

BELMONT PARK RACQUETS CLUB

PRESIDENT'S REPORT – 2010/11 YEAR

It is a privilege to present my President's report for the 2010/11 year for Belmont Park Racquets Club.

Season review

The last year will be remembered primarily for our 75th anniversary celebrations, which were held in mid-May 2011 and attracted fantastic attendances for all three events; the Friday night opening drinks night, the Saturday afternoon tennis and squash tournament, and the Saturday evening dinner.

But the season should also be remembered for a number of other wonderful events and achievements, including:

- Winning seven junior age group interclub titles
- The outstanding tennis championships held in April
- Our inaugural parent and child tournament held in February
- Our womens Chelsea Cup team making the final for the 1st time in the Club's history,
- A BPRC junior winning the National U18 girls title, and
- The continued improvement and national and local age-group success of some of our squash juniors

It is easy to forget some of these achievements, most of which don't happen overnight. They are the result of months, if not years, of hard work and determination from the participants, their parents/family/coaches, and members of the Club.

To everyone involved in the above, congratulations to the winners, compliments to the other participants, and a huge thank you to the organisers, family and supporters.

So what can we achieve in the coming season?

The obvious goals for the new season are to beat the previous year's achievements! More titles, better tournaments, a stronger club.

But we also need to focus on some areas of the club that have not had much attention recently, or that have lost traction for one reason or another and now need some real focus and energy.

Two main development areas that are going to need attention are our tennis courts, and the changing room renovations.

Our all-weather courts are showing real signs of wear and tear – they are going to need repairing / upgrading in the not-to-distant future. In addition, our hard courts are possibly in even worse condition, with numerous cracks and generally a deteriorating playing surface. The Club is going to have to consider changing at least 2 of these courts (courts 4 and 5) into all-weather courts. This would have the added benefit of giving members more all-weather courts to use, which is of course a real issue with Auckland weather!

For some time there have been plans to renovate and upgrade our changing room facilities. Indeed, we have architect plans and building permits for these renovations. We just have no money to do them - the estimated cost of undertaking these renovations is in excess of \$300,000. To put this cost into some context, our total clubrooms and courts only have a current written-down value of \$160,000.

If we are to tackle one of these major projects, let alone both, in the coming year or two, significant fundraising activities will have to be undertaken. It is increasingly apparent that expecting to finance the vast majority, let alone 100%, of these types of projects from grant monies is no longer realistic.

Club Finances

The Club's finances were stable at the end of June 2011. The Committee has worked hard to ensure that we have lived within our means during the last financial year.

However our income from grant applications, a major source of revenue over the last few years, is down significantly this year and is likely to be equally hard to secure in the future. There is more and more evidence that charities and bodies *giving* grants are looking at the applicants and challenging them to justify the grant on a real community basis. In addition, the gaming funding environment is already constrained, funding groups are combining so there are less organisations to apply to, and the need to support the Canterbury community is going to have a real impact on funding for all sporting bodies throughout NZ.

If the Club is to provide the levels of tennis and squash coaching assistance comparable with or even better than the season just finished, *and* maintain our facilities, we must generate more money from our own members. There are generally only a couple of ways to do this: increase our membership fees, or have more fundraising functions/activities.

As the table shows, while our total tennis and squash income has increased over the last 4 years, we still haven't generated enough of a surplus to meet our depreciation requirements. This is not a sustainable situation.

	+/- 08-11	2011	2010	2009	2008
		Actual	Actual	Actual	Actual
Total Members	30%	541	492	466	415
Av Sub per member	-8%	\$ 200	\$ 217	\$ 193	\$ 218
Income					
Tennis income		91,020	89,870	75,705	77,805
Squash income		16,946	17,008	14,378	12,475
Total Gross Racquets Income	20%	107,965	106,878	90,083	90,280
Bar		35,148	31,573	24,814	20,186
Grants/Fundraising		11,878	17,520	6,179	317
Sponsors			6,775		889
Miscellaneous income		2,704	3,832	7,474	4,080
Total Income	36%	157,696	166,578	128,550	115,752
Total Cost of Sales	-2%	93,191	93,061	69,422	57,972
Gross Profit	12%	64,504	73,517	59,128	57,780
		41%	44%	46%	50%
Total Overheads	14%	50,904	49,542	53,112	44,481
Interest Earned		1,425	2,059	3,576	4,236
Operating Profit	-14%	15,025	26,034	9,592	17,535
Depreciation		23,717	21,190	15,935	16,557
Net Profit(Loss)	-989%	(8,692)	4,844	(6,343)	978

Member fees have not increased for the last two seasons. It is time to increase our internal revenues and be less reliant on a decreasing pool of external monies.

The Future

Our Club has accomplished a lot in its first 75 years. However there is still so much more to do to ensure we retain and build our membership base and improve our facilities.

I've already talked about potential development plans. In addition to improving facilities, we have 2 outstanding coaches supporting our membership base. With such a large and well-performing junior club there are plans being developed for both tennis and squash to create junior development programmes. These programmes will hopefully lead to the Club being able to field home-grown talent in the highest levels of regional and national club competition in the years to come.

Equally important is the need for our Club to stay true to its values and ensure we continue to be known in the Belmont/Bayswater community as the family club. Our junior discos are an institution, the junior tennis programme on Saturday morning attracts huge numbers, our April club tennis championships were an unprecedented success, and our club functions are always well supported.

Lastly, none of the above can happen without a passionate and very hard working committee, together with some equally hard working helpers and other volunteers. We are fortunate to have such a Committee at the moment, but there is always room for more help, ideas and energy. The Committee cannot achieve all of the above without help from everyone in the club.

Graeme Norman

President