

Executive Summary

This report provides a financial overview of Tennis Sydney Inc. activities for the 12 months ending December 31, 2016.

2016 was a year when the Club made extra effort to give back to our membership whilst aiming to maintain a healthier financial position after having recorded a loss of \$2K in 2015. We created a new tournament, Club Singles tournament, to reflect the results of the Annual Members' survey. We've also reinstated the subsidised coaching program and increased the Club's financial contribution to the Club's social events, such as the Christmas party.

To summarise the Club's financial position ending December 31, 2016:

- For CY16, revenue recorded \$128K growing +\$11K, +9.6% on prior period driven largely by two tournaments - Club Singles +\$3.3K & Club Doubles Hard Court \$3.5K
- Total liabilities have increased by +\$9.8K due to pending donations +\$3.8K, unearned revenue \$3.5K and accrued expenses for Website revamp \$2.5K
- Cash position has improved by \$15K, yet with \$7.3K accrued expenses, mainly contributed by larger-than-expected profit from Club Singles with an additional division created.

Highlights

1) Membership: Total number of financial members in 2016 was 248 generating \$9.8K of membership income. Despite the increased number of members of 233 in 2015, membership income decreased by -\$1.8K on prior period as a relatively large portion of members joined in the 2nd half of the year, when discounted membership is applied.

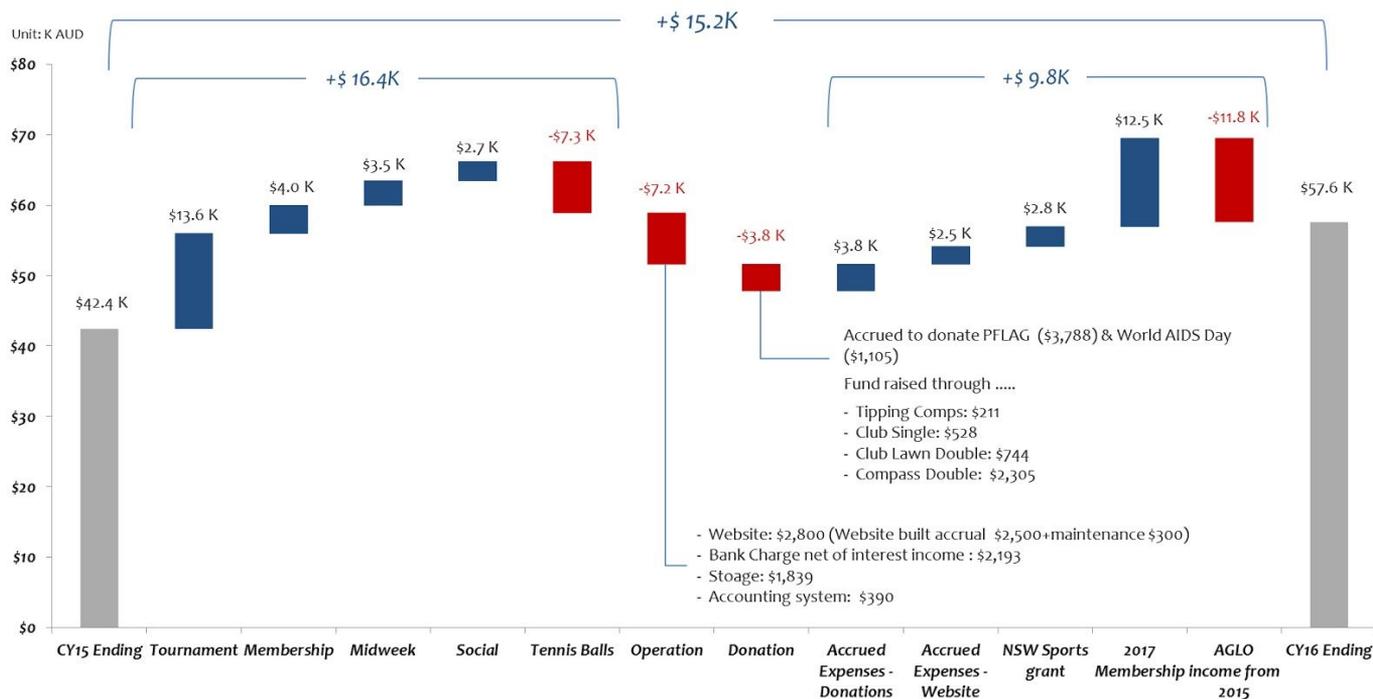
2) Tournaments: We had to increase entry fees in a few tournaments in 2016 to reflect newly added/increased expenses such as St.Johns Ambulance, in addition to taking a more conservative approach on assumptions for the number of tournament entrants. In the prior period, we were recording losses (or near loss) in a few tournaments due to lower than expected participation.

3) Sunday social: We held 42 Sunday Socials in 2016 generating income of \$38K, +\$2K on the prior period. We have experienced a higher number of participants, especially in the 2nd half of the year. Currently, we are running Sunday Social at breakeven point.

4) Thanks to a NSW Sports grant, which Rob Ward, our Competition Coordinator, helped secure, we were able to reinstate the subsidised coaching program. In 2016, we subsidised \$2.2K for 6 groups coaching cycle – a total 24 members benefited from the program throughout 36 hours of coaching. It has been a great member recruiting tool evidenced by increasing membership.

5) Fund raising for donation: A big thanks to our Club members, we've raised \$3.8K of charity fund in 2016 broken down by: Compass Doubles \$2,305 (Entry fee \$1,200 + raffles \$1,105), Club Doubles Lawn \$744 (Entry fee \$400, bake-off \$146, BBQ \$198), Club Singles \$528 and tipping comps \$211. We've chosen PFLAG as our donation recipient for the amount of \$3,483 in addition to World AIDS Day \$1,105.

CY2016 Cash Movement



Moving forward....

Financially, we hope 2017 is a year to diversify our revenue stream outside of membership, tournaments and competitions. As we've witnessed positive impacts of subsidised coaching and social events on member engagement, we will continue to look for ways to fund those programs in 2017. We also aim to prepare Tennis Sydney to be financially ready for ongoing / future projects in the pipeline.

Hyung Chul Kim

Treasurer

Tennis Sydney Inc.