council – matters outstanding:

---

- Retaining Wall. Council have advised that they won't be supporting the cost of the wall. (no update at this stage).
- Tree and lower car park maintenance – fencing/grass verge responsibility. Awaiting on council response. (no update at this stage).
- Removal of Graffiti (no update at this stage).

**End of Report**

