

TENNIS EAST GIPPSLAND

2008/09 TREASURERS REPORT

Asset Position

Balance at Bank 24/5/09	\$1,972.05
Debtors (website advertising)	<u>312.00</u>
	<u>\$2,284.05</u>

Summary of year

The Region remains in a fairly solid position, but despite another active year, the global financial crisis seems to have hit us early. The incoming Regional will have to look at increasing revenue to stop the bleeding.

Recent Performance History

Year	2005/06	2006/07	2007/08	2008/09
Surplus (Deficit)	\$475	\$258	\$(429)	\$(1,541)

Advertising revenue declined by \$78 with the withdrawal of Tactical Tennis to Singapore, and we have been unable to replace that space, or attract further sponsors. This is an important source of revenue which has been slowly slipping and we have been unsuccessful in attracting new sponsors despite the low \$78 per annum cost. The website is our principal communication tool and we need to target 15 sponsors per annum if we want this source of revenue to defray the cost. We currently have 5.

Junior Regional Cups & Challenges net cost in 2008/09 was \$823 against \$202 in 2007/08. Travelling and accommodation costs were higher this year with events in more far flung corners of the State, and the Region provided a level of subsidy. In 2009/10 should be better for travel with Traralgon featuring twice, and Geelong and Mornington Peninsula being slightly closer to home. In 2007/08, we enjoyed a bonus when Jeff Hawke's Quality Inn Latrobe Convention Centre Traralgon, a major sponsor of the Gippsland Sports Academy, looked after us with low accommodation rates. We can't automatically presume this benefit will reoccur with the two Traralgon junior events this coming year though.

Junior Masters Tournaments Circuit in 2007/08 earned a surplus of \$925 from 4 Lead-ins and the Masters Finals, whereas in 2008/09 this was reduced to \$458.40 brought about by the Bairnsdale Lead-in washout. We will continue to encourage clubs to conduct their event to benefit from the 5/7th split, but, importantly we need clubs to be more active in recruiting numbers of players. In the past, the Circuit surplus has been the principal source of the Region's revenue.

Regional Allowance, or our split of the \$10,000 TV country membership Pool has reduced from \$828.14 in 2005/06, to \$620.00 in 2006/07, to \$537.56 in 2007/08. Based on the number of affiliated players in the Region, the decline is a combination of other Regions increasing their numbers, and ours seemingly declining (see Presidents Report) also.

John Glynn
24/5/09