

Dear AGM Attendees,

With the AGM out of the way for another year it's probably a great time to stop for a moment and reflect on the great achievements of the club over the past few years. It is not often we get the chance to do that with how busy we are running a now highly successful club.

The Dragon's have set a very high benchmark as we continue to lead the way which for a bunch of dedicated and passionate volunteers is an outstanding achievement. For a club on the verge of losing its affiliation with Tennis SA and Port Adelaide Enfield Council deciding we were to be closed we managed to turn it all around. We were given a lifeline and we really put it to good use and ultimately have been highly commended for it. Tennis SA even reported back a few years ago that they had seen turnarounds before but never with the efficiency and promptness that was witnessed at Greenacres Tennis Club.

I never realised the seriousness of our potential closure until well after the fact. When the lighting upgrade took place a few years back Andrew Walker, Project Leader for the job spoke with me and said it was amazing what the club was achieving. Andrew was going into semi-retirement at the time having been at PAEC for decades. It was that day I was informed how close we were to extinction when Andrew stated, "I was in the boardroom meeting a year ago where it was decided we would close Klemzig and Greenacres Tennis Clubs and any remaining players could play out of Blair Athol." To this day I can't believe Kilburn Tennis Club was a preference over Greenacres and now ironically it is Kilburn Tennis Club that has fallen.

The hard work put in, not only to save our club but to make it what it is today has not been easy, countless hours have been volunteered to the club with not a lot of time to be truly proud of the enormity of our achievement. I constantly get asked by other clubs, club officials, presidents and even the guru himself John Pick, how did we do it? For those who know of John Pick you would know this is a big accolade as he is highly regarded in the tennis community. So how did we do it? Sure, a small group dedicated a good portion of their lives to the rebuild but what makes The Dragons stand out from the rest?

For me it is a few things starting with never being afraid to be different, in fact it has been our badge of honour for the last few years. I did not want us to be like any other club and that goes beyond tennis, it was exciting that a few others shared that desire to be unique. It has been strongly encouraged to think so far outside the square then reel it in only if absolutely necessary. The Dragon culture has stemmed from that, daring to be different and providing a hugely diverse and inclusive environment for our members and the wider community. The feedback we receive from so many of our members has been truly amazing and they are not afraid to voice that via social media and word of mouth attracting further interest in the Dragons.

We have led the way and would be one of the most innovative clubs around and have set the trend for others to follow. Our branding has been second to none and the Dragons are now a highly recognised club through the various awards and accolades that even I'm astounded at our reach. Craig Scott a very notable community member and President of Goodwood Saints Football Club, in a meeting I had with him late last year said he knew me and the Dragons even though I had never met him before. He said it was a great achievement for us to be awarded the SA Community Award for Sports in the Community. We really have done well when our reach goes beyond the realms of the tennis community.

From our bold signage to our outstanding uniforms which have quite literally turned heads we should all be very proud. Our newest members ask us about purchasing uniforms as we don't need to heavily advertise them evidencing the strong culture that has been created. Four years ago, you would be hard pressed to find a simple logo on Match Centre then the Dragon appeared, not long after more and more logos appeared and now be hard to find a club without one on Match Centre. Our website and social media campaigns have been huge, our Facebook is now up to 238 page likes with 271 following. We never stick to a familiar format to avoid becoming mundane as we want to engage our audience, it's not uncommon for other sports clubs, local members of parliament, council members and even the mayor to like or comment on our posts.

As already mentioned, so much time has been invested by so few to make this happen so a big thank you to those people involved, you know who you are. The last 12 months has been truly amazing as the number of passionate and dedicated volunteers grew and your contributions have made such a difference. Again, thank you and well done!

Every positive effort made on and off court by committee, juniors, seniors, parents, coaches and members has contributed greatly to our success. I recall last summer when I met and played against Bruce Tonkin, President of Modbury Tennis Club. We traded notes and when I said, "I know we will never please all our members at any given time, but we aim for ninety percent to be happy." His reply to this was "Ninety percent! We would be happy with fifty."

As the club turns 60 this week it is now in good stead for the next 60 years and beyond. As stated in my opening paragraph, take a moment, albeit a short moment, to reflect on all the hard work put in and be proud of what we have achieved. We are the Dragons!

Something to be proud of.....

Awards and Recognition

TSA Most Outstanding Club Finalist – 2019

TSA Most Outstanding Club Winner – 2020

TSA Volunteer Achievement Award Finalist – Darren Lambden – 2018,2019,2020

TSA Volunteer Achievement Award Finalist – Kaylah Wilson – 2020

TSA Volunteer Achievement Award Winner – Kaylah Wilson – 2021

TSA Most Outstanding Competition Finalist – Fiery 3's - 2021

Malcolm Winneke Sportsmanship Award – Brendan Dennis - 2020

SA Community Awards – Sports in the Community Award – 2020

Torrrens Award for Excellence - 2020

Grant Applications

Greenacres has been successful in winning grant applications which can be another time-consuming process for those involved. The grants awarded have allowed us to purchase uniforms and subsidise members, it has gone toward much needed equipment like tennis post and nets, tennis balls, point of sale set up. Even with PAEC fully funding the redevelopment of Greenacres Reserve they have sought a grant from the Office of Sport and Recreation. Our supporting documentation and letters of support for this are quite in depth and involved.

On court presence

On court success had to start off court and we have achieved more than we could have imagined when we started the ball rolling 4 years ago.

First junior teams to play in over 15 years

First Men's Singles teams to play in over 15 years

First Ladies Singles team to play in over 20 years

Premierships

From 2018-19 season until now The Dragons have collected 11 senior premierships and 2 junior premierships (excluding orange ball). A total of 38 senior individuals have had a premiership to their name during this time and 7 individual juniors. Truly amazing!

Social Tennis

A successful and unique tennis format has taken off at Dragon HQ, Fiery 3's now has 42 members in the current season. It is themed, fun and a buzz to be a part of. A finalist in the most recent TSA Awards it is now also nominated in the Sports SA Awards. Truly innovative and constantly evolving we look forward to seeing where it goes from here, feedback is constantly great from our members. We will have two consecutive seasons making full use of spring, summer and autumn. Current season Breathe, Blood and Fire will conclude in December and be followed by Season of the Witch in January. The return of the internal club tournament like the junior/senior tournament was also something to really be proud of, just another success story for the club.



GREENACRES TENNIS CLUB



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Annual General Meeting Minutes

Meeting Date:	11 th October 2021
Meeting Opened:	7:02pm
Meeting Closed:	7:42pm
Location:	Greenacres Tennis Club, Manoora St, Greenacres, SA, 5086
Chairman:	Shaun Guttilla (Vice President)
Attendees:	Darren Lambden, Kaylah Wilson, Patrick Jaensch, Ken Francis, Craig Livori, Shirley O'Dowd, Leann Bonner, Ann Francis, Stuart Lomax, Jamie Morton, Sam Sandhu, Shaun Guttilla, Rachel Owens
Apologies:	Therese Meyers

Meeting Opened by Shaun Guttilla at 7:02pm

1. President Report

Please see attached report – Darren Lambden

2. Acceptance of the previous minutes

Motioned: Kaylah Wilson

Seconded: Rachel Owens

3. Financial Report

Please see attached report – Patrick Jaensch

- Bar Sales - 300% increase of sales in 3 years
- Fee Income – 350% increase in 3 years
- \$13,000 profit for 2020-21
- \$5,000 of the above in fees
- Bonus of no leasing fee due to covid

4. Committee Nominations

Committee Members and Executive Roles – Current 2020/21



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Executive Committee

President – Darren Lambden

Vice President – Shaun Guttilla

Junior Co-ordinator – Rachel Owens

Secretary – Kaylah Wilson

Treasurer – Patrick Jaensch

Member Protection Officer- Craig Livori

Committee Members

Ann Francis (Life Member)

Ken Francis (Life Member)

Shirley O’Dowd – Canteen Manager

Sam Sandhu – Club Captain

- Shaun Guttilla (Vice President) decided to not renominate for his current role
- Patrick Jaensch (Treasurer) decided to not renominate for his current role
- Craig Livori (Member Protection Officer) did not renominate for his current role

New Nominations 2020/21

Executive Committee

President: Darren Lambden

Secretary: Kaylah Wilson

Treasurer: Shaun Guttilla

Vice President: Sam Sandhu

Member Protection Officer – Rachel Owens

- All nominations were put forward and uncontested – unanimous decision by members that these people will go into the roles



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Committee Nominations

Junior Coordinator – Rachel Owens

Club Captain – Sam Sandhu

Tournament Organiser – Shaun Guttilla

Canteen Manager – Shirley O’Dowd

Ken Francis (Life Member)

Ann Francis (Life Member)

- All nominations were put forward and uncontested – unanimous decision by members that these people will go into the roles

New Committee Role Proposal

Leann Bonner - Cultural Diversity Role

- Leann discussed Aboriginal and Torres Strait Islander Reconciliation
- Leann wanted to put up Australian flag, Aboriginal Flag and Torres Strait Islander flags at the club to show
- Acknowledgement of Country should be done at the start of each meeting or event
- Acknowledging and celebrating the Aboriginal and Torres Strait Islander people
- Rachel advised Leann and the committee that the role would need to include all cultures and not just the Indigenous community
- Darren advised that Leann needs to expand and develop the role to help include everyone
- Role created and to be developed going forward
- Leanne to provide the committee with templates on inclusivity

5. Life Membership

Current known Life Members

Maureen Dunn

Ken Francis

Ann Francis

Caroline Stertzle

Darren Lambden

New Nomination – Stuart Lomax



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Darren Lambden (President) has put forward a nomination in writing to the committee for Stuart Lomax to be awarded Life Membership.

- Attached is his nomination letter to the committee.

After reading his nomination, each member present agreed that Stuart should be awarded Life Membership for his outstanding service and contribution to GTC.

Ann Francis proposed that Leann Bonner should be awarded Life Membership as she has been at the club for 20 plus years and has had a lot of experience. Unfortunately, at this time as per the Greenacres Tennis Club Constitution she was advised that all nominations need to go to the committee in writing at least 30 days prior to the AGM. Ann was advised that she is more than welcome to submit a nomination to the committee at any point in the next 12 months to go to the committee to vote on.

6. On Court Feedback

Senior Report – Club Captain – Sam Sandhu

- 9 senior teams and the highest gradings the club has received going into Summer 2021/22
- 1st Women's Singles team for Greenacres Tennis Club in 20+ years – This is a huge accomplishment for the club
- Singles team gradings – Men's Division 2, Men's Division 3, Men's Division 5, Men's Division 8 and Women's Division 3 (originally graded to Division 4 but requested a regrade to Division 3 and this was granted)
- Doubles team gradings – Men's Division 1, Men's Division 3, Women's Division 1 and Women's Division 3
- Very proud of how everyone is embracing the gradings
- Communication is going well between Club Captain and Team Captains

Junior Report – Junior Coordinator – Rachel Owens

- 32 junior members for the 2020/21 Summer Season
- 39 junior members for 2021 Winter Season
- 49 junior members for the 2021/22 Summer Season



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- We are at the point now where we need to use overflow courts due to the number of teams. It is a lot more work for all involved and we will have to get members (Seniors) with WWC clearance to be court supervisors to help get the teams going

Tuesday Social Tennis – Kaylah Wilson

- 14 teams in total for Summer Part 1
- 4 Premier Teams
- 6 Division 1 Teams
- 4 Division 2 Teams
- 60/40 ratio - 60% male and 40% female participation
- Fiery 3's was a finalist in the Tennis SA Awards for Best Competition
- The social competition is thriving and there is a good chance that down the track it could turn into an interclub competition

7. Infrastructure Report – Darren Lambden

Emails have gone out to all members in regard to the new development of the Club precinct. Many discussions between Darren and PAEC.

- Current Financial year 2021/22 is for planning and the next financial year 2022/23 will be the demolition and new build.
- Summer relocation – Laurie Knight Reserve – council dragging their feet with lease agreement
- Winter relocation – Blair Athol
- We are unable to get more courts due to the council needing to keep green space, cricket and soccer room, playground areas and keep everything connected.
- 4 clubs involved in the planning and requirements to be met
- 2 x soccer, 1 x cricket and of course, the tennis which is the only club at the reserve all year round
- Building is looking to be roughly 750 – 800 sqm
- 4 brand new courts
- New lighting



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8. Events

- **Christmas Party / End of Year Celebration**

Sunday 12th December

Adults \$20 / Kids >13 \$15 / Kids <13 \$10 / Family (2A 2C) \$50

Jumpy Castle, Yard Games, Lucky Dips, Santa visit & a gift for each paying child under 13
Committee and members asked to volunteer and get all hands on deck to make another successful event

- **60th Anniversary**

21st October 1961

Looking to hold an event in January to celebrate the success of the club

Past members, current members and community to be invited to attend to celebrate

- **Singles Club Championship – 2021**

To be held a week before Christmas on Saturday 18th December 2021. An email will go out to all members as well as a Facebook post. We would love to see a big turn out again this year.

- **Doubles Club Championship**

To be held a week before Round 11 of the Summer 2021/22 Season on Saturday 22nd January 2022.

- **Junior/Senior Competition - 2022**

Tentatively looking at the first Saturday after the end of the Summer 2021/22 Season

- **Singles Club Championship – 2022**

Tentatively looking at the Saturday before the start of the Winter 2022 Season



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9. New Items

- Greenacres Tennis Club Bank Account

The Greenacres Tennis Club bank account currently has two signatories – these are Ken Francis (previous President) and Stuart Lomax (previous Treasurer). Both Stuart and Ken are now Life Members and do not have any major involvement with the day to day running of the club. Both Ken Francis and Stuart Lomax are to be removed from the account as signatories and new Treasurer, Shaun Guttilla and Secretary, Kaylah Wilson are to go onto the account as the new signatories.

Motioned: Darren Lambden

Seconded: Sam Sandhu

Meeting Closed: 7:42pm

Minutes accepted as true and correct:

Name: Darren Lambden

Position: President

Date: 18-11-21

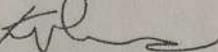
Signed: 

Seconded

Name: Kaylah Wilson

Position: Secretary

Date: 17/11/2021

Signed: 

Treasurers Report

Financial KPI's - 30 June 2021

1. Cash position Over \$10K Increase - Bank balance over \$32K @ 30 June
2. Profit \$13,750
 - a. Membership fees increased \$5K
 - b. No lease fees until June (paid in July) - Covid relief \$6K
 - c. \$1,800 in grants V \$10K

Priorities moving forward

1. Margins on canteen & bar takings should be a priority moving forward - 18% adjusted GP – Should be aiming for 40-50%
2. Memberships fees should remain stable – No need for Price increase due to economies of Scale

Non-Financial KPIs

In the 4 full years we have data - we have been able to work on the foundation set by Ken Francis, Stuart Lomax & those before them

- Bar sales have increased +340%
- Membership fees + 310%
- Bank balance +340%

This all demonstrates the significant growth the club has had, moving forward in my opinion for the club to continue to be successful and really solidify & consolidate the growth that's happened over the period the clubs needs to:

1. Develop some corporate governance that better aligns with the size the club has grown to over the past 3 years
2. Have a plan on what the club's vision - or what is it going to look like in 2025
3. Be innovative - in what is currently quite a traditional/aging industry/environment overall - the club has opportunity to position or differentiate itself from its peers - not only via different membership bases & competitions but also things like player retention - IE being that modern club by asking questions when players leave, and seeking feedback from our members on how we can be better!

Good to leave the role knowing the club is well equipped financially to continue to be a success moving forward.

Patrick Jaensch – GTC Treasurer

Profit and Loss

Greenacres Tennis Club

For the year ended 30 June 2021

	2021	2020
Trading Income		
Sales	10,915.84	4,005.11
Membership Fees		
Seniors	11,950.90	9,995.00
Juniors	6,545.00	4,155.00
Tuesday nights	2,695.00	2,040.00
Total Membership Fees	21,190.90	16,190.00
Total Trading Income	32,106.74	20,195.11
Cost of Sales		
Canteen/Bar Purchases	4,749.83	1,667.20
Purchases - Overgrips/Shock Absorbers etc	105.00	-
Uniform Purchases	4,202.00	2,596.00
Total Cost of Sales	9,056.83	4,263.20
Gross Profit	23,049.91	15,931.91
Other Income		
Interest Income	13.28	10.90
Grants	1,860.00	10,000.00
Sponsorship	-	15.40
Court hire	1,425.01	437.17
Event income	320.00	281.45
Total Other Income	3,618.29	10,744.92
Operating Expenses		
Affiliation Fees	3,829.56	2,139.00
Bank & POS Fees	613.52	458.06
Lease & Court Hire Fees	132.30	9,072.76
Funtions	1,000.00	1,096.19
General Expenses	1,721.59	312.57
Internet	-	367.20
Office Expenses	171.77	-
Repairs and Maintenance	687.97	327.14
Subscriptions & Licenses	1,144.29	214.49
Tennis Balls	2,814.56	1,160.00
Trophies	800.30	353.40
Total Operating Expenses	12,915.86	15,500.81
Net Profit	13,752.34	11,176.02

Balance Sheet

Greenacres Tennis Club As at 30 June 2021

	30 JUN 2021	30 JUN 2020
Assets		
Bank		
Power Saver	31,936.35	21,038.55
Society Cheque account	188.43	188.43
Total Bank	32,124.78	21,226.98
Current Assets		
Square Cash Clearing	575.04	-
Total Current Assets	575.04	-
Fixed Assets		
Bar Equipment	3,704.98	2,219.98
Signage	1,201.62	1,201.62
Tennis Equipment	7,333.50	6,539.00
Total Fixed Assets	12,240.10	9,960.60
Total Assets	44,939.92	31,187.58
Net Assets	44,939.92	31,187.58
Equity		
Current Year Earnings	13,752.34	11,176.02
Members Funds	31,187.58	20,011.56
Total Equity	44,939.92	31,187.58

Statement of Cash Flows

Greenacres Tennis Club

For the year ended 30 June 2021

	2021	2020
Operating Activities		
Receipts from customers	33,980.02	30,221.41
Payments to suppliers and employees	(21,979.00)	(19,764.01)
Cash receipts from other operating activities	1,751.32	718.62
Net Cash Flows from Operating Activities	13,752.34	11,176.02
Investing Activities		
Payment for property, plant and equipment	(2,279.50)	(1,936.60)
Other cash items from investing activities	(575.04)	-
Net Cash Flows from Investing Activities	(2,854.54)	(1,936.60)
Net Cash Flows	10,897.80	9,239.42
Cash and Cash Equivalents		
Cash and cash equivalents at beginning of period	21,226.98	11,987.56
Net change in cash for period	10,897.80	9,239.42
Cash and cash equivalents at end of period	32,124.78	21,226.98

Dear Committee Members,

I would like to put forward a nomination for Stuart Lomax to receive Life Membership. For those who don't know Stu, he joined GTC ten years ago when the club was in a dire position. With only two teams (ladies and men's doubles), the men's team was on the verge of collapse with only 3 players. Stu made the decision to join the team and subsequently asked me to join, I ended up accepting the offer and starting playing Saturday tennis for the first time in my life.

I knew Stu through Tuesday night Northern Lights social tennis and we had become good mates, Stu has a great passion for sport on and off the court. I have maintained for many years that if it wasn't for Stu joining GTC to help out Ken Francis and his team the club would not exist today. While a very slow process initially it was great working alongside Stu trying to attract players to the club, Stu inspired me to help bring players to the club. Stu would go through all the contacts in his phone and anyone who he remotely thought may be able to play tennis he hounded.

Two teams became three and despite this TSA and PAEC were threatening to close us down. It was Stu that got us a reprieve and we were given a small lifeline to get our club in order or it would be over. Stu signed on as Treasurer and asked me to sign on as Secretary and let me know what we were facing. I never found out how serious the matter was until a year or so later when the club was back on its feet. A member of PAEC who was overseeing our lighting upgrade stated he was in the boardroom meeting where it was decided that the Klemzig and Greenacres Tennis Clubs would be closed and remaining players would move to Blair Athol (Kilburn TC).

Seeing our club thriving as it is now would not have been possible if Stu didn't put his hand up to help a dying club. Stu has played over 200 matches for GTC, has featured in many finals campaigns including 5 Grand Finals and has 3 Premierships to his name. A great player indeed but his work off the court is what has surely earned him the right to receive Life Membership. He was instrumental in reintroducing a "club" mentality and the importance of uniforms and a sense of pride. I can speak personally and say it was Stu that gave me the drive to continue this on. Stu deserves to be recognised for his amazing contribution to the club.

It's an honour for me to reflect on what he has done for the Dragons and ironically it is the Kilburn TC that has now folded, not the mighty Dragons.

I hope that the committee agrees with me when I say lets reward Stuart Lomax with this great honour, he will always be a legend of GTC.

Kind regards,

Daz.