

AGM REPORT 2018

Fitzroy Tennis Club Inc.

Incorporated Association ARNA0031103F, ABN 53918137542



FITZROY TENNIS CLUB
ANNUAL GENERAL MEETING
2018

ANNUAL REPORT

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PRESIDENT – Viviane Harangozo

Dear Fitzroy Tennis Club members,

This year has been a very big year for the Fitzroy Tennis Club and I wish to start by thanking our very hard-working committee members, most of whom were new to the committee. One of the main tasks faced by the committee this year was the renewal of the Club's tennis coaching contract. The committee spent hundreds of collective hours deliberating over the process, seeking professional advice, making decisions and writing and negotiating the new contract. Not everyone was happy with the committee's decisions and the way this very stressful task was managed, but we have nevertheless received significant positive feedback and support, which has been very heartening.

In addition to the above, the committee still found the time to look for financial savings, welcome new members, attend to a myriad of maintenance tasks, introduce a temporary paper-based court booking system as well as collaborate with Tennis Victoria to install the on-line Book A Court (BAC) system. We have also applied for grants, held meetings with Yarra City Council and more recently, in conjunction with the Footy and Cricket clubs, we have established the Edinburgh Gardens Sporting Community (EGSC) group with the aim of lobbying local and state governments for funding to improve our facilities. On our wish list is a new club house, additional courts, a new community hall, as well as improved amenities for the footy and cricket clubs. The committee would like to specially thank our club member and Wayne Stephens, who is an architect, for his significant contribution to this big project.

Committee members together with club volunteers also managed and coordinated competition teams, the club championships and the mix-and-match days. A special thank you also goes to Nadia Hume for managing our Facebook page which just keeps getting more and more entertaining.

Michael Valiante, our club caretaker of many year's standing, is enjoying having free evenings. He agreed to also take on the cleaning tasks at the club and now generally works early in the mornings.

Hats off to everyone that lent a hand throughout the year, apologies that I haven't named you all here – thank you from all of us.

It is with great pleasure that I announce that three previous committee members have had their years of service and exceptional contributions to Fitzroy Tennis Club recognised with life memberships. Congratulations to Sergio Rivosecchi, Adrian Grant and David (Dave) Hodder.

Can you believe that the committee members still found some time to play tennis? Don't let me scare you off. If you have great ideas for the club or think you can lend a hand in any way, we welcome you to join us on the committee or encourage you to get in touch and get involved.

Best wishes and happy tennis
Viviane Harangozo
FTC president 2018

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2018 COMMITTEE MEMBERS

| | |
|-------------------------------|---------------------|
| Viviane Harangozo | President |
| Cheryl Coughlin | Vice-President |
| Sarah-Jane Beavitt | Secretary |
| Heidi Schwegler | Treasurer |
| Michelle Stephens | Junior co-ordinator |
| Nadia Hume | Junior co-ordinator |
| Charles Tinney | General Committee |
| Sam Funnell | General Committee |
| Gavin Rieschieck | General Committee |
| Wendy Pollard | General Committee |
| Linda Mayberry | General Committee |
| Mary Garvin (resigned Feb 18) | General Committee |

FINANCE – TREASURER'S REPORT - Heidi Schwegler

Income & Expenses

Total Income of \$115,663 and Total Expenses of \$93,928 giving a profit of \$21,753 for the year. (2017 report figures were Total income \$94,529, expenses \$89,481 and profit of \$5,047). (see Appendix).

Overall the club increased revenue and decreased recurring expenses, leaving the club's financial position in a solid position in preparation for future upgrade to the lights and courts.

Income:

Substantial increase on previous year due to several factors including increased membership revenue, grant revenue of \$6,600 for the Book a Court system, competition fees and coaching. (there was a late payment last year paid into this year so a total of five terms were paid in this period instead of four).

Expenses:

Overall costs were down compared to last year with major contributors including cancelling the cleaning service. Also, last year's profit and loss included a provision for long-service leave and FOB totaling \$15,364 which was reflected in the Profit and Loss rather than the Balance Sheet. (see Appendix)

Larger costs included purchase of a new fence (Court 4), Book A Court system, updating of the Honour Boards as well as the purchase of a new Honour Board for the Juniors.

BALANCE SHEET:

Whilst the club has over \$86,000 in the bank and term deposit (\$73,868 last year), a large portion of this money needs to be set aside for future upgrade to the lights and courts.

Based on estimates, it can cost up to \$30,000 to replace 1 (*one*) synthetic court and approximately \$100,000 to replace 1 (*one*) en-tout-cas court. This means that the club has projected future expenses of nearly \$400,000 which doesn't include an upgrade to the court lights, estimated at around a further \$80,000-\$130,000. Council have indicated the

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the tennis club is not high on their priority list for financial support so regrettably, unless we can obtain grants, we have to make provision to pay for the replacement of the courts. The committee has applied for several grants and been unsuccessful in all but one. As such, the committee must act in the best interest of the club and set aside funds for these future expenses.

Note: The above estimates don't factor in the clubhouse upgrade which would significantly add to the overall cost.

Independent Audit:

As a Tier 1 association under the Consumer Affairs of Victoria definition of revenue below \$250,000, FTC is not required to have our financial accounts audited, however an audit was conducted by Resolve UBM.

Professional assistance with the new accounting system (Xero) was obtained to produce the profit and loss and balance sheet reports which represent a true and fair view of Fitzroy Tennis Club's financial affairs (see Appendix).

MEMBERSHIP – Viviane Harangozo

Printed: 29 Aug 2018

| | 2017/2018 | | | | | 2016/2017 | | | | |
|---------------------|-----------|------------|-----------|--------------|--------------------|-----------|------------|-----------|--------------|--------------------|
| | NEW | RENEW | LATE | TOTAL VOLUME | TOTAL VALUE | NEW | RENEW | LATE | TOTAL VOLUME | TOTAL VALUE |
| STAFF | 0 | 3 | 0 | 3 | \$324.00 | 1 | 2 | 1 | 4 | \$416.67 |
| JUNIOR | 27 | 16 | 0 | 43 | \$5,188.29 | 7 | 22 | 0 | 29 | \$2,904.18 |
| HONORARY LIFE | 0 | 19 | 0 | 19 | \$0.00 | 0 | 14 | 0 | 14 | \$0.00 |
| ADULT CONCESSION | 6 | 55 | 1 | 62 | \$8,650.53 | 11 | 56 | 2 | 69 | \$8,754.25 |
| FAMILY-1A | 20 | 19 | 0 | 39 | \$4,116.00 | 10 | 20 | 0 | 30 | \$2,870.06 |
| ASSOCIATE VOLUNTEER | 0 | 4 | 0 | 4 | \$0.00 | 0 | 6 | 0 | 6 | \$0.00 |
| ADULT | 24 | 161 | 6 | 191 | \$39,445.27 | 37 | 164 | 5 | 206 | \$39,825.05 |
| FAMILY-2A | 11 | 69 | 3 | 83 | \$9,039.27 | 20 | 64 | 7 | 91 | \$9,184.51 |
| TOTAL | 88 | 346 | 10 | 444 | \$66,763.36 | 86 | 348 | 15 | 449 | \$63,954.72 |
| DEFERRED | 0 | 0 | 0 | 3 | \$0.00 | 0 | 0 | 0 | 2 | \$0.00 |

It is the committee's view that the club has been operating at capacity this year even though the number of club members has not increased. For this reason, in March a freeze was put on new memberships excepting members of competition teams. The freeze has since been lifted, as based on previous experience, it is expected a fifth of our members will not renew. The membership fees for 2019 will remain unchanged from 2018 when they were slightly increased.

We trust that our members feel that the subscription prices are not unreasonable and are enjoying the benefits of being club members. The increase in court usage may be a result of everyone having the ability to book available courts ahead of time.

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GROUND AND MAINTENANCE – Cheryl Coughlin

Fitzroy Tennis Club is looking and functioning better than ever, thanks to valiant efforts by many!

Electricity, lights, plumbing

This past year, the Club has suffered a series of electrical, lighting as well as plumbing issues that have not only been a nuisance, but also very costly to the club. For example, the blown-light globe on Court 1 resulted in costing us over \$1,200, mostly due to the cost of hiring a 15m cherry picker. We have also had to install new electrical circuits in the club house and change over the 'push button' court light switches to 'dial' switches as for some unknown reason the 'push buttons' would pop back out and the lights would come back on! Every water tap in the club has also been serviced (some probably for the first time in 30 years) as well as the Zip hot water boiler.

What's new?

- Another storage shed for Michael and Luke
- Fridge, stove and dishwasher
- Nets, hoses, brooms, court bags and scoreboards
- High pressure water cleaner for court repair and leaf blower
- Court side fence adding safety for players and spectators
- User friendly gates
- Table tennis, bats and balls
- Potted plants

Michael's flexible hours are proving very helpful in catering for all the unforeseen. His conscientious caretaking and cleaning keep the courts, the grounds and the clubhouse sparkling. Thank you to Bryce Devlin for covering Michael's holidays.

Synthetic Courts

The baseline to Court 4 at the northern end has had some remedial work done to improve the playability of the surface. Over time, the court has become slippery due to a number of factors, one of which being compaction of sand into the pile. Discussions are currently underway with the suppliers on methods for improving playability of the synthetic courts.

Volunteer assistance

Volunteers are what really keep the wheels turning and we have so many! Members of the committee plus Tamas had a very effective working bee to help our coach, Luke Devlin and his team (Racquet Lab) get installed and organised. The storage areas were reorganised and a new shed purchased to accommodate the club's maintenance equipment. Another member, Chris Canavan also provided considerable help by removing

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the graffiti along the fences. And finally, special thanks to Tony Appleyard for his ongoing maintenance work around the club, his help is invaluable.

COACHING – Luke Devlin (Racquet Lab)

The coaching contract with Asaf Nagar (Trademark Tennis) expired on 30 June 2018 and after much consideration, the committee decided to appoint Luke Devlin and his team (Racquet Lab) as the new coaching service providers. The new coaching contract, which started on 1st July is similar to the old one except with a few additional features, including the capacity to review and vary court usage. This feature will help the committee to balance competing demands for court time by members, competition, coaching and the general public.

The transition from 'old to new' has been mostly seamless, but not without a significant amount of work behind the scenes. Importantly, Luke and his team have substantially increased pupil numbers from approximately 260 students to 304 students, something that is extremely uncommon going from term 2 to term 3. Many of these new students are current FTC members enrolling in newly-opened training sessions for Fitzroy representative teams.

The primary changes implemented by Racquet Lab include:

- Lower player/coach ratios. The coaching team, comprised of 5 male coaches and 3 female coaches, now allows students to receive more personal coach attention during the sessions.
- On-going coach professional development.
- Paperless communications and billing.
- Monthly Hot Shots match play tournaments, designed to transition younger players into representative competition. The first of these took place on Sunday 26th August and proved to be a resounding success.

In July this year, Luke Devlin was also awarded the Rising Star Award by TCAV (Tennis Coaches Australia Victoria). This award recognises the achievement of a young coach 30 years and under for their outstanding, innovative, and industrious approach to tennis coaching and the tennis industry. Luke was given the award in recognition amongst other things, for the coaching program he has and will continue to write and deliver to Fitzroy players.

COMPETITION – Adam Huddleston and Tamas Hume

Pennant

This winter season the club had three teams, two in the mens competition, and for the first time in many years, one in the ladies competition. All performed and competed well, and represented Fitzroy in a spirit of fairness and competitiveness that made all those who came to watch and support be proud.

Our Grade 4 men's team finished 2nd in the ladder and reached the finals stage, missing out to a very strong Royal South Yarra team, whilst the Grade 6 team was a new team who performed and competed well.

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The new women's pennant team consisted of a strong core of players in Gina Moore, Sophia Porter, Katherine Kennedy and Penny Roth, with several emergencies filling in throughout the season. They performed creditably in Grade 5 and the Club looks forward to them representing Fitzroy again in the coming summer season.

NENTG

Men's – For the first time in many years we had a men's team in Section 1, where the going was very tough! The team were relegated at the end of the autumn season and are currently 4th in the ladder in Section 2. We also have a team this season in Section 7 who are currently placed 6th.

Women's – We have three women's teams representing Fitzroy. In the autumn season the Section 7 and Section 13 teams both did a great job in finishing 3rd. The Section 15 team finished 6th in the ladder with the members gaining valuable competition experience. All teams have been promoted a section.

Vets – We had one team in the autumn comp, who had a tough season finishing 7th but nevertheless enjoyed it, especially the post-match refreshments!

Mixed – We had 2 teams in the autumn mixed competition, the Section 3 team finished top of the ladder, whilst our Section 4 team finished 4th. Both teams have been promoted and are competing well in Sections 2 and 3.

HDTA

The Thursday ladies Section 2 team is an institution at FTC. Long matches and fabulous afternoon teas are de rigueur.

Metro Masters

This Thursday afternoon competition is a new foray for FTC. It started with one team of men and we now have two teams including women. The matches are fiercely fought, 3 tiebreak sets up to 8, usually involving 4 hours of tennis.

2018 FTC CLUB CHAMPIONSHIPS

This year's club championships were another huge success with a record level of participation. A total of 64 players registered for the competition which was held over a couple of weekends. Some fabulous prizes were kindly donated by a number of our members and the local community, including Wendy Pollard (Best Street Store), Raf Cotroneo (Mesop), Steve Richardson (Magic Muesli), Nick Lane (Prince and The Duke Café) and Tennis Only (Hawthorn).

The winners and runners up for the 2018 Club Championships are:

Men's Singles Champion: Greg Spinks
Men's Singles Runner up: Dominic Napoleone
Women's Singles Champion: Michelle Stephens
Women's Singles Runner up: Sophia Porter
Men's Doubles Champion: Pred Basic and John Ratten
Men's Doubles Runners up: Bryce Devlin & Tamas Hume

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Women's Doubles Champion: Viviane Harangozo & Anne Coveny
Women's Doubles Runners up: Sarah-Jane Beavitt & Quimby Mills Oddie
Jock and Joan Wastell Trophy (Mixed Doubles)
Mixed Doubles Champions: Dominique Napoleone & Mel Sawyer
Mixed Doubles Champions Runners up: Bryce Devlin & Sophia Porter
Delmo Carli Champions: Tim Maher & Ernie Gray
Delmo Carli Runners up: Daryl Brown & Larry Liversage

FTC JUNIOR CLUB CHAMPIONSHIPS

For the first time in many years, FTC held a Junior Club Championships in 2017 which proved to be a runaway success. The event was organised by Luke Devlin as part of his Tennis Australia Grade 2 Coaching course whilst Michelle & Wayne Stephens, Nadia & Tamas Hume helped with catering and club/parent liaison. Held over 3 days the event was very successful, with great weather, fantastic BBQ'ing, a huge grin on the face of every player and to top it all off, winners were immortalised on the Club's Honours Board.

There were 27 entries in total, 6-girls and 21-boys.

- Girls Singles Winner – Mollie Cahill
- Boys Singles Winner – Adam Mercuri
- Doubles winners – Adam Mercuri and Lucas Mascia
- Fastest Serve – Joel Hodder

This year will be another collaborative effort from Luke/Bryce/Michelle/Nadia/Wayne and Tamas with the 2018 Junior Club Championships being held on the weekend of Oct 5-7.

JUNIORS NEJTA COMPETITION

FTC experienced another successful year of Junior Competition Tennis.

SPRING 2018 – The club is at capacity with 10 teams competing in the NEJTA, made up of 54 regular players, plus additional emergency players. There are 8-male teams and 2-female teams but the aim is to increase the number of females competing. We do not have enough courts to accept any more competing teams.

AUTUMN 2018 – 9 teams competed in the first half of this year. In mid June, the Club hosted Super Semi-Saturday and had 6 Fitzroy teams play their semi-final at home. Luke and Bryce Devlin came down to the courts to conduct a FTC team warm-up and this created a fabulous club bonding session while also putting the razz on opponent teams. One FTC team held the Premiership Cup aloft, while 3 other teams were runners up.

The offerings from the BBQ have been ramped up and on offer are now egg & bacon rolls, egg sandwiches and hash browns as well as the tried and tested sausage in bread. The local supermarket, Piedmontes was approached for sponsoring and they kindly agreed to contribute weekly by providing us with about \$25 worth of product including bread, rolls and bacon and this has made a big difference to the bottom line. With the profits from the sale of the food, the Juniors have paid the club \$1000 to cover the cost of balls for 2018 and will also be able to make a significant contribution to the FTC Junior Club Championships – in fact, the event may even be fully funded. So go the BBQ!! A huge thank you to Wayne Stephens and Tamas Hume who stand there with a smile on their dial

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and flip and sizzle on alternating Saturdays week in, week out.

COURSE/WORKSHOP ATTENDANCE

Safeguarding children workshop run by TV

Earlier this year Nadia Hume attended a Safeguarding Children Workshop run by Tennis Australia. This workshop was a recommended outcome following the Royal Commission into Institutional Responses to Child Sexual Abuse. Following the workshop, the FTC has been working to complete a couple of recommendations:

1. All committee members have or are updating their Working With Children Check
2. Integrating a photography/social media policy into the club membership policy.

Increasing female participation

Tennis Australia is currently working on a number of initiatives to bolster female participation in tennis. Nadia Hume attended a summit to help TA identify possibly ways forward. As a result, NEJTA is running a 'test' Mixed Comp this season but unfortunately FTC doesn't have enough females to offer this to our Junior players as it would potentially wipe out female competition altogether

Tennis Victoria Forums and Community Clubs Victoria training

The president, treasurer and secretary have attended forums and events relating to club-coach relations, club-council relations, finances and running not for profit committees.

BOOK A COURT – Charles Tinney

The new online court booking system called Book a Court (BAC) commenced on 27 August and paper bookings have now ceased. Feedback from Tennis Australia (TA) and other clubs indicate that it will provide a much-needed boost of revenue for the club by increasing non-member court bookings. The installation was funded by a TA grant of \$6,600 and payment of \$6,809 by the club.

Registration and booking is very simple and we encourage all members to register and start using it as soon as possible. Members can book one court per day for up to 1.5 hours, up to 14 days in advance. Non-members can book up to 5 days in advance, so members will always get priority provided that they book a week in advance.

The operating hours for the Book a Court system are 7.00 am to 9.30 pm on weekdays during the coaching (school) term and daylight hours on weekends and term holidays. This is to ensure that there are members around to assist non-members with lights if necessary. There is no charge for members for court bookings for daylight hours. The system provides payment options for members using lights and bringing guests. The charges remain the same, namely \$8 per hour for lights and \$7 per hour for each guest. These payments can be made online at the time of booking.

GRANT APPLICATIONS – Gavin Rieschieck

The club successfully obtained a \$6,600 grant from Tennis Australia to help implement the on-line Book A Court system.

In addition, the club has recently applied for a number of grants [ANZ Community Grants, (\$10,000.00), Feb 2018 and Australian Sports Foundation Giving for Grassroots

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(\$10,000.00) April 2018] to assist with upgrading our club house, kitchen and accessibility of our change rooms as well as replacing our current metal halide lights with LED lights. This latter project, being particularly expensive, with costs approaching \$130,000s.

This time-consuming task of grant application was undertaken by Gavin Rieschieck, Nadia Hume and Heidi Schwegler. Unfortunately, FTC was unsuccessful in securing funds from the first two applications, however, we have been shortlisted for the August 2018 (currently in play) Pick My Project- Victoria-Wide Grants Initiative with 'at least \$1 Million in funding'. The Club's application (for \$197,000 – towards lighting and synthetic courts resurfacing) has been shortlisted and is currently being voted on by the public.

Applications that receive relatively high numbers of votes in a local area may be approved for funding. Voting requires a person to log onto the website:

<https://pickmyproject.vic.gov.au/rounds/pick-my-project/ideas/fitzroy-tennis-club-rejuvenation-and-revitalization#.W3EasNOy28A.link>, set up a profile and vote. We hope this goes well!

If this latter option isn't successful, we are considering making a direct approach to our membership and our local community to ask for funds as it seems apparent that just about every club in Australia is putting their hands up for grants and there is not enough funding to go around!

Gavin Rieschieck has also started drafting a fundraising page with the Australian Sports Foundation (ASF). The ASF helps local clubs start their own fundraising campaigns and provides the online infrastructure and advice, with the view that should this option proceed, it will focus on fundraising for a change over to LED lights.

The ASF provides a tax-deductible fundraising system (for a 5% fee on all donations).

SOCIAL EVENTS: MIX N MATCH & MONDAY NIGHT SOCIAL

Mix n Match – Cheryl Coughlin

Both the Spring and Autumn tournaments were well attended by members and friends, with plenty of good tennis, food, trophies and friendliness. The date for the Next **Mix n Match** has been set for **Sunday 14th October**.

MONDAY NIGHT SOCIAL – Linda Hood

Monday Night Social, which has been organised by Linda Hood for the last 10 years, has been an ongoing popular event at the club for many, many years, some even suggesting 30 years! Starting at 7.30 and finishing between 9.30 and 10pm, the 'in-house' competition is comprised of club members and non-members, and has 4 x 10 week terms a year, with finals being held on the 10th week. These are followed by a small presentation, drinks and plenty of jokes. There are 6 teams of six players, ideally 3 men and 3 women although usually there are more ladies than men. Each week 4 players from each team compete, allowing 2 players to be rostered off thus giving players some time off.

New teams are organised at the end of each term and there is also a new theme for each season. A few weeks before the end of each season, a list is put up in the clubhouse for players to register. Club members are given a preference when the teams are organised.

Thank you for reading to the very end of this detailed report of FTC activities!

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APPENDIX

Acceptance of financial reports

The Profit & Loss Statement and Balance Sheet represent a true and fair view of Fitzroy Tennis Club's financial affairs and I, Heidi Schwegler, FTC Treasurer, move that these be accepted by the meeting.

| Fitzroy Tennis Club - Financial Summaries | | | | |
|---|----------------|-----------------|--|--|
| Income & Expenses | | | | |
| Income | 2018 | 2017 | Diff | |
| Membership | 68,778 | 62,812 | 5,966 | |
| Court Hire | 16,562 | 21,722 | - 5,161 | |
| Comp/Club Champs | 11,505 | 5,128 | 6,377 | |
| Coaching | 7,590 | 3,860 | 3,730 | |
| Grant money | 7,100 | - | 7,100 | |
| Interest | 1,145 | 988 | 157 | |
| Operating Income | 2,927 | 1,230 | 1,697 | |
| Other | 56 | 68 | - 12 | |
| Total Income | 115,663 | 95,808 | 19,854 | |
| Expenses | | | | |
| Administration | 5,498 | 6,580 | - 1,082 | |
| Repairs & Maintenance | 7,673 | 11,446 | - 3,773 | |
| Operating Costs | 18,286 | 23,948 | - 5,663 | |
| Equipment Purchases | 476 | 2,548 | - 2,071 | |
| Utilities/Rates/Insurance | 16,120 | 16,392 | - 273 | |
| Depreciation | 21,195 | 19,325 | | |
| Other | 179 | 130 | 49 | |
| Staff Expenses | 24,501 | 41,754 | - 17,253 | |
| | | | 2017 inc provision for LSL, sick leave and W/H tax \$11,190. 2018 inc reversal of sick leave \$2,699 | |
| Total Expenses | 93,928 | 122,123 | - 28,196 | |
| | | | - | |
| Net Operating Profit | 21,735 | - 26,315 | 48,050 | |

| Balance Sheet | | | | |
|----------------------------|----------------|----------------|----------------|--|
| FITZROY TENNIS CLUB INC | | | | |
| As at 30 June 2018 | | | | |
| | 30 Jun 2018 | 30 Jun 2017 | Diff | |
| Assets | | | | |
| Cash & Term Deposits | 85,767 | 73,868 | 11,899 | |
| Fixed Assets | 151,422 | 152,779 | - 1,357 | |
| Yarra City Synthetic Court | 7,150 | - | 7,150 | |
| Other | 370 | 711 | - 341 | |
| Total Assets | 244,709 | 227,358 | 17,351 | |
| Liabilities | | | | |
| Payroll liabilities | 796 | 1,368 | - 571 | |
| LSL/Sick Leave provision | 3,639 | 9,533 | - 5,894 | |
| FOB provision | 9,955 | 8,400 | 1,555 | |
| Members Reserve | 153,313 | 153,313 | - | |
| Other | 525 | - | 525 | |
| Total Liabilities | 168,229 | 172,614 | - 4,385 | |
| Equity | | | | |
| Club Equity | 76,479 | 54,744 | 21,735 | |
| Total Equity | 76,479 | 54,744 | 21,735 | |