

GEELONG LAWN TENNIS CLUB ANNUAL REPORT 2023



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GEELONG LAWN TENNIS CLUB INC

ABN: 62 847 443 461

NOTICE OF MEETING

20th December 2023

Notice is hereby given that the Annual General Meeting of the Geelong Lawn Tennis Club Inc will be held at the Clubhouse on Wednesday, 20th December 2023 at 7:00pm.

SPECIAL BUSINESS

1. To amend the eligibility to serve on the General Committee to exclude a Member who is the Manager, works for the Manager or has a financial interest in a contract with the Manager and works at the Club. The Rules currently exclude an employee of the Club from serving as a Member of the General Committee for the obvious financial conflict of interest that situation would pose. This proposed Rule change is to update the Rules to reflect the Club's current operating model.

Proposed wording

1) Rule 24i **Eligibility for Election.** Add sub-clause v, 'Must not be the appointed Manager of the Club, be in the employment of the Manager of the Club or be in a contractual relationship with the Manager and be working at the Club'.

2) Rule 25 **Office Declared Vacant.** Add sub-clause f, 'becomes the Manager of the Club, an employee of the Manager of the Club or enters into a contractual relationship with the Manager to work at the Club'.

Explanatory note

Rule 24i outlines the current eligibility criteria for the election of Members to the General Committee. Presently, the eligibility criteria only extend to certain limited categories of membership to enable any Members (who satisfy that limited existing criteria) to be elected to the General Committee. The Rules do not provide any other exclusionary criteria based on, for example, material conflicts of interests that are incapable of being managed or cured and would inhibit that person's ability to properly serve on the General Committee if they were to be elected. Examples of a material conflict of interest would include anyone working for or in contractual relationship with the Manager or where the Member has a commercial interest with the Club that could be an impediment to them acting in good faith, maintaining confidentiality, remaining impartial and acting in the best interests of the Club (rather than in their own personal interests) at all times. Clause 26 of the Rules deals with conflicts of interest once a person is elected to the General Committee and outlines the procedure for declaring a conflict and recusing Members of the General Committee when a conflict arises in respect to a particular issue. In contrast, the practical effect of Members with a material conflict of interest who are elected to the General Committee will be that

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they will need to declare their conflicts and recuse themselves from the majority of the Committee's business, particularly in light of the current strategic planning being undertaken by the Committee. To ensure the proper probity, governance, independence and effectiveness of the General Committee and to maintain confidence in all of its decision-making, we ask that Members support this special resolution.

Proposed by J McGregor, seconded by P Fowler.

2. Increase the number of Members of the General Committee from seven (7) to eight (8) to reflect the extra workload of Committee Members.

Proposed wording

Rule 23a ii read "4 members."

Explanatory note

Despite increasing the General Committee's numbers from 6 to 7 by way of special resolution at last years' AGM, the General Committee has encountered high workload in 2023 and continues to wish to avoid an unfair distribution of Committee work. With the assistance of this change, the Committee will be able to better discharge its duties and serve the Members if the General Committee was increased from 7 to 8 Members. Rule 35a says the Rules need to be altered in accordance with the Act. The Act deals with the process with the Registrar to update the Rules (section 50) and the Club's Rules cater for an amendment being done by way of a Special Meeting or in effect special resolution which can be done as special business at the AGM (Rules 9e and 13a). A special resolution requires a 75% majority of members present to be passed.

Proposed by J McGregor, seconded by P Fowler.

3. To require long-term significant or material agreements entered into by the Club to be approved by 75% of Members at a Special Meeting.

Explanatory note

The Club will only enter into long term or financially significant contracts or other agreements including agreements appointing Club managers or operators with a special resolution requiring a 75% majority of those present at any Special or Annual General Meeting of the Club. An agreement under this clause would include any agreement or contract, with options, that have a life span of more than one year. An agreement under this clause would include any agreement or contract involving payment, or effective payment or redirection of Club subscriptions of more than 33% of the total annual subscriptions in any one year. Such approval to be of the final contract or agreement before it is signed and legally binding, as distinct to any approval by the members to enter into discussions for a future agreement or contract.

Proposed by Lindsay Jarman, seconded by Justin Hartnett.

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GENERAL BUSINESS

1. To confirm the Minutes of the preceding Annual General Meeting.
2. To receive from the General Committee the report of the Committee, the Statement of Financial Position as at 30 September 2023, and the Statement of Income and Expenditure for the year then ended, together with the report of the auditors.
3. To appoint an Auditor in accordance with Rule 30.
4. To elect Members of the General Committee. Nominations received for election to the General Committee include:
 1. Tim Batty
 2. Peter Bloink
 3. Toby Lawrence
 4. Greg Rees (retiring but seeking re-election)
 5. Brett Robinson
 6. Robert Spurling (retiring but seeking re-election)
 7. Sarah VanNewkirk
 8. Kaye Witham (retiring but seeking re-election)

Mr Paul Fowler

GLTC Secretary

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OFFICE BEARERS

President

Mr Robert Spurling

Vice President

Mr Andrew Alexander

Secretary

Mr Paul Fowler

Treasurer

Mr Jason McGregor

Committee Members

Ms Kaye Witham

Mr Greg Rees

Mr Mark Carey

Manager

Mr John McConaghy

COMMITTEES AND VOLUNTEERS

Senior Tennis

Mr Brett Robinson

Junior Tennis

Ms Jill Pavia

Mr Alan Doherty

Mid-week Ladies Tennis

Ms Jacqui McGrath

Squash

Ms Kaye Witham

Grounds

Mr Barry Poynton

Mr Rod Leigh

Mr Greg Leslie

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PRESIDENTS REPORT

Mr Robert Spurling

My report this year will be a short one as my focus has been mainly on the development of our strategic business plan (SBP), whilst other members of the committee have carried the rest of the workload.

Our club is in good shape financially which is reflected in our balance sheet which you will notice shows significant uplift in the value of our property, which most members would be aware is 100% owned by GLTC and totally debt free.

In addition, the Treasurer will comment on the comfortable cash balance we still hold after paying our share of the very significant LED lighting upgrade earlier this year. The bulk of the finance for this project was provided by means of a large grant from COGG, in fact the largest grant the club has ever received due primarily to the hard work and persistence of former GLTC Secretary Bill Hunter.

My focus on the plan with fellow committee member Greg Rees has resulted in a recent successful member update session on the details surrounding the plan. Members will form their own opinions in due course so it is important to fully understand the machinations involved and why the club would embark on such an exciting project. The support level at the recent members update meeting was extremely encouraging as we move to the next planning phase of the development.

In closing, I thank all volunteers and congratulate my fellow committee friends whose support through the year has been outstanding, united and loyal in sometimes very difficult circumstances.

The road ahead for GLTC looks very exciting provided we gain the necessary support to implement the vision of the outstanding strategic business plan which is designed to future proof GLTC for many decades ahead.

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SECRETARY'S REPORT

Mr Paul Fowler

It is important to acknowledge upfront that it has been a challenging year due not only to the Club's limited financial resources but also the difficult relationship that has existed between the Committee and the Management of the Club, a situation we are keen to remedy.

To that end, I would like to thank the Manager, John McConaghy, and his staff, for keeping the Club ticking over this year.

The Committee (who has met frequently throughout the calendar year) has been working hard to realise a couple of key goals – firstly, to successfully deliver the LED lights upgrade and secondly, to progress the strategic plan with a view to upgrading the Club's facilities and services.

Both of these key objectives have been achieved.

The upgrade of the LED lights was formally celebrated at the Club on 22 November 2023 with Trent Sullivan (Mayor of Geelong) and Paul Senior (Regional Tennis Manager, Tennis Victoria) in attendance.

As most of you will know, the LED lights were delivered courtesy of a \$64,000 contribution from the Club coupled with a community grant from the City of Greater Geelong to the value of approximately \$128,000.

Those who enjoy night tennis (both juniors and seniors) now enjoy the wonderful new LED lighting. It also hoped they will increase night-time participation for both playing and coaching purposes. It has also enhanced the safety of the night-time players who are now able to see the ball with greater clarity (but with no guarantee that it will improve their overall game).

The Committee would like to extend its sincere thanks and gratitude to former Club Secretary Bill Hunter for his hard work and many months of input to realise the upgrade, and Jason McGregor who took over the project on behalf of the Committee following Bill's resignation.

The Committee has also been working hard behind the scenes on the strategic plan which was presented in more detail to Members on 22 November 2023. Club President Bob Spurling and Committee Member Greg Rees, who have been integral in driving the strategic plan, revealed the Club's chosen business partners to deliver the project, local developers James Morphy and Marcus Birrell.

In presenting the strategic update to Members, three very powerful desired goals and outcomes were outlined (there were many more, but I will focus on 3 key ones):

- A sustainable Club to support current and future generations of Members;
- Build state of the art new facilities, for all to use and enjoy; and

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- Provide tennis, squash, other sporting and physical activity products and services.

I hope and believe there is general agreement across the membership that the Club must broaden its offering and modernise its facilities in the near future given the City of Greater Geelong's growing population and the nation-wide decline in tennis participation rates (in an increasingly competitive space for sports participation) if tennis is to survive (let alone thrive) in the longer-term.

To those Members of the Club who have continued in their role as volunteers, we thank-you and encourage others to do the same because without them, the Club would be much the poorer.

In particular, I would like to thank and recognise the huge and generous contribution of time, effort and skills from Members in the tennis and social realms. I won't name them all as there are many and at risk of leaving someone out, but they are very much appreciated.

I would also like to sincerely thank Desma Mann and Kaye Witham - without whom we would not enjoy the squash pennants to the high organisational and competitive standards that we do.

Lastly, I would like to thank my fellow Committee Members (Bob Spurling, Andrew Alexander, Jason McGregor, Greg Rees, Mark Carey and Kaye Witham) for all their hard work and dedication over the course of the year. As my predecessor Bill Hunter noted last year and I will reiterate here, your Committee does a lot of work and puts in many hours behind the scenes with the best interests, viability and future of the Club in mind at all times.



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MEMBERSHIP REPORT

As at 22/11/2023

	2023	2022
Gold	88	108
Tennis – adult	129	122
Tennis – junior	163	120
Gym	65	58
Squash	104	98
Family	16	20
Life	9	9
Social	0	4
Sponsors	24	38
Total	598	577

Note that Junior membership for – Squash, Gym, and Gold, have been included in the relevant general category ie squash, gym or gold. There was a total of 7.

COMMITTEE MEETINGS

There were 12 Committee Meetings held this calendar year from 9 January 2023 to 18 October 2023. Last year, there were 5 meetings held by the previous committee between 1 October 2021 and 30 September 2022.

Attendance for 2023 is noted below.

Robert Spurling (President)	11	Second Year of Term
Paul Fowler (Secretary)	11	First year of Term
Andrew Alexander (Vice President)	12	First year of Term
Jason McGregor (Treasurer)	11	First year of Term
Kaye Witham (Member – Squash)	11	Second year of Term
Mark Carey (Member – Member Liaison)	10	First year of Term
Greg Rees (Member)	11	Second Year of Term

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MANAGERS REPORT

Mr John McConaghy

The summer grass court season has effectively opened early after finally experiencing a more normal spring season, although the cloudy weather has seen the bright sunshine of September taper off considerably of late. Our grass courts never opened until December in previous years, and play commenced in October in 2023. Given we chose not to host the Victorian Grasscourts tournament the courts were not severely worn out and no turf replacement was necessary, which enabled their full recovery. Many thanks to Rod Leigh and Mark Jennings who have been simply phenomenal in assisting with the management of the courts.

It's been a super busy year with a number of notable achievements and records broken. The future of the club ultimately rests with the kids and we had a record number of winter teams this year, 22 in total, previously it was never more than 14. Similarly, we have 24 teams this summer, which is also a record number. Furthermore, for the winter season which has just finished, we had 13 of our teams in grand finals, 8 winning them. Summer was similarly successful to the point where we won the Tennis Geelong "Club of the Year" for the first time since 2013. Subsequently we have a large trophy on display at the clubhouse.

Our club has never been busier. The car park is always very busy, the First Aid courses are mostly booked out, Australia wide First Aid conducting them. Grand Slam Physio is very busy, as many of the club members now avail themselves to the high-quality service and convenience of their presence at the club. Coaching is travelling very nicely, (only limited by the challenge of finding more coaches.)

The complete renovation of the gym was completed in January and has now provided members with a 1st class personal training service and facilities. A far cry from what previously existed and has proved to be enormously successful and popular.

We have had some interesting discussions with Padel tennis providers and hope be able to detail our plans in respect of Padel tennis courts in the new year. Our research clearly shows Padel to be vastly more appealing than Pickleball as it appeals to both young and old equally, where Pickleball is played predominantly by a much older age group.

We are working hard to sustain the upward trajectory we have established. I believe we have a spectacular opportunity to elevate this club to a level never before seen. New initiatives like Padel tennis, competitions like the re-launched social tennis competition on a Thursday night and the very real possibility of fielding a team in Tennis Victoria's Premier competition next season are already well and truly in the pipeline.

Mention must be made of the awesome LED lights! Many thanks to Matt O'Donnell from MOD Electrical, who has overseen the whole project with great diligence and professionalism. The new LED's light the courts at an average Lux level of 450, which is well in advance of Tennis Australia's minimum requirement of 350 Lux.

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Life would be considerably more difficult without the incredible efforts of the whole team, headed by Flo, Christine, Charlie and all of the coaches. I have already mentioned Rod and Mark, and I am happy to mention them again and again, but special mention must also be made of Jill Pavia who must surely be close to the greatest junior coordinator ever. Kim and Kylie working on both the gym/fitness side of the business as well as doing some great administrative work, have provided incredible support. Greg Leslie and Brett Robinson are always available to assist, loyal beyond belief and the first ones I would take into the trenches, but I would have to take Beris Marshall as well!

My final thank you goes to Tim Batty, great work mate, this club is so much the richer for having you and your business headquartered here. Best of the best.

To my family, it's just awesome. Kim is the best wife, best mother, best friend, best business partner I could ever wish for. My kids, who all help out now, Kirrily, Corinne and Stefan you guys make every day special. If I knew how good they would be, how proud I would be, we would have had 10+ kids!

I sincerely hope I have not missed anybody, and if I have, I am very sorry because I could very easily go on. So many people make wonderful contributions!

The team are really excited about the great potential 2024 already promises.

SENIOR TENNIS REPORT

Mr Brett Robinson

No report received.

MIDWEEK LADIES' TENNIS REPORT

From Ms Jacqui McGrath

The Midweek Pennant Summer Season 2023 consisted of 58 teams from across the Surf coast and Geelong. GLTC had a team represented in section 1 and a team in section 2 out of a possible 8 sections.

The recently introduced Emergency Pool players list contributed significantly in the reduction of forfeited matches, 2 rounds were washed out by rain.

Congratulations to GLTC section 1 Premiers: Bridget Laird (C), Georgina Parker, Jill Pavia, Karen Best and Ida Durran.

In the recently finished Winter Season 2023, GLTC had 2 teams in section 1 out of a total of 53 teams in 8 sections.

The Tennis Geelong Midweek Committee changed a By-Law permitting a team to show up with 6 players, each playing 2 sets. This assisted in players participating who were keen to come back after recovering from an injury or for players with other commitments in the day

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Congratulations once again to GLTC section 1 Premiers: Georgina (C), Jill, Karen, Ida, Linda Nixon and Barb Scanlon.

Special thanks to John, Flo and Christine for their support and assistance, to Jill for her Match Centre skills, and to TG Midweek Committee – Beris Marshall and members.

COACHING AND JUNIOR TENNIS REPORT

Mr Flo Lachaut

Junior Tennis

Tennis Geelong Junior Winter 2023.

About 120 juniors participated. There were 20 teams in total – 16 boys' teams and 4 girls' teams. This is a record number of GLTC junior teams in winter competition (record which was already broken last year)! It was also a very successful season with 13 teams making the grand finals and 8 premierships (including 3 sections with premiers and runners-up). This is very exciting considering GLTC was already named Club of the Year for Summer 2022-2023.

Finally, Since Tennis Geelong cancelled the orange ball Winter 2023 season because of the low number of entries, we ran our own in-house competition throughout the season with about 10 players (even attracting players from other clubs) which was very exciting and lots of fun for these entry level competitors.

Tennis Geelong Junior Summer 2023/2024

We have about 150 junior players involved, with 24 teams entered this summer - 16 boys' teams, 5 girls' teams and 2 orange ball teams. This is an all-time record participation and probably the most we can realistically offer based on the number of courts available weekly. We have 1 boys team in each of the top 3 sections (the new Premier League A and B as well as section 1) and 1 team in section 1 girls, so we are very well represented in the top sections.

Trends/Notes re. Junior Tennis competition

We have a consistent representation at all levels from entry orange ball to yellow ball. This is due to a very healthy coaching program and the proper transition of players from our Hot shots coaching programs to junior club competitions.

Coaching

2023 follows in the same dynamics as 2022 with a successful year for our coaching programs growing to 500 players weekly which was one of our objectives for 2023 (we had reached the record of 460 at this time of the year in 2022).

Our numbers are strong due to the good work of our coaching team in retaining and engaging students.

Our Hot Shots programs (4-12) are very healthy with most classes being fully booked throughout the week. This is an extremely promising sign for the short and medium term; especially if you consider

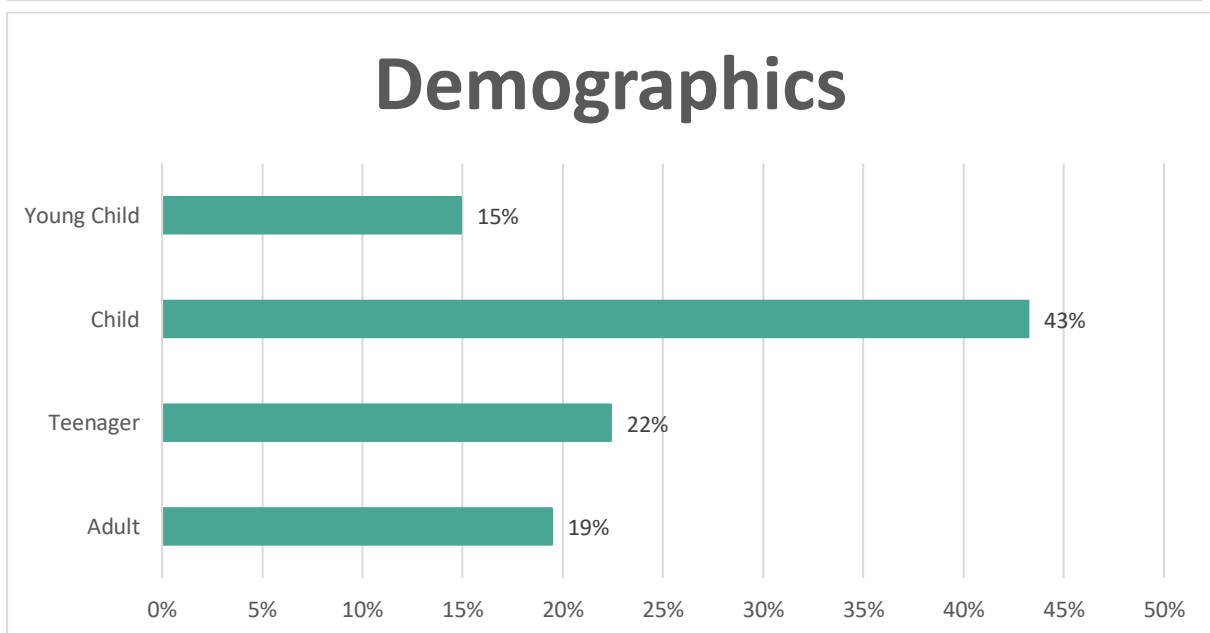
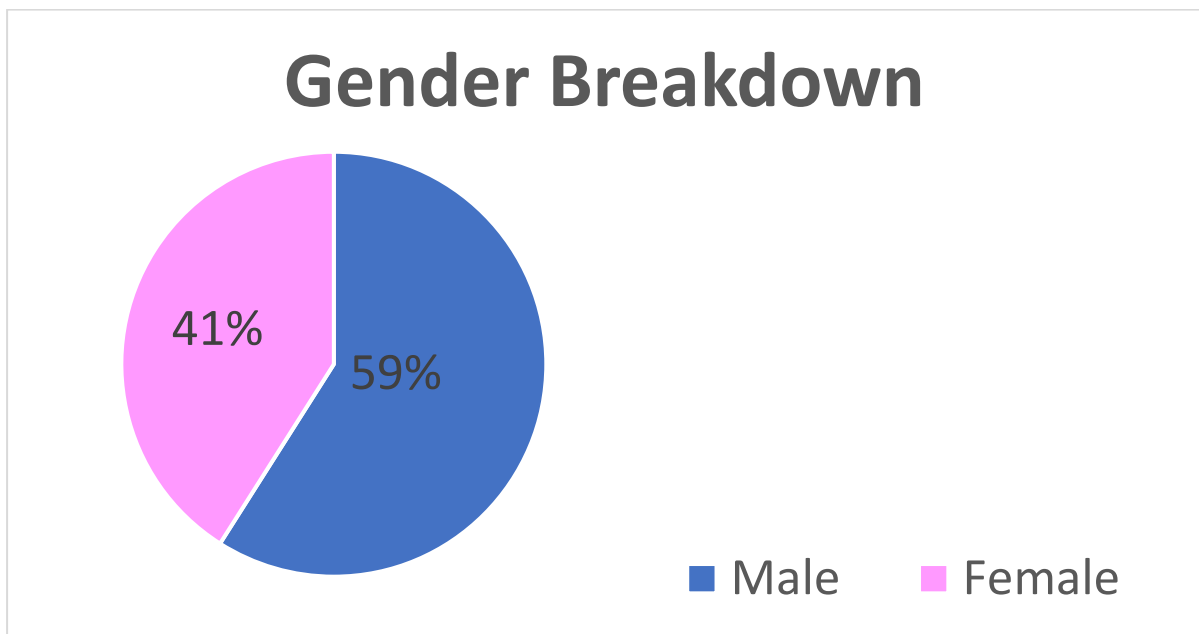
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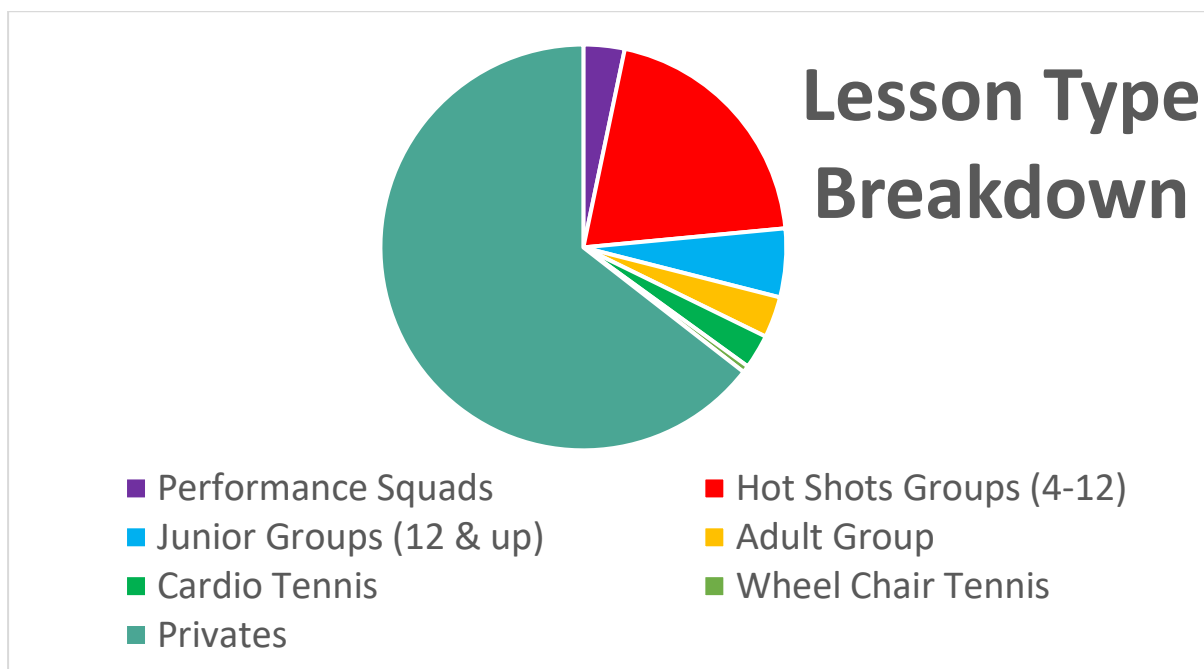
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the declining participation in community sports in Australia. Fantastic work from our coaching team composed of Flo, Matt, Ned, Megan, Charlotte, Stephen, Rhys, Mehar, Kirrily, Jake, Taj, Minami, Jorge, Stefan and Shia.

Flo & Christine work hard off the court to develop and dynamize our coaching programs. Improved management of our programs' schedule to maximise court usage at peak times as well as targeted marketing to attract new players has allowed us to consistently grow. The expansion of new programs this Spring and Summer will allow us to attract additional players.

Below are statistics of our coaching programs. We have a good gender balance and are proud to be inclusive in our programs; offering programs from 4 years old to adults of all ages and abilities. We are particularly proud of our collaboration with Geelong Adaptive to run sessions for players with disabilities. We even recently welcomed Guided Dog Victoria to run a session for players with low vision or blind.





Coaches Development

While finding good career coaches continues to be an issue, we dedicated a lot of time this year with our older keen players to train them as junior coaches and fill any shortfalls; a few of our junior coaches are doing their Tennis Australia Coach Development Course in December (level 1).

Some very good prospects are currently in discussions to further strengthen our coaching team in 2024 with some elite coaches.

School

Thanks to Flo and Alan Doherty's work, we have some great tractions with schools with term 4 being the busiest we've ever been. Belmont High School is currently doing 5 clinics a week at our club. Other schools with weekly bookings include Geelong Grammar, Geelong College, Iona College, St Joseph College, and Northern Bay.

Performance

We have been running 3 performance squads weekly and have introduced orange ball and green ball squads which have already maxed out and are looking to

Tournaments

Our legendary Alan Doherty and Jill Pavia have been running Junior Development Series tournaments monthly. JDS are entry level tournaments designed for local junior players who want to get into tournaments but not serious enough to travel around the state. Victim of their success, JDS events have been booked to full capacity this year and booked out several months in advance with waiting lists for each edition.

Summer of Tennis 2024

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We anticipate a lot of traction in January 2024 with GLTC's Summer of Tennis. We have revamped our school holiday junior clinics which are very popular throughout the year and will be offering team training (for our Tennis Geelong junior teams on their mid-summer season break), squads and round robin tournaments throughout the month. Finally, we will run an Open Day on Saturday January 2024 (middle weekend of the Australian Open).

SQUASH REPORT

Ms Kaye Witham

The Geelong Lawn Tennis Club has three squash courts including one glass back court. The courts have become busy with 100 members and casual users playing squash, so bookings are essential to secure your court.

GLTC has a very strong in-house pennant competition that caters for every standard from the beginner to the A grade player.

This year we ran two successful pennants: the Autumn Pennant from 14th February until 24th July 2023 and the Spring Pennant from 15th August until 11th December 2023. Presentation night concluded each pennant with supper and drinks provided.

The pennants consisted of section 1 and Section 2 held on a Monday and Tuesday night. There were 6 teams of two in section 1 and 7 teams of 3 in section 2. A total of 33 players competed with a number of listed emergencies. At the completion of matches players stay and enjoy supper (provided by the home team) and a drink. There will be a break over the Christmas and New Year period with pennant recommencing in early February 2024. All new members and interested players are welcome.

An additional hit of squash is available during the week on a Thursday night from 6pm where two courts are booked for social squash. All GLTC squash players are invited to come along as well as anyone interested in trying out squash is also welcome. This is a fun night where players rotate around getting the opportunity to practice with players of a different standard.

Squash participation at GLTC is growing but we would be pleased to have more players come along, with the goal of increasing the number of squash members at the club. Interested players please contact GLTC and your details will be passed on to the relevant squash person.

TREASURERS REPORT

Jason McGregor

Financial Statements

For the financial year-ended September 2023 the club has reported a net surplus of \$79,987 (\$16,535 deficit in FY22).

The club has cash balances to \$64,606 (\$98,837 at September 2022) which reduced from the prior year due to the need to contribute towards the cost of the LED tennis court lights. The club has no bank debt.

The auditor intends to issue an unqualified audit report.

Other items to note in the financial statements.

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- Grant income includes an infrastructure grant from the City of Greater Geelong for \$130,545 and a grant from tennis Australia under their national court rebate scheme for \$20,000. The grants were used to fund the cost of installing the LED tennis court lights which cost approx. \$190,000 (see note 5).
- Sundry income of \$11,847 and social activity expenses of \$6,242 mainly relate to the 150th anniversary dinner held in November 2022.
- Consulting costs of \$8,300 related to installation of the LED's court lights, and costs associated with preparation of the strategic plan.
- Asset write-offs relate mostly to the write-off of the old halogen tennis court lights which were replaced by the LED lights.
- Depreciation reduced from 2022 mainly due to asset write-offs and assets reaching the end of their useful life.
- Insurance increased to \$5,650 from \$1,973 in 2022 due to the club taking out a key-man risk policy on the manager. The reason for this was to mitigate the risk arising from a concentration of tasks by the manager. There was a difference of opinion with the manager on whether this risk should be accepted or not which resulted in the cost being incurred by the club with the manager unwilling to contribute towards this cost.
- Legal fees related to advice received in relation to the non-binding heads of agreement with regards to the proposed club redevelopment. The club has not been involved in any legal disputes.
- Subscription fees relates to information gathering for the strategic planning work.
- An independent property valuation was obtained in March 2023 from Preston, Paterson Rowe, independent valuers. The land and buildings were revalued by \$7,957,518. Details are in note 2 c) and note 5.
- Plant and equipment additions of \$7,266 relates to replacement of the stolen tractor.

Comment on the accounting for membership and sponsorship receipts

Under the agreement with the manager, all membership and sponsorship receipts are paid to the manager in return for the management services which include all aspects of managing the club for members. The membership and sponsorship receipts have been netted against the management services fee. This accounting treatment has been signed off by the club's auditor.

Membership receipts paid up-front and in full are payable to the club and the club pays these to the manager progressively over the course of the year as the management services are provided.

Memberships paid monthly by direct debit are paid directly to the manager. The manager operates on a different financial year-end to the club and is not obliged to provide their financial records to the club's auditors. If the club attempted to account for membership and sponsorship receipts in its financial statements, the auditors would likely issue a qualified audit opinion.

For the financial year-ended 30 June 2023, the manager has advised the committee that membership and sponsorship receipts of \$249,305 were received.

Funding of the LED tennis court lights

The major capital expenditure incurred related to the installation of LED lights on the tennis courts referred to. The club received two grants as mentioned and self-funded the balance which came to approx. \$40,000. Paul Senior from Tennis Victoria informed us of grants under their National Court Rebate Scheme (NCR). As part of the application for an NCR grant, we were required to complete a Tennis Action Plan which is a strategy for tennis at the club. John was very helpful with assisting

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with this and will be ultimately responsible for its delivery. I look forward to receiving updates from John on this.

A special meeting was called during the year to obtain approval from members to borrow to fund the club's share of the installation costs. The club was unable to obtain favourable terms from our bank, so we funded from cash reserves.

I would like to express thanks to Bill Hunter for managing the project from application stage, right way through to liaising with CoGG and the contractor and filing progress reports to ensure we received the grant money. The LED lights have made a tremendous difference to the quality of lighting for night tennis.

I would like to thank the committee for their work during the year. A lot goes on behind the scenes that members may not see or realise. All of us have the best interests of the club at heart which is why we have volunteered for the committee. I look forward to working with whoever is elected to the next committee.

Jason McGregor

Treasurer

24th November 2023