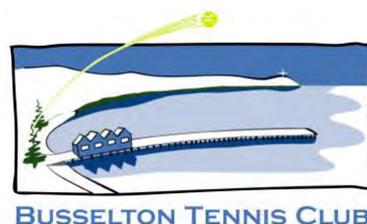


# Busselton 2021-2022

# Tennis Club Inc Annual Report



3 Carey St, Busselton, WA 6082  
[www.busseltontennisclub.com.au](http://www.busseltontennisclub.com.au)





In 2022, the McGregor-Bloxsome Cup was created (as a result of the driving enthusiasm of Bryce Godfrey and the dedication of the two people the Cup was named after) The trophy pays tribute to BTC's James McGregor and Margaret River's Mike Bloxsome for their tireless contribution to Men's Competitive Tennis over many years.

*Acknowledgement: Our thanks to Jeremy Williams for his ongoing support with photography that allows the club to promote activities – thanks Jeremy!!*

# INDEX

President's report.....	4
Captain's report .....	8
Coach's report .....	10
March Tournament report .....	12
Membership report .....	14
Secretary/Communications report .....	15
Sponsorship report .....	17
Infrastructure and Maintenance report .....	20
Court Maintenance report .....	22
Bar and Functions report .....	24
Financial summary.....	27

# President's Report

## Introduction

It has been both a pleasure and a privilege to be your President over the past 12 months. On behalf of the Management Committee, I would like to thank the membership for their support in growing and developing our club. We have good reason to be very proud of our facility and the many members and supporters who contribute to its effective operation.

## Priorities for 2021-22

Both in response to the Motion passed by the membership at the last AGM regarding the **Strategic Directions Document**, and the Management Committee's desire to set some priorities around the numerous priorities outlined in that document, we took advice from the independent Consultants (of the Strategic Directions document) and with the first two priorities and added two more. They were:

- 1)** Improving **financial planning** with particular focus on budgets and capital replacement // maintenance;
- 2)** Updating the **Constitution** so that the core document has longevity and fleshing out the day-to-day detail is done via by-laws and/or policies.
- 3)** Improving the efficiency of club operations short term as well as long term by taking the first steps towards a more contemporary governance structure that clearly links functional areas of the Club to **Management Committee portfolios**.
- 4)** And finally, we wanted to move towards **rebuilding Junior participation** rates in collaboration with the Club Coach and support from our sponsors.

### 1) Financial Planning

The Treasurer will provide a detailed Financial Report, but I'd like highlight a couple of key points here. Firstly, in coming up with a reliable budget we are dependent on several years of operating at this location. We are still in the early days but some very clear trends are emerging.

The scale of our increased costs at the new facility is about 50% greater than the old clubhouse. Fortunately, we have managed to keep up with that and get ahead a little. Our gain this year translated into approximately \$37,268 in profit on a cash basis and on an accrual basis (now recommended by our accountants) \$44,525. In addition, we are currently holding surplus cash in our working account well above that needed for cash-flow and lean periods and the Management Committee intends to move some of those monies into interest bearing savings.

We also need to bear in mind, particularly with the economic uncertainty demonstrated by COVID, that the club needs to diversify the way it generates income in the future.

**Capital replacement / maintenance:** As part of our financial planning, we established a Capital replacement/maintenance budget to cover the costs of all the additional maintenance likely to emerge over the next 5-10-15 years. Each year the Club will need to ensure funds continue to be built up in this reserve fund.

## 2) Updating the Constitution

The Constitution Taskforce has worked diligently to update our May 2019 Constitution. The draft members have been presented with both abides by the state government legislative requirements and hopefully has been simplified so that it will have longevity from the Club's perspective.

The new draft will be put via a Special Motion considered at the May 14<sup>th</sup> AGM. If it is passed it will then follow that the Club's existing By-laws and Policies will also need to be reviewed in 2022-23 to ensure they are consistent with the new Constitution.

## 3) Restructure of Management Committee responsibilities

At the beginning of this financial year each Management Committee Member was assigned specific Portfolios through which the operations of sub-committees could more effectively report and liaise. This has worked well but needs flexibility in order to accommodate the expertise brought to the Management Committee by each member. The approach should ensure that all working sub-committees of the Club have a portfolio representative on the Management Committee. This year the portfolios were distributed as follows:

**President:** Primarily executive oversight and acting as the link between the Management Committee and Functions/Venue hire sub-committee to the Management Committee.

**Vice President:** Assisting President and acting as the link between "A" team (courts), "B" team (maintenance and infrastructure) and Bar.

**Treasurer:** Maintaining the financial operations of the Club and driving the financial planning. In the capital replacement / maintenance needs over the coming 5-10-15 years.

**Secretary:** As well as the usual secretarial and administrative responsibilities the Secretary was allocated the Communication/ IT portfolio.

**General Committee position 1 - Captain:** This is a very full role every year, but we asked the Captain to try and support the promotion of the Junior Club Friday's "Have a Hit" alongside the Membership officer.

**General Committee position 2 – Sponsorship:** Previously, this has been a General Committee position with no forward plan for a portfolio role.

**General Committee position 3 - Membership:** Once again, this has previously been a general Committee Position without a specified role.



#### **4) Junior Club**

We have made solid progress with the reestablishment of regular Junior Club activities. The Junior Club had a very successful Opening Day with more than 60 juniors participating. With the support of sponsors Busselton Toyota and UHY Haines Norton PRT our Friday 'Have a Hit' events became a regular activity. The most successful formula was with more structured activities when Club Coach, Calum Macaulay stepped in and provided his expertise. We look forward to expanding this in the coming 12 months. A special thank you to all the volunteers who came and helped on court, behind the bar and with the sausage sizzle.

#### **Impact of COVID**

At a time when many Clubs were forced to cancel tournaments, we were very fortunate in terms of our tournament schedule and some forward planning to be able to proceed with both. I'd like to acknowledge the special advice and support provided by Les Cousins in this regard. We were able to minimise negative impacts from the various legislative restrictions whilst ensuring our members and visitors were protected when they played tennis or attended the club. It also meant that the vital income from our 2 tournaments was still maintained.

#### **In closing**

I'd like to thank outgoing members of the Management Committee who have been willing to go the 'extra mile' as I pushed these excellent volunteers for every ounce they could give, particularly in some quite high-pressure situations. From a personal perspective, I regard myself as most fortunate to have worked with such a strong team of people in my first year of Presidency and I'd like to thank them all most sincerely for their efforts.

As a club, we should recognise ourselves as very fortunate to have maintained such a strong volunteer ethic across the membership, particularly in this much more demanding facility. It is a testament to those that have come before us that we enjoy this. However, we must also look to the future and be willing to let go the things that can be improved upon and be innovative in finding new solutions.

I look forward to being your President in 2022-23.

**Maureen McDaniel**

**President**

**2021-22**

*A fundamental question for members to consider is the way in which we diversify our income.*



# Captain's Report

Thank you to the following members for their ongoing support and organisation of club events:

**Saturday Social** – Match Committee and numerous desk helpers

**Sunday Challenge** – Bryce Godfrey

**Tuesday Night** - Merryl Peet

**Wednesday Social**- Esme Bibra, Merri Belton, Jay McDaniell and Ian McLeod

**Scroungers** – Steve Tunbridge and of course, Fred LaRose (Rt'd)

**Thursday Night** – James McGregor and Bryce Godfrey

**Ladies Pennants** – Erica Franklin and Rosa McGillivray

**Sanderson Cup** – Merryl Peet

**March Tournament** – James and Amanda McGregor and family, Ken Madden, Wendy Weir, Merryl Peet, Wayne Richter

**Junior Tournament** – Calum and Courtney

**Junior Have a Hit Fridays** – Maureen McDaniell, Taryn Sullivan Wayne Richter

## Match Committee Statistics

Saturday	2017/18	2018/19	2019/20	2020/21	2021/22
Player Totals	1080	1071	1381	1072	1077
Daily Average	54	51	69	51	41
Days Above 60	8	2	11	2	2
Days Above 50	-	12	16	15	5
Highest Number	68	67	91	72	73

Wednesday	2017/18	2018/19	2019/20	2020/21	2021/22
Player Totals	726	587	565	610	486
Daily Average	35	32	30	25	18
Highest Number	51	40	44	34	24



Championship Stats	2017/18	2018/19	2019/20	2020/21	2021/22
Men's Singles	12	16	14	13	18
Ladies Singles	4	4	5	4	6
Men's Doubles	22	22	28	28	26
Ladies Doubles	18	18	18	20	30
Mixed Doubles	30	34	36	46	36

Thank you to **Pharmacy 777** and **Esplanade Hotel** for Sponsorship of these events and we THANK Kevin Wren and his business **Waroona Auto Services Centre** for his ongoing sponsorship of the **Kevin Wren Fun Days** which were very popular. Thank you for your support this season.

### Club Captain

**Alison Kirk**

**2021-22**



## Coach's Report April 2022



Reviewing the last 12 months at Tennis South West, we've seen areas of progression and growth and have highlighted key areas of opportunity for the upcoming months ahead in collaboration with the BTC. We look forward to building on this together!

Last 12 months recap:

- Junior coaching program running 6 days per week with approx. 120 Juniors Term 4, 90 Juniors Term 1.
- Offered holiday programs during all school holidays.
- Friday afternoon red ball session was offered for 5-8yo aiming to bring families into the club and encouraging them to enjoy the facilities.
- Junior tournament director.
- Men's sweat and burn on Mondays.
- Adult beginners on a Tuesday night (which has been a great success and can only see this getting bigger and better).
- Mixed Cardio Wednesday.
- Sporting Schools: Geographe Ed Support at the club & school. St Mary McKillop, Busselton Primary, West Busselton Primary & Cornerstone.
- Collaboration with UHY Sponsored Fridays with coach Simon Cockburn.
- Ran Busselton Toyota Junior Tournament with 137 players, 176 entries.
- Southwest Zone Development Squad sessions ran by Tennis West, myself and other coaches in the region. It was great to have the first one for the year held at BTC.
- Junior Club Champs, collaborating with club captain Alison Kirk to get our juniors playing in the club championships which was a great success.
- Pro shop has been open for all events and offered re stringing service.
- Additional Services: Private Lessons

Coaching initiatives and development plans 2022/3:

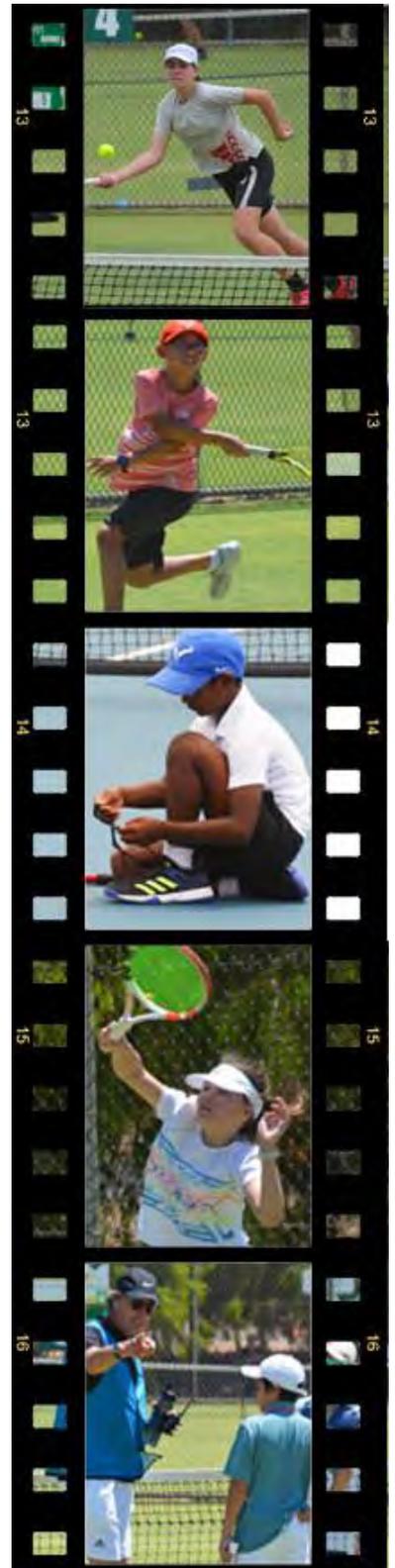
- Ensure we coincide or junior activities and offerings are activated at the same time as Have a Hit Friday, offering an open invite to build family participation and engagement with the club community.



- This term, our adult beginners session has intentionally overlapped with mixed social on Tuesday nights to create a pathway for players to progress and build their commitment to the sport and club. With this, we are encouraging players to join Tuesday night, Wednesday morning & Saturday afternoon social.
- Essentially, we want to create a progression pathway from Adult Beginners/ Beginners Cardio/Cardio and/or Social Play and beyond!
- We'd like to drive our higher level squad kids to participate in Thursday nights mixed competition as this is great for the kids to develop their competitive skills and integrate with the club.
- We have locked in the "Sporting Schools" program with Cornerstone College, Busselton & Cornerstone College, Dunsborough over 5 wks for Term 2, 2023

Due to covid, unfortunately our "before school initiative club connect" got postponed. I look forward to getting this started as soon as we're able to in 2023.

**Calum & Courtney**  
**Tennis South West**  
**2021-22**



## March Tournament 2022 Report

### Entries:

- online entries opened early November
- had reached the cap for the 40+ ladies double and 40+ mens doubles by mid December.
- entry to the B grade round robin closed 21<sup>st</sup> January.
- entry to the championship events closed 26<sup>th</sup> January.
- the covid vaccination restrictions applied led to 6 withdrawals.
- there were a few last minute withdrawals due to injury.
- we were able to replace the majority of these in the draw.
- final tally of Players was 335.
- the average player played in 1.85 events.

Probably the biggest issue with entries was the online entry not allowing the partner of an already entered player to process their entry online. These had to be entered manually and paid for via direct debit or credit card on the day.

### Scheduling:

- entries required 670 matches to be played.
- due to players pulling out of events and injuries the final tally of matches played was 629.
- the court assignments ran to schedule better than in previous years with practically all matches being able to be played within 30 minutes of their allocated times. Many of the matches were on ahead of their scheduled times.
- most of the time the matches ran late were due to player availability rather than lack of courts.
- the pre-tournament scheduling was complicated by players playing in three event. Of the 335 entrants 54 of them had entered 3 events.

It would be worthwhile considering capping entry to 2 events.

### Court allocations:

- very thankful to Jamie for coming to the first 2 days of the tournament to help with the court allocations.
- we employed a clip board system on the first day which facilitated better efficiency with the 2 people not having to share the computer screen. This worked so well we kept it going for the rest of the tournament.
- following the difficulties using the small lap top screen we borrowed the screen from the club computer for the second two days.
- there were some issues with players not wearing masks when presenting to the match area.
- we had switched the scores and check area to the outside window due to Covid concerns.
- This didn't work well as the window faced into the afternoon sun making it hard to read the computer screen. It was also difficult to communicate through the fly wire screen.



*Even with COVID we should revert to the inside desk for future check in and scores.*

## Feedback from players:

The vast majority of feedback received was positive.

- the general consensus seemed to suggest the tournament was well run.
- there were suggestions that we should run a second tournament elsewhere in the year. I would suggest the volunteer effort required makes this impractical.
- there were suggestion that we should run a 40 or 50+ singles event. I don't believe we have the court capacity to do this.
- there were a few suggestions that we should include 60+ events. I also cannot see the sense in this. It would just mean a bigger variation in skill levels across a smaller set of entrants.
- there was suggestion that we should play the 40+ mixed as a round robin. This has some merit. Given that round robin events involve 2.5x more matches to be played it would entail restricting the number of entries accepted (probably to 24 or 30) and maybe also a reduction in the entries in the Over 40s mens and ladies RR.
- some competitors were disappointed that their opposition had pulled out on the final day so they didn't get to play their allocated matches. I was wondering if perhaps the various RR events maybe could be played in "time chunks". ie all the mixed B grade events could be played on Saturday and early Sunday then the Mens and Ladies Doubles would be played on Sunday afternoon and Monday. This way players in one event are not tied to the tennis club over the three days. This would entail limiting which combination of events players can enter.
- there were the typical concerns over players believing they were in the wrong divisions. This is a perennial problem and will never be fully solved. Hopefully Tennis Australia adopting UT rankings will help.
- there was some feedback that the prizes in the over 40s Ladies and Mens were not adequate. I would be keen to support local small craft business. In particular, we could give out hand painted glasses, pottery or perhaps local woodwork (chopping boards/cheese boards). Or perhaps move to cash as prizes.

## Conclusion - Tournament director perspective

The pre-tournament office work was much more complex than ever (I had received approximately 950 emails and took in the region of 60 phone calls).

It would be valuable to have more volunteers familiar with the software/processes involved in the match office.

James McGregor

March Tournament Director

March 2022



## Membership Report

This season saw the introduction of ClubSpark - an on-line member enrollment service. Alongside this came the introduction of several new membership categories. A number of teething problems were associated with entering new and existing members and in particular, Family A & B members. ClubSpark was able to assist on occasions in rectifying errors thanks to their phone hotline.

The final membership statistics were as follows:

<u>2021-22</u>		<u>2020-21</u>	
Full Gold	31		
Gold discount	69		
Full Silver	10		
Silver discount	19	Senior members	199
Bronze	48		
Family a & b	12		
Students	1		
Juniors	65	Juniors	62
Social	30	Social	16
<b>TOTAL</b>	<b>285</b>	<b>TOTAL</b>	<b>277</b>

Family A & B catered for Families with up to three children who wanted 1 or 2 Gold member Adults. Most of the members in these categories were Sponsors.

**GOLD and SILVER** discount categories allowed people to offer their services to the club in the form of becoming a member of one of the Portfolios or making themselves available for volunteer duties at times of need specially to do with tournaments run by the club. Regular GOLD and SILVER members paid an excise in exchange of foregoing any volunteering duties.

**BRONZE** members encouraged players to enjoy some occasional tennis without having to nominate for volunteering duties.

We had 4 members take advantage of our half-price membership by joining the club after March 31<sup>st</sup>. This consisted of 1 Gold, 1 Bronze and 2 Juniors.

A good question to ponder - does the club need as many membership categories as we are currently offering? The answer is, probably 'no' but it would be worth going 1 more year with how it is and possibly make a decision at this time next year.

Allen Christie  
Membership Director  
2021-22



## Secretary /Communications Report

**Secretary Laptop-** purchased by club, set up with MS365 package subscription.

The following was set up and successfully implemented:

- Secretary can take lap top to meetings for recording minutes etc
- Laptop to be handed from outgoing to incoming secretary with ease
- Committee Report Templates- standardises all reports and can be copied and pasted into minutes, all reports emailed to MC prior to next meeting to save time
- Sharepoint – cloud storage for all MC group to access ALL documents and reports.
- Calendar – Group MC & functions have access for all events, meetings, club hire etc
- Email- All committees members have club addresses @busseltontennisclub.com.au. and pre set email signatures – look more professional and all emails move with incoming committee member to maintain continuity of records

### IT – Computer West

- Audit of all IT costing's (Leonie) and equipment (Jay) was undertaken resulting in Sponsorship being negotiated with Keith and full support package – 'in kind' was offered by CW for 2 years. Jay produced an 'IT Operators manual'
- Resulting in saving club money and creating clear diagrams of IT systems

### Membership Discs

- Effective way of recognising membership status- suggest we continue for next season- check with desk and bar staff for their thoughts too.

### Communications Committee-

Chair Leonie, Jay McDaniell- website/ magic info screen, Jeremy Williams –Graphic design/photography, Peter Maccora –IT (withdrew due to other commitments), Alison Kirk- social media (Maureen also assisted)



[www.busseltontennisclub.com.au](http://www.busseltontennisclub.com.au)



Regular Newsletter header image (courtesy Ella Bassett)



Facebook image (courtesy Jeremy Williams)

Roles were all taken on with success- new website with booking /membership system, screens updated with photos and sponsorship logos, social media postings, Mailchimp emailed newsletter / information - with a new banner /header was created by Ella Bassett.

#### IT and Media:

- New website with membership and court booking apps from Tennis Australia's ClubSpark implemented at no cost to BTC: Estimated saving \$ 600 pa
- New court lighting system implemented at no cost. Saving \$1800.
- Several technical issues diagnosed and resolved in-house at no cost.
- Changes to screen content and display for events and normal use enacted over the year.
- Security systems now monitored at no cost – saving approximately \$240 pa.
- Several local news articles created and sent – 90% hit rate with local paper publication.
- New Mailchimp account created under Communications – no cost



Tailored recognition sponsored events



#### Suggestions for next season:

- Elect one person for ALL social media postings- for continuity
- 'Weekly News' website front page – updated by a dedicated person weekly with what's happening on court/club etc?
- Encourage all members to check website updates weekly for info
- Publicity/Communications Strategy – locals and other tennis clubs
- Newsletter – need feedback on success/failure/improvements - do members want it?
- Continue to share job roles of this portfolio around, need to ask members for their expertise/passions to fill these positions

Leonie Don

Secretary

May 2021 – Jan 2022

# Sponsorship Report

No of Sponsors: 25 (Platinum 4 / Gold 4 / Silver 10 / Bronze 7).

Sponsorship continues to be an important income resource for BTC and its members. With a focus on providing a service which is professional and of a high standard, an excellent rapport with the Sponsor Family now exists. Sponsorship runs from 1<sup>st</sup> Oct – 30<sup>th</sup> Sept (Agreement Terms are for 1 Yr/2 Yrs/3 Yrs & 5 Yrs (Busselton Toyota). The benefits of Sponsorship include:

1. Providing valuable cash income, which is then allocated by the MC across the Club, together with comparable In-Kind benefits (not reported in the P&L), which saves the Club money.
2. Additional income (\$2,000) from Busselton Toyota for the 2022 Junior Tournament's Naming Rights.
3. A three-year agreement with the City of Busselton to provide Sponsorship Funding of the Junior Tournament (\$2,000) & March Open (\$3,500).
4. On-going support of the Junior Tournament, March Open, Club & Junior Championships.
5. Working in partnership with the Club on initiatives which help promote the playing of tennis to the community and increase Club membership, particularly in relation to Juniors and Families.
6. Supporting social and team Club events, such as the Fun Days, the Whittaker Cup, the Sunday Challenge, Scroungers and the Sanderson Cup.
7. Increased Sponsor support/participation in Hospitality events, such as the Opening Day & Corporate Day, which attracts additional income; and
8. Additional Benefit-in-Kind donations, which save the Club money and increases income, such as the Water Monitoring Bore installation and Sponsor-supported Raffles/Vouchers.

The “true” value of Sponsorship for the 21-22 year is outlined on Page 2 of this Report. Financial figures rounded to the nearest \$. All figures unless noted are exclusive of GST.

Sponsorship Notes for 22/23:

1. A large Portfolio which includes the Club's Patron and many local reputable businesses. BTC must not become complacent; there are many local sporting clubs/organisations seeking sponsorship support. Focus should remain on providing a professional service, building on the rapport that now exists, promoting good communication and working together on initiatives that benefit both parties.



2. The 22/23 Sponsorship Brochure to be reviewed/agreed in July. Considerable time is spent organising and running Sponsor Hospitality Events. When reviewing the Brochure, consider limiting hospitality to two events instead of three (keep Opening Day & Corporate Tennis Day). This will free up time to concentrate on other possible joint initiatives during the season.
3. Sponsorship Agreements for 17 Sponsors due for renewal on the 1/10/22. Renewal letters to be prepared and sent with Sponsorship Brochure at the end July/early August.
4. Tronox is not renewing their sponsorship on the 1/10/23. This is not a reflection on BTC; the Company has changed its Sponsorship Policy. Tronox will provide the line pigment for free of charge (details with WR). Tronox must not be promoted as a "Sponsor".
5. Possibilities of the Club Coach running Friday Junior Club, with assistance from BTC volunteers. TSW to put forward a Proposal to MC. Allocate funding from UHY/Busselton Toyota & Visitor Fees to the coach to ensure some form of structured coaching is available to keep juniors/families motivated to attend.
6. Continue to involve Sponsors within the Club, identify joint initiatives that benefit both parties.
7. Sponsors make a valuable contribution to the Club. In return, the Club and its members must support them and their businesses, wherever possible.
8. Keep one Digital Sponsorship Board for Sponsorship advertising/promotions.
9. Portfolio leaders to work together to support Club/Sponsor events.



<b>SPONSORSHIP INCOME:</b>	<b>\$(excl GST)</b>
Sponsors Club: Cash Fees	5,750.00 (See Note A)
Sponsors Club: Merchandise (Work Clobber: light blue jackets)	27.00
Friday Juniors Income	887.00
Sponsors Raffle Income	1,224.00
Sponsorship Funding: Junior Tournament Naming Rights – Busselton Toyota	2,000.00
Sponsorship Funding: City of Busselton (Junior Tournament/March Open)	<u>5,500.00</u>
<b>SPONSORSHIP INCOME: Cash</b>	<b>16,288.00</b>

**SPONSORSHIP INCOME: Benefits-in-Kind (not reported in P&L)** 14, 25.00

**TOTAL INCOME: Cash & BIK** 31,213.00

Note A: Does not include \$5,727 reported in earlier years, allocated to 21/22

<b>EXPENSES:</b>	<b>\$(exc GST)</b>
Juniors Friday Club: (HAHF & UHY Tennis Programs (4))	598.00
Sponsor Club Event: Junior & Club Opening Days	141.00
Sponsor Hospitality: Sunset Cruise/Corp Tennis Day	2,272.00
Sponsor Court Signs: Computer West/Wormall Civil/Work Clobber	40 .00 (See Note B)
Sponsor Outgoings: Coach Fees (Tennis Programs) & Stationery	<u>734.00</u>
<b>TOTAL Expenses:</b>	<b><u>4,154.00</u></b>

Note B: Does not include TSW's court sign, Club was/is to be reimbursed

<b>ADDITIONAL INCOME RECEIVED FROM SPONSORED EVENTS:</b>	<b>\$(inc GST)</b>
Gross Bar: Fun Days/Whittaker Cup/UHY Programs/Corp Tennis Day	3,793.00
Gross Food: UHY Tennis Programs (Adults Sausage Sizzle)	81.00
Gross Food: ATK (Darcy Slater/Open Day/Fun Day, Junior/March Tourn)	<u>1,438.00</u> ( See Note C)
<b>TOTAL Additional income:</b>	<b><u>5,312.00</u></b>

Note C: Silver BIK Fee included in Sponsorship Income above

<b>VALUE OF OTHER SPONSOR-DONATED CONTRIBUTIONS:</b>	<b>\$</b>
Water Monitoring Bore Installation: (CDDrilling/ON-Q Projects)	1,800.00 (See Note )
Sunset Cruise: (CDDrilling/ON-Q Projects/Cape Cellars)	1,504.00
Corporate Tennis Day: Raffle & Tournament Prizes	973.00
Whittaker Cup: Food (CDDrilling/ATK)/ Wine (DT&WM Johns)	504.00
Scroungers: Wine/Vouchers	250.00
21 AGM/Sunday Team Challenge: Wine (ON-Q Projects)	360.00
Sat Social – Door Prize: Wine (Cape Cellars)	400.00
Court Maintenance Shoe Promotion: SportsPower Vouchers	<u>580.00</u>
<b>TOTAL of other sponsor donated contributions:</b>	<b><u>6,371.00</u></b>

Note D: Assisted by Mike Smith, Sub-Water Management (prospective 22/23 Sponsor)

**SPONSOR – CLUB MEMBERSHIP**

15 Sponsors utilised Sponsorship Package entitlement (BIK Value - \$2,373)

\$

7 of the 15 paid additional fees for Membership Upgrades

**1,918.00****Memberships held through the Sponsors:**

2x Family A   2x Family B   4x Gold   1x Silver   1x Bronze   5x Social

**10 Junior Memberships** were also provided by Busselton Toyota and drawn at the start of the 21/22 year.

Taryn Sullivan

Sponsorship Coordinator (resigned 25/3/22)

2021-22

## Maintenance and Infrastructure Reports

A new water monitoring bore was installed on the outside of the eastern boundary of the grass courts as requested by D.W.E.R (Department of Water and Environmental Regulations), which is to monitor the salt levels in the bore water that is used on the grass courts. Alex Meares will be reading the levels periodically with his own measuring equipment at no cost to the BTC I would like to thank, on behalf of the club Alex Meares, Cliff Silke and Mike Smith for the installation and the ongoing monitoring of the bore which has/and will in the future save the club a considerable amount of money.

The solar panels (58) were installed in June 2021 and to date have demonstrated substantial savings for the club.

There is a Puff Ball under the court surface on the northern end of court 23 that has been knocked down / poisoned and cursed but is still proving to be a problem. It might eventually have to be removed in the future.

A new hard court light operating system had to be installed because the Club Spark court booking system did not support remote court lighting. The system installed is manually operated and very simple to use. This now works very effectively after a couple of teething issues. Thanks Jay

In August 2021 the club was broken into and one of bar fridge doors smashed with a small amount of alcohol stolen. The fridge door had to be replaced but fortunately there was no other damage. All costs were covered by our updated insurance policy.

During the year there were numerous tasks in and around the Centre that needed attention; fixing lights, bar door painting, verandah and paving surfaces needing pressure cleaning, fixing the water cooler that the club was informed would require complete replacement despite being less than 3 years old. In this instance, the monetary saving is approximately \$2300. The Clubhouse and surrounds had a good spring clean prior to opening day in late October and a big thank you to all the volunteers involved in assisting in that task.

Our "B" Team do a great job and seem to be able to turn their hand to any task. Thanks to Dennis and everyone in the "B' Team for all their hard work over the year.

The cost of maintaining the centre is substantially more than old clubhouse so, future management will have to take this into account and put monies aside to finance this. The significant items will probably start emerging in 8years with painting, wear and tear and the possible renewing of items necessary.

**Wayne Richter**  
**Vice President**  
 2021-22



## Court Maintenance

The grass courts were played on into August, they were then groomed during September, but due cold and wet weather they took quite a while to rejuvenate. As a result, they were not usable till late October last year. Hopefully, to avoid this problem again the courts have been groomed in the middle of March 2022.

The courts over all during the summer, once again have been in good condition with a very even bounce. As a club we should be very proud of our grass courts. There would be very few clubs that have grass courts as good as the BTC.

There were a few issues that cropped up over the summer that are worth noting.

- A coil which operates the bank of sprinklers on the southern end of courts 10-15 failed. This caused the burning of the couch grass and it took a few weeks to recover.
- The sprinklers get jammed under the gates when gates are left open after play. This means that sections of the courts fail to get properly watered.

Solution: Chris has asked players to PLEASE close the gates, apart from not getting water coverage, the sprinkler could break and cause much bigger problems. Eg erosion of the courts and water wastage.

- Players are not consistently booking courts or are not playing on the courts they have booked, Courts 4,5,6 are not available on the booking system and should not be played on for private play. These courts are being used when they should not be.

All courts have been fertilized for the coming winter. Courts 2 and 3 are out of order until further notice.

*Chris has asked members to please remember that if the nets are down then that court is NOT available for play.*

I would like to thank Chris Ashton our groundsman and also the "A" team who spend many 100s of voluntary hours assisting Chris and saving the club a lot of money over the year.

**Wayne Richter**  
**Vice President**  
**2021-22**





## Bar and Functions reports

**BAR:** The general takings from the bar for 2021/2022 have been very good with the turnover increasing from the previous 12 months where gross takings were \$36,483k (profit \$22,555 ) and this year \$50,751 (profit \$25,284). Both amounts excluded Junior or March Tournaments takings.

During the year the club hosted a few functions which increased the bar takings, this is a area that the club can increase its revenue if we can encourage the hiring out of the centre and the use of the bar included. Unfortunately, this area is very competitive in the city so the club needs to be proactive in its method of encouraging the hiring out of the centres facilities.

The main areas of bar utilisation are Saturday social, and scroungers on Thursday, and to a lesser degree Thursday night, Sunday mornings and Tuesday afternoon.

Apart from one of the fridges breaking down during the March Tournament and the Tyro system having a few feral moments it has been a trouble-free year.

I would like thank all the people that helped in the bar over the 2021/2022 season, particularly Taryn and Ken.

**Wayne Richter**  
**Vice President**  
 2021-22

**FUNCTIONS:** A learning curve this season with Functions being structured a bit differently, with some different people, and encompassing Venue Hire and Social. Teams were formed to spread the responsibilities and involve more members. It seemed to work well.

**Link to Management Committee:** Maureen McDaniell.

**Functions Sub Committee:** Allison Hutchison: Venue Hire and Club Functions/ Tracy Adams and Grace Bassett: Club Functions.

**Saturday Afternoon Tea Team:** Barbara Weeks, Rose Cardinal, Allison Hutchison, Janie Haynes.

**Small Event Catering Team:** Rosa McGillivray, Bernie Adriaens, Noelene Usher, Allison Hutchison.

**Open Tournaments Team:** Merryl Peet, Wendy Weir, ATK – Chris Ashton and Frank Marsh.

**Raffles Team:** June McDonald, Allison Hutchison, Tracy Adams.

**Other Catering Teams:** Merryl Peet, Kathryn O'Connor and friends/ ATK: Chris Ashton and Frank Marsh.

**A great variety of Functions occurred at BTC this season:**

**Venue Hire - Regular:** Bridge and Craft Clubs, Tennis West.

**Hire Highlights:** Masters Footy Club 40<sup>th</sup> Reunion/ CinefestOz 3 day event/ Bunnings Christmas party.

**Small Event Catering team:** great reviews: Tronox Workshop/ City of Busselton Workshop.

**Club Functions Highlights:-**

- January Junior and March Open T-ments: Merryl, Wendy, Chris, Frank and dozens of members.
- D'Arcy Slater and Fed Cup Junior Comp: Wendy, Merryl, Chris, Frank and volunteering members
- Op Shop Soiree: Tracy, Grace, Maureen, and our pennant ladies. A night for the ladies full of fun and laughter. Raised over \$2,500.
- Jammers and Picklers Pop Up Shop: Tracy and Grace, assisted by our members. Fabulous products.
- Bastille Day and St Pat's Day Dinners: Merryl, Kathryn and friends – great, successful fun filled nights

- March Open Raffle: Junee sourced majority of prizes, Tracy our fabulous 1<sup>st</sup> prize. \$1,400+ tickets sold.
- Opening Day Dinner: Chris and Frank catering - always popular with our members.
- Saturday afternoon teas – thanks to everyone who helped – lovely comments
- Bunnings Sausage Sizzle: organised by Scroungers – on Saturday May 14<sup>th</sup>.

**BTC Cleaning:** after 5 years of service to BTC Jillian and Jay, for family reasons, have stepped away from the cleaning position. So Wendy and I were tasked with finding someone else. We welcome Tracy Cotton from TLC Executive Cleaning who will commence at BTC next week.

**Possible New Season Functions:** we are always open to ideas from our members about possible functions.

- CinefestOz: pencilled in for August
- A function for our men was talked about this year – perhaps next season
- Jammers and Picklers Pop Up Stall – more ideas planned – bigger and better
- New Years Eve: a generous offer from Kevin Wren to fund the event.

Thanks are extended to Meryll Peet, who is standing down from organising our Open Tournament catering, for all the time and effort she has given to BTC over many years. We wish her well in her new position at BTC.

Thanks also to Kim Skene – for all your beautiful, decorative floral displays and our fabulous succulent garden.

Allison Hutchison  
BTC Functions Coordinator  
2021-22





## Financial Summary

Our Accountants, Haines Norton PRT have recommended that the Club transition to an Accrual accounting system that will more accurately reflect both what we earn and what expenses we commit to during a financial year, rather than simply cash in and out. In part, this summary reflects both sets of numbers, but you will find the Profit and Loss Statement now reflects the Accrual accounting which is easier to compare with the Balance sheet in terms of end of year profit.

The Profit and Loss Statement to the end of the 2021-22 financial year reflected a gross income of \$208,534 (Cash) and \$212,671 (Accrual); total expenses of \$171,598 (cash) and \$168,478 (Accrual); culminating in a net profit of \$37,268 (Cash) or net profit \$44,525 (Accrual). The Balance sheet also reflects similar Equity Earnings.

In terms of actual cash in our respective accounts, our Zero Transaction Account (working account) as of 31 March 2022 showed a cash balance of \$181,233; our Gold Term Deposit was \$54,614 (this matures in June 2022). We also have the \$10,000 in a Business Term Deposit Account as part of the capital replacement//maintenance planning. On the negative side, our balance sheet shows we have the loan liability of for the Relocation loan of \$32,699.

This year the main areas of profits came from increases in the bar (net profit up \$3k); Club Contract//Hire (up \$6k) and a new reporting area, Functions, has had a profit of \$8k. (Functions area includes all functions as well as hall hire and incidental associated income such as the pickles and jam sales.)

Considering all the COVID restrictions and associated complications, the March Tournament did remarkably well. However, we were effectively down in overall profit by approximately \$5k.

Court expenditure was down compared to last year at \$42,195 compared to \$53,614. This was due to a \$10k difference in Green Keeper's fees. Our thanks to Chris and the "A" team for their savings.

Expenditures that are up for this year are insurance at \$6,535 compared to \$3,667. This came about mainly with the revaluation of our assets.

In the Accrual mode, our electricity cost was approximately \$9k/pa. In general terms, we have reduced our power consumption by approximately \$2k/pa on last year. Some gains were made through the impact of solar energy which is yet to have a full 12-month cycle of monitoring.

This year we paid to ATO \$7,331 and got a refund of \$2,267 which was opposite to last year so balances out. .

On the next page is a monthly graph which compares income against expenditure, both for Cash accounting and Accrual. You will note that there are 5 months where expenditure exceeds our income. For those months we need to have the monies in our working account to cover cash-flow and allow for any extra expenditure. Because of the monies we have in our working account, and the fact that we need a minimum of \$50k to cover operating costs over the lean period, we would recommend the Club holds \$100k in the working account. That leaves us with an amount of approximately \$80k to put towards savings.

**Ken Madden**  
**BTC Treasurer**  
**2021-22**

# Financial summary (cont'd)

## Cash

1 Apr 2021 - 31 Mar 2022

Cash mode

View as     Cumulative

Total Income   Total Expense   + Add Item



## Accrual

### Profit & loss

[Got any thoughts about the new header feature on the Accounts list? Let us know](#)

[Back to the old Profit & loss report](#)

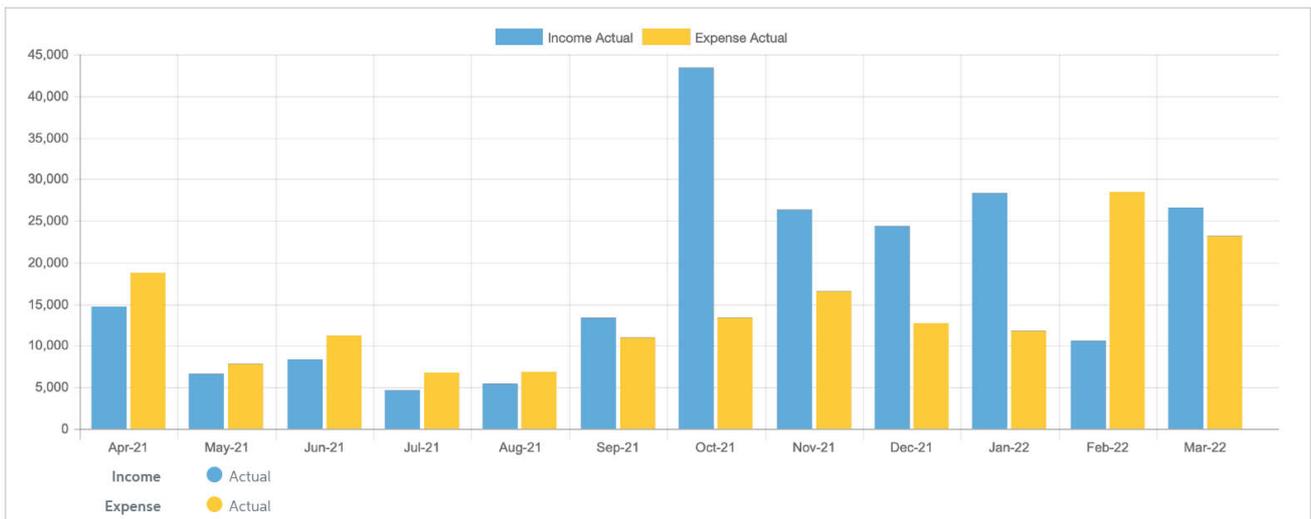
From  To  Breakdown  Period  Level of detail  Compare to  Last Year  Budget

1 Apr 2021 - 31 Mar 2022

Accrual mode

View as     Cumulative

Total Income   Total Expense   + Add Item



# Profit and loss

Busselton Tennis Club  
P O Box 498, Busselton WA 6280, Australia

Accrual mode  
01 Apr 2021 - 31 Mar 2022  
ABN: 84168767310  
Generated 07 May 2022

	Total
<b>Income</b>	
<b>Bar Income</b>	
Bar Attendant @30/hr	675
Bar Sales	50,076
<b>Total Bar Income</b>	<b>50,751</b>
<b>BTC Strategic Overview</b>	
BTC Strategic Overview Income	1,470
<b>Total BTC Strategic Overview</b>	<b>1,470</b>
<b>Club Hire &amp; Contract Fees</b>	
Coaching Contract Fee	1,909
Hire Club - Bridge Grp	6,109
Hire Club - Craft Grp	2,921
Office Rent T/W Officers x 2	3,000
<b>Total Club Hire &amp; Contract Fees</b>	<b>13,939</b>
<b>Court Fees</b>	
Court Hire	6,863
Court Play Fees	2,115
Saturday Social	3,874
Thursday Ladies Pennants	2,218
Thursday Mens Scroungers	730
Thursday Sanderson Cup	535
Tuesday Night	1,059
Visitor Play Fee	1,510
Wednesday Social	2,500
<b>Total Court Fees</b>	<b>21,404</b>
<b>Food Income</b>	
ATK Food Income	2,583
Kitchen Sales	436
<b>Total Food Income</b>	<b>3,019</b>
<b>Friday Juniors</b>	
Friday Junior Income	887
<b>Total Friday Juniors</b>	<b>887</b>
<b>Function Income</b>	
Bastille Dinner	558
Bastille Raffle	231
Club Catering Income	670
Function Hall Hire	3,290
Function Ladies Auction	277
Function Ladies Night	3,001
Function Ladies Night Raffles Etc.	610
Function St. Pats Dinner	615
Function St. Pats Raffle	111
Pickles & Jams	1,184
<b>Total Function Income</b>	<b>10,548</b>
<b>Fundraising</b>	

Club Fundraising & Raffles	1,245
<b>Total Fundraising</b>	<b>1,245</b>
<b>Membership</b>	
Membership Bronze	3,660
Membership Family B	1,036
Membership Gold	28,748
Membership Junior 18 & Under	1,246
Membership Levy	2,871
Membership Silver	5,042
Membership Social	325
Membership Student	243
Special Tournament Membership	1,506
Sponsor Family A Membership	1,136
Sponsor Gold Membership	736
<b>Total Membership</b>	<b>46,548</b>
<b>Miscellaneous Income</b>	
ATO Refund	2,267
Ball Sales	366
Club Raffles	950
Donations	1,366
Insurance Payout	1,689
Merchandise Sales for Club	1,021
Miscellaneous Income	562
Opening Day Raffle	356
Recycling Income	945
<b>Total Miscellaneous Income</b>	<b>9,524</b>
<b>Sponsorship</b>	
Sponsors Club	5,750
Sponsors Raffle Income	1,224
<b>Total Sponsorship</b>	<b>6,974</b>
<b>Tournament Junior</b>	
Darcy Slater Kitchen Income	2,457
Tournament Junior Bar	1,369
Tournament Junior Kitchen	3,576
Tournament Junior Sponsors	4,000
<b>Total Tournament Junior</b>	<b>11,403</b>
<b>Tournament March</b>	
Tournament March Open Bar	6,885
Tournament March Open Fees	18,213
Tournament March Open Kitchen	5,216
Tournament March Open Raffle	1,264
Tournament March Open Sponsor	3,500
<b>Total Tournament March</b>	<b>35,078</b>
<b>Total Income</b>	<b>212,791</b>
<b>Less Cost of Sales</b>	
Freight	120
<b>Total Cost of Sales</b>	<b>120</b>
<b>Gross Profit</b>	<b>212,671</b>

Less Expense	
Administration Costs	
Administration Expenses	972
Carey St. Office Furniture	2,126
Covid Expenses	215
Gifts & Flowers	364
Insurance	6,535
Office supplies	546
Post Office Box	131
Printing/Stationary/Office	256
<b>Total Administration Costs</b>	<b>11,145</b>
Bar Expenditure	
Bar Attendant Expenses	675
Bar Expenses	24,446
Liquor Licence	346
<b>Total Bar Expenditure</b>	<b>25,467</b>
Cleaning Costs	
Cleaning Contract Expenses	11,735
Cleaning Supplies	2,670
<b>Total Cleaning Costs</b>	<b>14,405</b>
Club Services	
Services Equipments & Materials	344
Sewerage - Water Corp	423
<b>Total Club Services</b>	<b>767</b>
CoB Lease & Rates	
CoB Club Rates	683
CoB Lease Fee	198
<b>Total CoB Lease &amp; Rates</b>	<b>881</b>
Court Expenses	
Court Consumables - Fert/spr/other	5,539
Court Flood Lights	90
Court Greenkeeper Contractor	34,127
Court Maintenance/Machinery repair	1,467
Court Nets & Posts	435
Fuel for Mowers & Tractor	537
<b>Total Court Expenses</b>	<b>42,195</b>
Fees	
Affiliation Fees/Tennis West	3,171
<b>Total Fees</b>	<b>3,171</b>
Function Expense	
Bastille Dinner	181
Bastille Raffle	211
Club Catering Expenses	195
Function Expenses	192
Ladies Night Expenses	1,500
Pickles & Jam Expenses	143
St Pats Dinner	21
<b>Total Function Expense</b>	<b>2,444</b>
Fundraising Expense	
Fundraising Expenses	606

<b>Total Fundraising Expense</b>	<b>606</b>
<b>IT Expenses</b>	
Computer Expenses	533
Outlook Email Expenses	513
<b>Total IT Expenses</b>	<b>1,046</b>
<b>Junior Tournament Expenses</b>	
Tournament Junior Bar	215
Tournament Junior Kitchen	1,882
Tournament Junior Trophies/Medals	1,000
<b>Total Junior Tournament Expenses</b>	<b>3,098</b>
<b>Juniors Other</b>	
Friday Juniors	707
<b>Total Juniors Other</b>	<b>707</b>
<b>Kitchen Costs</b>	
ATK Food Expense	98
Kitchen Consumables	975
Kitchen Sales Expenses	311
<b>Total Kitchen Costs</b>	<b>1,384</b>
<b>Loan Costs</b>	
CoB Relocation Loan 220 Fee	9,310
CoB Relocation Loan 220 Interest	649
<b>Total Loan Costs</b>	<b>9,959</b>
<b>March Open Expenses</b>	
Tournament March Open Balls	1,555
Tournament March Open Bar Expense	2,133
Tournament March Open Cheese Board	127
Tournament March Open Fees	904
Tournament March Open Kitchen	1,036
Tournament March Open Prizes	6,711
Tournament March Open Raffle	133
Tournament March Open Stationary	5
<b>Total March Open Expenses</b>	<b>12,604</b>
<b>Miscellaneous Expense</b>	
ATO payment	7,331
Insurance Parts Cost	1,689
Stripe Payment Expenses	49
<b>Total Miscellaneous Expense</b>	<b>9,069</b>
<b>Monthly Costs</b>	
IT Support Expenses	1,738
Internet Expenses	470
Internet Fees	902
Myob	536
POS System Fees	1,655
Tyro Fees	1,724
<b>Total Monthly Costs</b>	<b>7,025</b>
<b>Play Costs</b>	
Ball Purchases New	2,255
Club Trophies/Prizes	1,828
<b>Total Play Costs</b>	<b>4,083</b>

Sponsor Expenses	
Sponsor Club Event	141
Sponsor Court Signs	600
Sponsor Hospitality	2,272
Sponsor Outgoings	734
<b>Total Sponsor Expenses</b>	<b>3,746</b>
Tennis Centre Costs	
Advertising	50
Carey St. Operating Costs	1,509
Clubhouse Repairs & Mainten	1,833
<b>Total Tennis Centre Costs</b>	<b>3,392</b>
Utilities	
Electricity Expenses 0413001983	8,906
Gas Expenses	461
MS22105/MFS22106 Busselton Water & Fire Service	1,565
Security	351
<b>Total Utilities</b>	<b>11,283</b>
<b>Total Expense</b>	<b>168,478</b>
<b>Operating Profit</b>	<b>44,193</b>
Plus Other Income	
Interest Income	333
<b>Total Other Income</b>	<b>333</b>
Less Other Expense	
<b>Total Other Expense</b>	<b>0</b>
<b>Net Profit</b>	<b>44,525</b>

# Balance Sheet

Busselton Tennis Club  
P O Box 498, Busselton WA 6280, Australia

Accrual mode  
31 Mar 2022  
ABN: 84168767310  
Generated 07 May 2022

	Total
<b>Asset</b>	
<b>Banking</b>	
Business Bank Account	181,232
<b>Investments</b>	64,614
<b>Total Banking</b>	245,846
<b>Current Assets</b>	
Accounts receivable	4,550
Bar Float	650
Captains Till Float	100
Petty Cash	-428
TFN Withholding Tax	723
<b>Total Current Assets</b>	5,595
<b>Fixed Assets</b>	
Less Accum Depreciation - Kitchen, Bar & Clubhouse	-37,372
Less Accum Depreciation - Maintenance	-39,098
Less Accum Depreciation - Office Equipment	-41,391
Plant & Equipment - Kitchen, Bar & Clubhouse	61,173
Plant & Equipment - Maintenance	71,424
Plant & Equipment - Office Equipment	43,497
<b>Total Fixed Assets</b>	58,233
<b>Inventory</b>	
Stock on Hand - Bar food and drinks	2,602
<b>Total Inventory</b>	2,602
<b>Total Asset</b>	312,276
<b>Liability</b>	
<b>Current Liabilities</b>	
Accounts payable	144
Carey St. Hall Hire Bond	200
GST collected	6,054
GST paid	-5,433
<b>Total Current Liabilities</b>	965
<b>Long Term Liabilities</b>	
CoB Relocation Loan 220	32,700
<b>Total Long Term Liabilities</b>	32,700
<b>Total Liability</b>	33,665
<b>Net Assets</b>	278,611
<b>Equity</b>	
<b>Current Earnings</b>	
Current year earnings	44,526

<b>Total Current Earnings</b>	<b>44,526</b>
<b>Retained Earnings</b>	
Retained Earnings	234,085
<b>Total Retained Earnings</b>	<b>234,085</b>
<b>Total Equity</b>	<b>278,611</b>

Report ends/...

