

GPHC Annual Report 2023



Notice of Annual General Meeting

The 9th Annual General Meeting of the Grace Park Hawthorn Club (GPHC) will be held on Sunday 10th December 2023 at 4:00pm in the Clubhouse at 2 Hilda Crescent Hawthorn.

The Annual General Meeting will receive and consider the 9th Annual Report, Accounts and Balance Sheet of Grace Park Hawthorn club for the year ended 31 July 2023.

Nominations were called for the following positions

- President
- Treasurer
- Vice President
- General Committee Member (three positions)

Under the rules of GPHC, the six Committee positions were declared vacant

The committee members currently holding the positions of President, Treasurer and Vice President agreed to retire and offered themselves for re-election.

Three General Committee positions have become vacant:

- Two existing members not standing for re-election
- Tim O Loughlin and Steven Cuff retiring from the Committee
- and Bec Xuereb being nominated as Vice President.

As there were there was only one nomination for each of the executive positions and the number of nominations for the committee did not exceed the vacancies there is no need for an election

The following are elected

President	Jane Nathan
Vice President	Rebecca Xuereb
Treasurer	Gaurav Gupta
Committee	Cherie Leatham, Geoff Sanders and Vaishali Parekh

Angus Henderson
Club Secretary

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*GPHC aims to be recognized as a premiership level club;
competitively and as a leader in membership engagement.*
(GPHC Strategy Plan 2021-26)

President's Report

It is my pleasure to submit the GPHC annual report with the audited financial statements for the financial year ending 31st July 2023.

2022/23 has been a year of challenge and change. Major capital works started and finished with a critical budgetary impost but a great outcome for the resurfacing of courts 6&7. \$159,000 was invested in the much needed rejuvenation of the courts and with compensation sought on behalf of the Club by Rebecca Xuereb, our now Vice President, for tree root damage from the railway embankment. Other projects included \$28,000 to increase cold storage for our member and other functions and the ongoing needs to gradually integrate our technology have all been successful in implementation and application. We have a yearly budget of \$20K for maintenance and it has been used diligently.

Similar to many Clubs the balance of the budget whilst servicing Club Member needs, ongoing Club maintenance as well as competition costs across our sports is key to the ongoing viability of GPHC as a business as well as a Member's Club.

I congratulate our Committee Members and our Members who in their voluntary capacity give so much as well as our Business Partners all who make GPHC the respected organisation and facility it is in the local and broader Tennis, Squash, Gym and retailing the Community, it is a fabulous facility.

2022/23 has also been a year of change with the farewell of our Club Manager Julian O' Donnell after serving as our Club Manager, tonight we will have the opportunity to thank Julian properly. Sterling, our Bar and Functions Manager also needed to leave because of unforeseen transport issues, both left major gaps that needed to be filled.

For a period it meant an extraordinary amount of work for our Committee with the need to review contracts, continuously evaluating expenditure against budget, judging costs against needs and or desires and sometimes just being there when needed. Yet again it cannot be adequately stated how much work Steven Cuff did carrying an enormous load in Bar and Functions management as well as maintenance needs, he later chose to step down as Vice President and fill a management role. We appointed a sub-committee to review the structure for the next year and the Committee has accepted the recommendation to have a flat 3 person accountability with clearly defined roles and responsibilities. We will be offering Steven, Di and Kirsty positions to fill the new structure as they have been working as a cohesive team, we are pleased that we can look forward to advancing our activities in 2024.

Michelle Peric from Absolutely Delicious works closely with our triumphant trio to make sure our members and their guests have a memorable experience whenever they are at GPHC, great company, marvelous surroundings and delicious food.

All the Committee played key roles during the change over many months, but I must highlight the incredible work combined with a time commitment that was to say the least demanding given by Angus Henderson, Bec Xuereb and Rob De Luca to smooth the transition.

The Ian Harold, (Boots) Foundation is in place and we are very grateful to his son Peter and daughter Sarah for the generous donation of \$20,000, more about its activities in 2024.

GPHC has continued with its recognition as a Premier Squash and Tennis Club and this year we have increased our in house sporting activities which have given our members the opportunity to meet and participate in competition at all levels that carry over to social activities. These Tennis and Squash Club Championships continued to be played during the year including a social grade which broadened the participation and I think the enjoyment. As a member activity we watched the very best our club has to offer as well as the opportunity for adventurous players from differing sports to demonstrate their adaptability all ending with drinks to celebrate, great fun and wonderful people connectors.

The Tennis and Squash reports are attached to the Agenda and our thanks go to Geoff Sanders for his commitment to GPHC Squash and Adam Hubble for organising Premier and State as well as Junior Tennis. It would be remiss of me not to mention all the hard work Miranda Poile has done to get our State and Premier female teams into distinctive GPHC uniforms and to obtain sponsorship to cover first the State costs through Andrew Meissner, owner of TASC financial group and CJG advisory run by Matt and Janine Gollant and in Premier league club member James Boyle donated \$200 along with Miranda which was matched by E&P financial group.

By reputation, GPHC is known as the friendly club with strong competitive credentials, as a Committee we couldn't be happier and our story is supported by an amazing growth in membership across the board, as of the 31st July 2023 we stood at 954 members.

We will continue to investigate opportunities for the Club to enhance its member engagement, update all policy and operational requirements as well as developing marketing and membership programs. I will repeat what I wrote last year and add that our Committee is a great mix of skills and personalities which I really appreciate.

A generous thank you on your behalf to former Vice President Steven Cuff, who as mentioned retired from the Committee to take up the position as Bar and Functions Manager, Bec Xuereb our Vice President, Angus Henderson our Secretary, Gaurav Gupta our diligent Treasurer and the amazing expertise and diverse skills brought to the table and in between meetings by our committed committee, Tim O'Loughlin, Adam Hubble, Gyver Huang, Rob De Luca and Paul De Ieso who is retiring to concentrate and give due attention to a wonderful addition to their family.

Jane Nathan

President



Treasurer's Report

- The club finished the year with a deficit of **\$(129)k** compared to a \$18k surplus in FY22.
- Our Cash position at 31 July 2023 was weaker at \$247k, lower by \$145k compared to previous year.
- Revenue: FY23 \$934k v \$755k (FY22), higher by \$179k, 24%
 - Membership Subscriptions grew by \$92k or by 36% (\$348k in FY23 v \$256k in FY22)
 - Bar and Function activity trended higher by \$110k (+45%), while revenue from other operating activities also saw a positive trend with an increase of \$42k (+42%)0.
- Expenses: FY23 \$1,063k v \$737k (FY22), higher by \$326k (+44%), due to:
 - Increased activity of our Bar and Function operations led to a rise in cost of sales by \$93k (+57%) and employment expenses also increased by \$141k (+64%).
 - Inflationary pressures contributed to higher operating expenses, including cleaning and maintenance costs.
 - The Tennis court 6 and 7 capital upgrade of \$160k.
- Other Notable Information:
 - Tennis Australia Loan: The Tennis Australia loan (8 yr.) which commenced in 2017, currently has an outstanding balance of \$21k.
 - FY24 Forecast: Based on the latest forecast, the club is on track to finish 2024 with a surplus of \$46k.

	2023	2022	%	\$
Bar Sales	185,988	126,201	47%	59,787
Bar Food Sales	36,758	15,649	135%	21,109
Functions Sales - Drink & Food	132,863	103,830	28%	29,033
Total Bar & Function Sales¹	355,609	245,680	45%	109,929
Gym Hire	10,301	7,283	41%	3,018
Hire of Facilities	22,673	23,515	-4%	(842)
Membership Subscriptions	347,653	255,624	36%	92,029
Tennis & Squash	85,285	60,111	42%	25,174
Tournament Fees	13,215	6,747	96%	6,468
Visitor Fees	9,315	686	1258%	8,629
Revenue from Op Activities (Including ¹)	844,051	599,646	41%	244,405
Revenue from Non-Op Activities	89,713	155,462	-42%	(65,749)
Total Revenue	933,764	755,108	24%	178,656
Cost of Sales	(255,838)	(162,675)	57%	(93,163)
Employment Expenses	(360,455)	(219,803)	64%	(140,652)
Depreciation	(105,534)	(105,528)	0%	(6)
Operating Expenses	(331,467)	(240,938)	38%	(90,529)
Finance Costs	(9,956)	(8,161)	22%	(1,795)
Total Expenses	(1,063,250)	(737,105)	44%	(326,145)
Net Result (Operating Surplus/Deficit)	(129,486)	18,003	-819%	(147,489)
Tennis Australia Loan	20,679	31,272	-34%	(10,593)
Cash (Operating Funds)	247,358	392,320	-37%	(144,962)

We are committed to financial transparency and will continue to manage our resources efficiently to support the

club's activities and growth. Thank you for your ongoing support, and please feel free to reach out if you have any questions or require further information.

Gaurav Gupta, CPA
Treasurer

General Committee and Sub-Committees

Office Bearers 2022/2023

President: Jane Nathan

Vice President: Rebecca Xuereb/Steven Cuff

Secretary: Angus Henderson

Treasurer: Gaurav Gupta

General Committee: Paul De Ieso, Gyver Huang, Adam Hubble, Rob DeLuca,
Tim O'Loughlin.

Grace Park Hawthorn Club Committee Attendance 2022/23

	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov
J. Nathan	P	P	P	P	P	P	P	P	P	
S. Cuff	P	P	P	LA	LA	LA	Ret*	Ret	Ret	
A. Henderson	P	P	P	P	P	P	P	P	P	
G. Gupta	A	P	A	P	P	P	P	P	P	
P. De Ieso	P	P	P	P	A	P	P	P	A	
G. Huang	P	P	P	P	P	P	P	P	P	
A. Hubble	P	P	P	P	P	P	P	A	P	
T. O'Loughlin	A	P	P	P	P	P	P	P	A	
R. Xuereb	P	A	A	P	P	P	P	P	P	
R. De Luca	p	A	P	P	P	p	A	A	P	

Present = P Apologies = A

Not yet appointed = N/A

Leave of Absence = LA

Retired = Ret

* Steven Cuff took leave of absence from the Club in May and resigned in October to take the role of Bar and Functions Manager

The was no Committee meeting held in January.

Sub-Committees

Tennis Sub-Committee

- *Adam Hubble (Chair)*
- *Luke Wrigley*
- *Maney Meyer*
- *Carla Smarrelli*
- *Nick Leach*
- *Cooper Millett*
- *James Boyle*

Squash Sub-Committee

- *Geoff Sanders (Chair)*
- *Angus Henderson*
- *Steven Cuff*
- *Lakshmi Wijeyewickrema*
- *Barry Durham*
- *Marco Premoselli*
- *Adam Gough*
- *Tania Scida*

Audit and Risk Sub-Committee

- *Angus Henderson*
- *Gaurav Gupta*
- *Rob DeLuca*
- *Pollina Jessop*

Investment Sub-Committee

- *Gyver Huang (Chair)*
 - *Rebecca Xuereb*
 - *Tim O'Loughlin*
-

Squash Report

2023 saw an enthusiastic and vibrant member community, welcoming new players and making excellent use of the courts. It's a good problem to have that it's difficult to book a court at times.

We fielded many teams in Club Circuit as well as teams in Masters and Racquetball, and returned to the Southern Squash League with three teams. In the Autumn Club Circuit, we won E grade and F1, and our A1 side lost the final by a mere 3 points.

Inhouse competitions on a Monday night have proved popular, especially for people new to Squash and potential new members.

Our 2022 Club champions won back-to-back titles, with Ben Ratcliffe and Selena Shaikh winning the 2023 Open and Women's respectively. We saw high-quality Squash in the Open with our A1 players battling out very competitive semi-finals as well as the final. Racquetball was a family affair with Selena playing Mike in the final.

As well as being a very busy and popular Club Coach, Selena found time to win the Australian Open Women's Racquetball Championship and was also runner up in the Open doubles. A truly fantastic achievement!

A number of our junior Squash players competed in the Australian Junior Squash Championships in Brisbane and had some strong results, especially given they were 'young' for their age groups.

- Ketan Porwal - 3rd round of U15 boys
- Jenson Ooi - Semi finalist of the U11 boys
- Joanne Joseph (who is coached at GPHC) - Finalist U17 Girls

Thanks to Adam Gough and Pat Myles for the introduction of Social Squash on a Friday night. There's now a great buzz around the courts on a Friday evening.

Thanks also to Lakshmi and Duncan, our outgoing and new Club Circuit representatives, and to all those who helped during the year, including attending working bees to keep the courts in tip top condition.

Special mention must also go to Steven Cuff and Angus Henderson for all they do to support Squash at GPHC.

Finally,



Geoff Sanders

Squash Convenor

Tennis Report

2023 started off well with record crowds attending the Australian Open once again. Rinky Hijikata and Jason Kubler ensured all Aussies had someone to support right until the end of the Australian Summer of Tennis by winning the Men's Doubles Final.

In February we hosted our 6th in-house competition on Saturday afternoons. We continually have 40+ entrants in every season. Season 7 has just commenced in October/November with more than 50 entrants. This is a very popular event which continues to attract players of all standards and really creates a wonderful atmosphere at the club on a Saturday afternoon.

March was another fantastic month as entrants for our Club Championships were again over 120 for the 3rd year running. The 2023 Club Championships saw the introduction of more graded events on offer due to the large number of players at the club and the depth of talent across all ages. It was fantastic to see a spike in Women's participation across all standards and it was great to see many juniors transitioning into the adult grades.

The club is looking to run the 2024 GPHC Club Championships in March 2024 so please look out for upcoming details.

The Night Comp seasons in 2023 have been successful without achieving the ultimate prize. We have had 4 teams participate in the Grand Finals. The Spring season is about to commence finals and we are situated nicely for a tilt at a couple of flags.

The Junior Comp has seen GPHC well represented with 13 teams in both seasons. This is the 2nd highest number of teams representing a club in the entire Bayside Region competition.

Tennis Victoria Winter pennant has continued to grow over the last 5 years. We are pleased to say that GPHC was represented by 14 teams (10 Men's & 4 Ladies). This is equal to the greatest number of teams to represent the club in a season, and the largest number of Ladies teams. It was also one of the most successful seasons of recent times. Of the 14 teams competing, 9 teams made finals. 3 of which made it through to the Grade Grand Finals with 1 team bringing home the pennant. The Pennant season also saw the re-introduction of Men's & Women's State Grade Pennant. The level of tennis was high, and it was great to see so many people supporting the teams during the season.

The Paul Arber Cup was played in early November between Kooyong & GPHC. This is played in honor of the late Paul Arber, he represented both clubs at a very high level and was a much-loved figure in the broader tennis community. GPHC came away victorious in a very close match.

In November we welcomed back Premier League tennis. This year saw the club have a Men's team join the Women's team for the first time since 2017. We were also given the chance to host a premier league round, where all teams competed at GPHC at the same time. This was a great day for the club, and the

hard work paid off as Tennis Victoria awarded GPHC with the “Community Club” award for hosting the best premier league round in the competition. (This was a \$2000 reward.) In even better news our Men’s Premier League team managed to win the whole competition. Our Women’s team had a successful season finishing in 4th place.

Tennis has continued to go from strength to strength at the club in 2023. We have a great range of players across all standards, and plenty of aspiring juniors are making the transition into adult competitions. The future of tennis at the club is looking bright and we look forward to 2023 with hopefully even more success.

Key positives for the year:

- Our numbers continue to grow in all aspects of tennis.
- State Grade Pennant was back for Men’s & Women’s teams.
- Premier League tennis was back and saw us have a Men’s & Women’s team.
- Paul Arber Cup was held again. (Played in Premier League)
- Club Championship entrants were high.
- Teams and Individuals have been successful in all forms of competition.
- 2 Brand new courts have been built with the latest facilities and technology.
- 2 new nets were installed to replace the old worn-out nets.
- 6 new line brooms were purchased to replace old broken brooms.
- 5 new sweepers were purchased to replace old ones.
- Due to the ongoing success of our in-house competition, we will continue to host in-house competitions in February and then again in November for many years to come.
- The Wednesday night social tennis is often near capacity, and we are looking to continue to grow and promote the club's social tennis activities amongst members.

Adam Hubble

Tennis Convenor

Pro Shop Report

As this year commenced, we all had fingers crossed our lives would not be interrupted yet again by Covid-19 issues. Thankfully we've made it through 2023 relatively unscathed!

Off the back of the Australian Open tennis event, we benefited with new & inspired tennis players trying their hand or dusting off an old racquet to be restrung.

As February hit & therefore coaching/competition terms kicked off, we felt very positive for a 'full steam ahead' approach to the year. From in-house comps to Club Championship events for all racquet sports, they were all well represented, which was great to see.

Winter is obviously a quieter time for the shop, however tennis & squash pennant competitions kept things bubbling along.

Once footy season was out of the way & daylight saving began, it was quite noticeable how much activity increased at the Club in all departments. Spring/Summer is always a buoyant time & it was such fun to see everyone up & about.

As Christmas approaches, we hope to continue being busy making this wonderful Club better.

I am continuing to trade from Wednesday to Saturday, along with the opportunity to leave racquets for restring either at Reception, the Club Bar or with one of our exceptional Coaches.

Personally, I feel blessed to be a small part of such a positive team here at GPHC. Everyone pulls their weight (some more than others) & I truly believe we've turned a corner this year & definitely headed in the right direction after the past couple of protracted years.

Once again, I am thankful to all members & guests who continue to support Absolute Tennis pro shop. Your kindness to me throughout the year warms my heart.

Deb Welsh

Absolute Tennis and Leisure

Squash Coaching Report

It's been a year of real growth from the Shaikhit Team. We've expanded our coaching group and also the services we offer.

The team

The Shaikhit team has grown and GPHC members are enjoying lessons from a diverse range of coaches. Now with 7 great coaches on the team, there's a style for everyone and we have plenty of excess capacity, so there's never a better time to work on your game with Shaikhit. I want to thank all our coaches for the efforts they've made to invest in the club and its members. I can honestly say that we have the best coaching team in Melbourne.

Racquetball continues to grow in focus

Interest in Racquetball grew massively in the club during 2023 and we have followed that trend. We successfully ran our Sunday Social Comp and saw the courts filled every week. We now field a side in weekly pennant and the racquetball numbers are growing every week. It's a great game for your fitness and body and one we highly recommend giving a go! Given the success of racquetball, we took a group of keen players this year to compete in the Gold Coast Racquetball Open and had a blast! We also enjoyed a good amount of success winning the Men's and Women's Open Singles and The Open Doubles titles, getting a runner up in Div 2 Singles plus taking 1st & 2nd place in the Graded Doubles Division.

Our juniors had a great year.

We judge the success of our juniors by far more than just their results. Our Pee Wee and beginner squads kept up the momentum started last year and not only is participation high, but some of the youngsters have also started booking their own sessions for hits together during the week. The support of all the parents has played a major role in the success of this program.

And our elite juniors already show a genuine commitment to giving back to the club. This is highlighted by Jay and Ketan Porwel who have become regulars at social hits and have even given their time freely to assist in training the next wave of youngsters.

And if you're interested in the results, they were impressive too, especially at the recent Australian Junior Championships. Joanne Joseph, who has adopted the club as her training base and who we hope to get into a pennant team someday, finished 2nd u17 Girls and was awarded best female player of the tournament. Ketan Porwal finished 12th in the u15 Boys, Jenson Ooi took 4th in u11 Boys with Jay Porwal 11th in his first major tournament in the u11 Boys. Joanne and Ketan were part of the Victorian team that took out the teams' title for the first time in decades.

Looking ahead

We have such a good rhythm going that it's basically more of the same. As we mentioned, we have plenty of capacity to take on more coaching so please get in touch and we can pull together a tailored plan to improve your game. We will launch an elite junior program and hope to work with the club to integrate into an approach that will secure great young people and have them commit to the club for the long term. Ideally this will work in an integrated way with the club's approach to its scholarships. This way we could make our program a destination for great youngsters across the state while also

creating a pathway for our Peewees and Novices and become a major contributor to the future of the club. Finally, we continue to get asked regularly to run “squash & racquetball experiences” so will look into developing a regular calendar of short tours for both sports and for all levels.

Selena Shaikh



Tennis Coaching Report

Group coaching and squads have been offered Monday to Friday and group lessons on Saturday mornings.

Private lessons which are extremely popular have been coordinated by Adam Stone who stepped down at the end of term 3 2023.

A high-performance squad was conducted by Tom Zaleski and Beti Sekulovski.

I would like to thank Adam Hubble, Adam Stone, Rob Ensor, Harriet Stewart, Rui Gamo, Louie Taylor, Deb Carr, Peter Wilson, Clive Wilson, Charlotte McIntosh, Colin Davis, Wes Neylon, Jessie Graham, Erin Maguire, James Watt, Jordon Lemke, Marcus Nield and John Hammond for the fantastic job that they have done and the dedication that they have shown throughout the year. What a wonderful group of coaches we have at GPHC!

Many thanks to our club manager and the committee and Deb Welsh for their support and a special thanks to Sandra Stone for the wonderful job that she has done.

Sandra and I say farewell to our members and students as we are retiring after 43 years of service to the Club.

Terry Stone

Head Tennis Coach

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