



Karingal Drive Tennis Club Greensborough Inc.

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Welcome to the 2017 AGM for the Club. I'd now like to present the President's Report.

Membership for 2016/17 was over 330 partly due to the "Buy 1 get 1 free" campaign we introduced and which is continuing for the full 2017/18 club year.

Usage of our wonderful facilities has grown, due to the online Book a Court system making our facilities more readily available to the general public, which in turn has increase our court hire revenue significantly without any disruption to members court access.

With regards to tennis we have had success with teams and individuals across male and female junior, senior and veteran teams and events. We competed successfully in a range of competitions including DVTA, NEJTA, NENTG and Metro Masters, and play 150 competition hours each week during the seasons.

As Geoff has detailed in the financial report our financial position continues to be strong.

We have increased fees for the first time in several years and we expect this increase will give about an extra \$2,000 each year. We reviewed fees of other local clubs and we are still lower than most.

However we expect to need almost \$100,000 to replace the 4 sand filled artificial grass (SFAG) bottom courts in the short term. We explored the option of patching the baselines only but this would mean uneven bounces, aesthetically not pleasing and not in standing with how we want the Club to operate. We also need to continue ongoing maintenance on the 2 top en-tout-cas courts, which like many courts in the area, were damaged in storms earlier in the year and required repair.

We constantly review our expenses and have recently organised a 39% discount off base price with Origin Energy.

We have been a pilot club for the "Opening up Tennis" program via installation of the Book A Court system and this continues to bring in new usage and revenue from people who are not members of the Club. In addition it has brought us some new members. I appreciate that there have been some teething problems as people become accustomed to the new system and the bugs are ironed out. Geoff Kline has, and continues to do a great job on this and other projects. Geoff's efforts were recognised by Tennis Victoria during the year when he received a Highly Commended Service Award from Tennis Victoria. Another major initiative has been the new proximity/swipe card access system which operating in conjunction with the gate keypad. This system enables us to better control non renewing members from continuing to gain access. It also enables us to grant various access levels to areas within the club and similarly monitor same. Tennis Victoria has recognised us as a forerunner with this technology and has directed other clubs who have shown interest in such a system to liaise with us.

The last year has seen many changes and improvements for the Club.

Recently, with Bob May's guidance, we have introduced a free Wi-Fi service at the Club and this has been popular, particularly with the juniors. We are also setting up a cloud account. In July we had over a thousand people see our site on Google Search and Maps, 28 ask for directions and a few left good reviews and found our phone number and called. We also purchased and installed a new phone system, and Ray Dobson has organised a Facebook page for the Club which we encourage people to use.

The recent registration of our Club as a not for profit organisation with the Australian Sports Foundation so that we could accept tax deductible donations has been successful and we have been pleasantly surprised at the amount we have received from members and non-members.

We have renewed Cameron Simon's contract as coach for a further for 3 years. Cameron does a great job with the juniors and is now more involved in a volunteer capacity helping run the juniors with Raelene Craven and ably assisted by the volunteer parents who act as team managers, court supervisors and a variety of other activities.

The relatively new outdoor area is being well used with heaters, fans, lights and blinds being used as the climate requires.

The inside blinds are also very handy so that meetings and activities can continue without disrupting the tennis.

This year we ran a very successful Open Day. Greg Horner, Ross Peck and Ray Dobson organised it very well and Tennis Victoria strongly participated with banners, nets, jumping castle, and speed radar to test serves, ball machines and lots of free handouts.

Work on the embankment between the upper and lower courts is well advanced and will continue when weather conditions are better for the removal of the blackberries. We appreciate the assistance of member Mal Cock has also helped Ross Peck with this project.

As part of the new Working with Children legislation for sporting clubs Peter Wilson has organised updated police checks for the Committee and other relevant people and reviewed and applied new operating procedures.

We have strengthened our no smoking policy and improved our signs to implement this.

The Committee members have attended a variety of training and information sessions with Tennis Victoria and Tennis Australia, Banyule Council and other organisations. These include

- * Sporting Clubs Governance Workshop through Justice Connect
- * Successful participation in a club health check and benchmarking process with Tennis Australia and renewing our Group Personal Accident Insurance Program with them
- * Input into the "Tennis Victoria Strategy to 2020" and attendance at workshops and volunteer breakfasts. We are also working with TV and TA looking at funding opportunities
- * Banyule Council 2017 Budget breakfast and forum on recreation strategy.

All of the above activities also enhance our likelihood of additional grants and funding.

Looking forward we would like to improve the visibility of the Club. At the moment all we have is a small blue tennis sign on the street and many people only know us as the club behind the baseball oval.

We would also like to explore further the advantages or disadvantages of a name change. Karingal is often associated with the Frankston area and we are trying to increase the use of the courts and membership. Court usage is still only slightly higher than 20% of the time available. Whilst Membership numbers are holding this has only been due to the introduction of the Connection Participant (no fee, no court access membership category) and the Buy 1 get 1 free promotion. Unfortunately very few of the new get 1 free members have renewed the following year and in real numbers fee paying memberships are in decline. This has to be a key focus/priority of the new committee.

We have been involved and provided input to Banyule Council in relation to their tennis strategy for the next 10 years of years. We also have carried out some specific maintenance and repairs based on a Council inspection as part of our arrangements with them.

I'd like to thank our sponsors Bendigo Bank, the ETU, Reilly Designer Homes and Rebel Sports. They provide great assistance to the club and I encourage members to use their services and also mention our Club in your dealings with them. We have advertising signs around the court fences for them and also on our website. If anyone is aware of other possible sponsorship opportunities please let a member of the Committee know.

As retiring President I would especially like to thank the committee. We are all volunteers and I appreciate the work you do to keep the club running efficiently. It is not a glamorous job, it's impossible to keep everyone happy with grading, rostering and other issues, but you should be very proud of the role you play.

So, in closing, I'd like to wish everybody the all best for the coming year. Give it your best shot and hopefully most of these shots will be in.

Regards Kevin Kelly