

GPHC Annual Report 2022



NOVEMBER 22

Grace Park Hawthorn Club



Notice of Annual General Meeting

The 8th Annual General Meeting of the Grace Park Hawthorn Club (GPHC) will be held on Sunday 4th December 2022 at 4:00pm in the Clubhouse at 2 Hilda Crescent Hawthorn.

The Annual General Meeting will receive and consider the 8th Annual Report, Accounts and Balance Sheet of Grace Park Hawthorn club for the year ended 31 July 2022 and elect Club office bearers for the next 2 years.

Voting & Declaration of Election of Office Bearers

Under the rules of GPHC, the following six Committee positions will become available:

- Vice-President
- Secretary
- General Committee Member (four positions)

Any members (except social members) over the age of 18 can nominate themselves or, with their consent, another member, for the abovementioned positions. The committee members currently holding these positions have agreed to retire and are all offering themselves for re-election to the Committee.

All candidates in the forthcoming Election of Grace Park Hawthorn Club Inc. are entitled to have a personal profile of no more than 150 words (including photograph) and comments forwarded to the voting membership. Nomination forms are available from the Club Manager on email manager@gphc.com.au or phone 9818 5534. Please provide any nomination to the Club Secretary by 5pm Friday 18 November 2022 by email to secretary@gphc.com.au or return a copy of the form to the Club office.

If you have any further queries, please contact either the Club Manager or any Committee Member.

Proxies

If you are unable to attend the meeting, you may appoint a proxy to vote on your behalf. A copy of the approved proxy form is attached or can be downloaded via the GPHC website.

Lodgement of Proxies closes 24 hours before the commencement of the meeting (Saturday 3rd December 2022). Completed Proxies must be sent to the Secretary either by post (2 Hilda Crescent, Hawthorn VIC 3122) or imaged and emailed to secretary@gphc.com.au.

Voting at the AGM

Please note that only eligible financial members are entitled to vote at the Annual General Meeting. As per rule 54 of the Club's Constitution, the voting process at the Annual General Meeting is as follows:

- A ballot is required for the election of the various Committee positions;
- Each member (ie. voter) must write or indicate on the ballot paper the name of each candidate for whom they wish to vote; and
- Members (voters) must not write or indicate the names of more candidates than the number to be elected.

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

GPHC have had a great year, therefore it is my pleasure to submit the GPHC annual report with the audited financial statements for the financial year ending 31st July 2022

Our Strategy 2021-26 states;

"GPHC is a member focused club whose mission is to offer a premium sporting fitness and function facility in an inclusive and engaging environment. GPHC offers access to competition across all standards of Tennis, Squash and Snooker and encourages social interaction amongst its members and guests."

Our Committee is proud that GPHC is now recognised as a premier Squash and Tennis Club with in house sporting activities that have given our members the opportunity to meet and participate in competition at all levels that carry over to social activities. 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.

We are investigating ways to clarify what we hear by what is actually happening and so are determined to have a clear and accurate data base. We all know how valuable data is to allow for investigation and initiation of ideas and activities as well as developing usage plans for budgeting, both short and long term. Bill Haebich, one of our squash players with a background in information systems design is helping out in this area and hopefully by 2023 we will be able to streamline our processes and bring our systems forward to meet today's world and be ready for tomorrows.

Our Club manager Julian O'Donnell has been joined by Kirsty Walsh who's in charge of admin and just about anything we ask Kirsty to do, Kirsty has added depth, expertise and clarity to our operations, while always responding to queries and member needs efficiently and effectively.

Sterling Tuik started in May 2022 and is our Functions and Bar Manager working closely with Michelle Peric from Absolutely Delicious to make sure our members and their guests have a memorable experience whenever they are at GPHC: great company, marvelous surroundings and delicious food.

We started opening our Café on a 6th month trial in May and aim to grow our Tuesday, Wednesday, Thursday and Friday morning café offerings supported with some of the best coffees around from our capable Baristas, served by our wonderful staff, Jasmine, Spencer, Sophia, and Brayden.

These are big changes to our Club and we expect many more members will enjoy not only socialising but also working in our wonderful surroundings after playing a game at GPHC.

As I mentioned last year, Julian O'Donnell continues along with the Committee to carefully evaluate what we were doing, the how, the why and the financial, social and competitive benefits. We are investigating opportunities for the Club to enhance its member engagement, update all policy and operational requirements as well as developing marketing and membership programs.

Our members have benefited from squash and tennis in house competitions, the Tennis and Squash Club Championships continued to be played including social grades which broadened the participation and I think the enjoyment. As member activities 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 connectors.

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 Vice President Steven Cuff, who is always on call to give practical assistance; Angus Henderson our Secretary; Gaurav Gupta our diligent Treasurer with very broad shoulders; and the amazing expertise and diverse skills brought to the table and in between meetings by our committed committee, Tim O'Loughlin, Adam Hubble, Bec Xuereb, Gyver Huang, Paul De Ieso and Polina Jessop.

Polina informed me that she needed to reduce her activities - Polina has headed up our Audit and Risk Committee and we are very pleased that she will continue in that role.

Rob De Luca with his financial background and community leadership graciously accepted and was appointed to add depth to our financial expertise, hopefully reducing the extraordinary amount of time Gaurav has given to keep us on budget.

There are also many members who are always ready to respond to my calls for their expertise to guide the club - it is what a membership does and I am grateful for all contributions made.

I would like to mention Daniel Xuereb an architect who has spent many hours working on the infrastructure requirements associated with drawing up plans for the upgrade to tennis courts 6 and 7. This will allow us to look at our financials and examine how we make the works possible. A very generous contribution, bearing in mind Bec his wife serves on our committee and they have four young girls to cherish.

Our tennis convenor, Adam Hubble and our squash convenor, Geoff Sanders continue to carry an enormous responsibility in organising all our tennis and squash, both competitive and social.

Yet again I need to mention Steven Cuff whose tireless contributions cannot be underestimated. He has saved the Club with his quick response, without recompense on many occasions.

The Committee is indebted to Deb Welsh who runs Absolute Tennis and Leisure, who is recognised across the tennis and squash community as the go-to person for any equipment, especially for her expertise in restringing racquets. Deb is always on hand to lend a hand. Deb continuously makes sure that the Club's presentation and cleanliness is always up to scratch and that the members are well looked after and fills administrative gaps if they occur.

GPHC thanks our business partners and looks forward to their growth, tennis with the Stones and Squash with Selena, they are adding to GPHC's prestige while building on their respected reputations as professionals. We also look forward to Steve, Emma and the Gym team continuing to run their thriving business and broadening the reach of participants at GPHC.

It is unusual to report on 2022/23 in this report, exceptions can be exciting as are the following awards which combine the striving for competitive excellence, with community engagement that we set out as a key aim in our strategy. Grace Park Hawthorn Club has been awarded a 2022 Community Engagement Award; two Pennant Player of the year winners (Miranda Poile for women's grade 1 and Alex Crouch for men's grade 11), and finally our women's premier league player, Zuzana Zlochova has won the Ace Award for the player with the best result throughout the competition.

The Committee with our staff will work with your support to continue to make GPHC the beating heart of our community.

Jane Nathan

President – Grace Park Hawthorn Club



Club Manager's Report

The development of the Club's strategy plan for 2021-26 has guided much of this past year with a strong emphasis on member engagement. This has been particularly important as we have transitioned back into a more normalized lifestyle and members are looking to re-engage with the Club and fellow members.

Many new initiatives and events were started with great success and provides a fantastic platform from which to continue the growth of the Club. Our Gin Tasting and Wine Tasting evenings were different to the Table Tennis Club Championships, but all were equally important events for the Club. The Young Members Night was a great opportunity to engage the members who form the future of the Club. This year saw the return of many regular events as well such as the Squash and Racquetball Club Championships as well as the Tennis Club Championships.

This year saw many staffing changes with Mick being dragged away to his other work, Elizabeth moving on and many of the casual bar staff moving on to other adventures in their life. The beginning of the year we employed Kirsty Walsh to assist with membership, finance and administration. More recently, Sterling Tuik has commenced as Bar and Functions Manager and the Club has employed many new casual staff to assist with the delivery of bar operations and functions/events.

This past year has seen many capital improvements that are important to the Club, many that may go unnoticed but add significant value. The CCTV upgrade was an important project that provides significant security to the Club. We automated the operation of the tennis court lights, improved storage capabilities in the cellar and the office, recovered gym equipment, added scoreboards to the tennis courts, begun the construction of a cool room in the kitchen and replaced the TV in the main bar.

We have two large capital works projects scheduled for this year with solar panel installation (aided by a significant contribution by Sustainability Victoria) and significant works to tennis court 6&7. We aim to have both underway in the new year.

A renewed push has been underway to invigorate usage of the snooker room and see it fulfil its potential. An exhibition with multiple World Champion, Robby Foldvari kicked things off with a four-week training session and the implementation of an ongoing social snooker competition following. Use of the room has risen considerably since and the goal is to keep the growth happening and potentially return to having competition teams alongside our tennis and squash teams.

The Committees involvement and direction cannot be understated and I thank them for their significant and ongoing contribution. The Executive in particular have provided over a number of years a consistent and clear direction for the Club which has led to us managing out through a very tough period and into a new era while moving from strength to strength. Enjoying today, looking at the future and recognizing the past – very important in a Club that 135 years old and planning for another 135.

Julian O'Donnell
Club Manager

Treasurer's Report

- The club finished the year with a surplus of \$18k v \$(98)k deficit in FY21.
- Our Cash position was stronger at \$392k, higher by \$130k vPY.
- Revenue: FY22 \$755k v \$431k (FY21), higher by \$324k.
 - Bar and Function Sales were higher \$115k vPY and Income from Business partners was also higher \$25k.
 - Membership Subscriptions included \$116k from prior year, normalizing for this, memberships grew by 20% vPY
- Expenses: FY22 \$737k v 530k (FY21), higher by \$208k
 - Largely due to increase activity in cost of sales for Bar and Functions. \$99k
 - Employment Expenses were higher \$56k on account of hire of Club Manager and increased casual bar staff. \$56k
- Our Tennis Australia loan (8 years) which commenced in 2017, currently has an outstanding balance of \$32k.
- Based on the latest forecast the club is on track to finish this year (FY23) with a surplus of \$26k, barring Capex Initiatives.

	<u>2022</u>	<u>2021</u>	<u>%</u>	<u>\$</u>
Bar Sales	126,201	79,886	58%	46,315
Bar Food Sales	15,649	12,432	26%	3,217
Functions Sales - Drink & Food	103,830	38,756	168%	65,074
<i>Total Bar & Function Sales¹</i>	<i>245,680</i>	<i>131,074</i>	<i>87%</i>	<i>114,606</i>
Gym Hire	7,283	3,413	113%	3,870
Hire of Facilities	23,515	14,000	68%	9,515
Membership Subscriptions	255,624	115,992	120%	139,632
Tennis & Squash	60,111	37,775	59%	22,336
Tournament Fees	6,747	5,672	19%	1,075
Visitor Fees	686	344	99%	342
<i>Revenue from Op Activities (Including ¹)</i>	<i>599,646</i>	<i>308,270</i>	<i>95%</i>	<i>291,376</i>
<i>Revenue from Non-Op Activities</i>	<i>155,462</i>	<i>122,693</i>	<i>27%</i>	<i>32,769</i>
Total Revenue	755,108	430,963	75%	324,145
Cost of Sales	(162,675)	(63,235)	157%	(99,440)
Employment Expenses	(219,803)	(163,921)	34%	(55,882)
Depreciation	(105,528)	(104,891)	1%	(637)
Operating Expenses	(240,938)	(191,070)	26%	(49,868)
Finance Costs	(8,161)	(6,432)	27%	(1,729)
Total Expenses	(737,105)	(529,549)	39%	(207,556)
Net Result (Operating Surplus/Deficit)	18,003	(98,586)	-118%	116,589
Tennis Australia Loan	31,272	42,776	-27%	(11,504)
Cash (Operating Funds)	392,320	261,568	50%	130,752

Gaurav Gupta, CPA

Treasurer – Grace Park Hawthorn Club

General Committee and Sub-Committees

Office Bearers 2021/2022

- President: Jane Nathan
- Vice President: Steven Cuff
- Secretary: Angus Henderson
- Treasurer: Gaurav Gupta
- General Committee: Paul De Ieso, Gyver Huang, Adam Hubble, Polina Jessop, Tim O'Loughlin, Rebecca Xuereb, Rob De Luca
- Club Manager: Julian O'Donnell

Grace Park Hawthorn Club Committee Attendance 2021/22

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

- Present = P
 Apologies = A
 Not yet appointed = N/A
 Leave of Absence = LA
 Retired = Ret

Note: no formal meeting was held in April.
 Polina Jessop resigned in October. Rob De Luca commenced in October.

Sub-Committees

Tennis Sub-Committee

- *Adam Hubble (Chair)*
- *Tim O’Loughlin*
- *Tom Zaleski*
- *Antony Hampson*
- *Sam Brown*

Squash Sub-Committee

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

Finance, Audit and Risk Sub-Committee

- *Polina Jessop (Chair)*
- *Steven Cuff*
- *Angus Henderson*
- *Gaurav Gupta*

Investment Sub-Committee

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

Squash Report

2022 saw a very welcome return to normality after Covid lockdowns, and a really positive vibe around the courts.

We had 13 teams competing in Club Circuit competitions throughout the year. The B1, E2 and F2 (Team 13) sides all won Premierships in the Autumn season, whilst C1 lost a very close final. In Masters we welcomed an ex Ivanhoe team to GPHC, and saw our Grade 7 team come runners up in the Autumn season.

Thanks to the enthusiasm of some of our ladies racquetballers we had a new Raquetball team form in the Eastern districts competition. The ladies have thoroughly enjoyed the experience. More generally this reflects increased interest in Racquetball, with Selena running a well-received Sunday afternoon competition as well.

The Club championships were held in July and were great success, with Ben Ratcliffe winning the Open and Selena Shaikh winning the Womens event

We had a number of Juniors compete in Victorian and Australian Junior events. Special mention to Jenson Ooi who won the Victoria U11 championship.

Inhouse competitions ran in a variety of formats throughout the year and proved popular, especially with new members and those who have only recently took up the sport

Also, many thanks to Selena, the Club coach for providing so much support and encouragement to our members, including a wide variety of coaching and training options

I would like to thank all the squash members for their support over the year. We have a very friendly and sociable group of players and a steady flow of new (and returning) players that are welcomed with open arms.

Geoff Sanders

Squash Convenor



Tennis Report

2022 started off well, COVID was now a thing of the past and the Summer of Tennis was back to its glory days. Crowds were again welcomed to all tournaments and our regular summer fix of tennis was able to be enjoyed in person once again. Nick Kyrgios & Thanasi Kokkinakis entertained us all, and Ash Barty held the Daphne Akhurst trophy aloft and inspired a nation.

In February we hosted our 4th in-house competition on Saturday afternoons. Which saw numbers rise to 57 entrants, up from 48 entrants in our 3rd in-house competition held in November 2021. In even better news, season 5 has just commenced in October/November with a staggering 68 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 2nd year running. The 2022 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.

The club is looking to run the 2023 GPHC Club Championships in March 2023 so please look out for upcoming details.

The Night Comp seasons in 2022 have been very successful as we have had 7 teams win Grand Finals. The Spring season is about to commence finals and we are situated nicely for a tilt at a couple more flags.

The Junior Comp has seen GPHC well represented with 12 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 4 years. We are pleased to say that GPHC was represented by 14 teams (11 Men's & 3 Ladies). This is equal to the greatest number of teams to represent the club in a season. It was also the most successful season that many of the club's historians can remember. Of the 14 teams competing, 10 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 many individual accolades with 2 players being awarded the Pennant player of the year for their respective grades. Winners were Alex Crouch (Mens Grade 11) & Miranda Poile (Ladies Grade 1).

The Paul Arber Cup was played in October 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. Kooyong got the win this year, hopefully GPHC can get the trophy back in 2023.

In November we welcomed back Premier League tennis as the club made history by having its first ever Women's Premier League team. 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.)

Adam Hubble
Tennis Convenor

Shop Report for 2022

Although we all suffered through yet another 'Covid hiccup' during the early part of this financial year, I feel we as a club recovered well. There was a positive & defiant vibe heading into the Christmas period, which was reassuring. Once February & term 1 rolled around, it truly was the first time we've sensed some form of normality in two years!

I became busier as the year progressed & feel optimistic for a buoyant summer moving forward. All sports represented at the Club seem to be flying at the moment, which is wonderful to see & makes everyone at GPHC happy!

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

I thank all members who continue to frequent Absolute Tennis pro shop, I am truly thankful for your support & kindness to me.

It is a joy to see everyone back & enjoying this most beautiful & unique establishment that is GPHC!

Deb Welsh

Absolute Tennis and Leisure

Squash Coaching Report for 2022

It's been great to finally get back to some sort of normal on the squash courts and squash has been building again this year at GPHC.

At Shaikhit we have implemented a number of new and revamped programs for members and have seen great participation and enjoyment across the programs.

We have restarted our Junior program and created a model where our more experienced juniors give back and support our newest youngsters that are coming through the ranks. Our juniors start as young as 4 years old, as Jenson Ooi did many years ago. Jenson is now 9 and one of the most committed trainers at the club and Victorian Under 11 State Champion. We have a great group of juniors at the club and helping them build relationships at the club, the skills of our game and a commitment to regular practice positions us well for the future. Our Juniors will shortly be sporting their new Squad Shirts, so say hi and see if they're up for a hit next time you see them.

This year we have also started up three new adult squads. We are running Beginner Ladies Squads on Thursday evenings, a Racquetball Squad as well as an A grade Squad on a Saturday morning which follow the two squash squads that already have strong followings. We now have a squad available to suit any level of play.

One of the more fun sessions we now offer at the club is our weekly Sunday Racquetball Shoot-Outs. Every Sunday from 4pm we run a tournament for players at the beginner level right through to Division 1 standard. Players get 4 matches and often stick around for a drink or bite afterwards. Racquetball has really taken off at the club and we have submitted our first Racquetball team into pennant, with players now entering local tournaments.

We look to continue to build the high level of participation we already have, through a focus on social events and finding new ways for our members to enjoy their time on our courts and in our club.

***Selena Shaikh
Shaikhit***

Tennis Coaching Report for 2022

It has been great to have some consistency in our tennis coaching this year. This has certainly made for greater improvement from all students.

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

Private lessons which are extremely popular are coordinated by Adam Stone.

This year has seen Sarah Stone start up a high performance programme during the day for up and coming professional players which is a tremendous asset for GPHC Sarah is also using the expertise of Selena and Mike to improve their footwork and speed.

I would like to thank Adam Hubble, Adam Stone, Rob Ensor, Tom Zaleski, Kevin Gill, Peter and Clive Wilson, Jessie Graham, Oliver Tehan, Wes Neylon, Charlotte McIntosh, Colin Davis, Alex Brendish, Nick Leach, 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!

We look forward to serving both members and the wider community with high quality tennis coaching during 2023. Many thanks to our Club Manager and the committee for their continued support and for extending my contract for a further 3 years. A special thanks to Sandra Stone for the wonderful job that she does.

***Terry Stone
Head Tennis Coach***

GRACE PARK HAWTHORN CLUB

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