

# GRACE PARK HAWTHORN CLUB

• 2 HILDA CRESCENT, HAWTHORN 3122 • PH: 9818 5534 • E-MAIL: [admin@gphc.com.au](mailto:admin@gphc.com.au)

## GRACE PARK HAWTHORN CLUB INCORPORATED 2 HILDA CRESCENT, HAWTHORN VICTORIA 3122

### Office Bearers 2020/2021

President:	Jane Nathan
Vice President:	Steven Cuff
Honorary Secretary:	Angus Henderson
Honorary Treasurer:	Gaurav Gupta
General Committee:	Paul De Ieso, Gyver Huang, Adam Hubble, Polina Jessop, Tim O'Loughlin, Rebecca Xuereb.

### Grace Park Hawthorn Club Committee Attendance 2020/21

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

Present = P

Apologies = A

Not yet appointed = N/A

## President's Report 2021

I am pleased to submit the GPHC annual report together with the audited financial statements for the financial year ending 31<sup>st</sup> July 2021.

It will be very short with some sweet spots.

We were very excited as a Committee and a Club to welcome Julian O'Donnell in January into the role of Club Manager and watch him carefully evaluate what we were doing, the how, the why and the benefit and investigating opportunities for the Club to enhance its member engagement, update all policy and operational requirements as well as developing marketing and membership programs.

And then COVID restrictions hit again, and unfortunately we weren't able to supplement Club revenue via member functions for 119 days. The Club subscription is able to be maintained at a very reasonable rate because of our functions. The Committee are very grateful to the vast majority of our membership base who continued with their subscriptions and we acknowledged this with a \$100 bar credit for those who paid by 31 July and \$50 for those who paid by 31 October. The Club acknowledges the financial support given by the State Government without which our financial position and income would have to have been revised.

The GPHC Strategy was developed by the Committee with Julian in March. The prioritized actions which cover the next five years have begun to be implemented by Julian to support the strategic directions with the appropriate timelines and resources.

The first lockdown for 2021 was in February for 5 days, during which, with optimism we continued to plan for the Professional Squash Tournament, a first at GPHC, and we were fortunate over the Labour Day Weekend to successfully host what is planned to become a major part of the Melbourne Squash Clubs calendar. The club was congratulated, and the exposure was a wonderful promotion of GPHC across Metropolitan Melbourne.

The Tennis Club Championships which were played over 3 weekends included 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 across to the opportunity for adventurous players from differing sports to demonstrate their adaptability all ending with drinks to celebrate, great fun and a wonderful connector.

The upgrades have included the installation of the LED lights in two tranches, firstly to courts 1 to 3 in December and then 4 and 5 in May. This upgrade will reduce maintenance costs as the LED light bulb lifespan is much longer. They are working beyond expectations and the benefit has been a further twofold; a \$6k saving in power costs and an enhanced quality of court lighting. Because of the aforementioned, the Committee decided to abolish tennis light fees as of August 2021.

Our membership is growing as we predicted with a consequence of COVID being the need to share, belong and contribute. 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 who was going to resign because of work commitments which we know have increased (it takes a busy person) Gaurav Gupta our diligent Treasurer with very broad shoulders, and 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.

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 Antony Hampson who chairs the tennis sub-committee along with the tennis convenor Adam Hubble; Geoff

Saunders who has ably taken over the squash convenor role; Miranda Poile who chairs the social sub-committee; Shane Way for his regular assistance and again I would like 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 as she 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.

A big thank you to Miranda and Adam for their work during the lockdowns to help with maintenance, security and grounds work.

Finally, a thank you all the other members who have helped in some way throughout an unpredictable past year.

We were devastated by the death of Berni O'Shannassy which was a very short period from the time that she was diagnosed. We were able to give Berni a lovely farewell and thank you drinks for all the work she did over 15 years with the Hawthorn Club and then GPHC. Berni treasured the opportunity to spend an afternoon with so many of her friends and colleagues.

Looking to the future, we are hoping that all our members are vaccinated so we can once again come together to play regularly. We look forward to tennis with the Stones and Squash with Selena, building on their respected reputations as professionals in every sense, that Steve, Emma and the Gym team can build our strength and health, and that GPHC can host many memorable member-functions and continues to be the beating heart of our community.

**Jane Nathan**

**President – Grace Park Hawthorn Club**

## **Club Manager's Report for 2021**

It is with great pleasure and pride that I can present the first Club Manager's report. Since commencing in the role back in January, I have had the pleasure of meeting with most members either while here for a game of tennis or squash, a drink at the bar or to use the gym or snooker room. I commenced with grand plans; some of which I have been able to begin or accomplish and others that have been delayed thanks to the epidemic which has affected us all. Through it all I have been made to feel very welcome from all within the GPHC community.

It has been a challenging year with the constant changes to government directives and I thank the members for their patience and understanding.

We were able to begin the year with great promise and successfully hosted events such as our Tennis Club Championships and a PSA Professional Squash Tournament. 2022 will see the return of both events, bigger and better than before as well as our Squash, Snooker and Table Tennis Club Championships. With the new year will come a planned calendar of sporting and social events that will offer something for all members to enjoy and engage with fellow members once again.

I would like to thank the Committee for their tireless contributions which help make this Club the great place it is and made my job much easier. I would also like to thank the staff that put in many hours, often above and beyond expectations – Elizabeth Way, Mick and Minnie Liszukiewicz, Berni O'Shannassy, Kirsty Walsh, Henry Taylor and Ted Silk.

An important revenue stream for the Club is our member functions and bar takings. With restrictions being in place for a large part of the year, our takings were down on expectations. We were fortunate that members believe in the Club and look forward to using the Club and continued with their memberships. We have also seen a growth in membership with over 200 new members joining since January this year.

While steps were taken to minimize the impact that shut-downs had on the Club, many fixed costs cannot be avoided, and maintenance of the Club and courts was continued so that members could enjoy the use of the premier facilities as they should. The State Government assisted through various grants which was used to help cover the large repairs or maintenance items. The Federal Government also provided grant assistance which was used to help with capital improvements such as LED lights on tennis courts 1-5, a new, professional cooktop in the kitchen and more. The new LED lights has seen a marked reduction in energy costs which has meant we can pass this through the abolishment of lights fees for members.

Finally, I wish to express my personal appreciation to our Club's President, Jane Nathan and Vice-President, Steven Cuff who have provided great support and guidance through challenging circumstances. Their leadership truly helps steer the Club from strength to strength.

Julian O'Donnell  
Club Manager

## Treasurer's Report for 2021

The Club experienced a subdued 2020/21 financial year, given the impact of COVID which saw the club temporarily halt all operations for close to 4 months. The club finished the 2020/21 year with an operating loss \$98k versus an operating surplus of \$119k in the previous 2019/20 financial year. The main reason for the loss is an accounting change to recognize the revenue from membership subscriptions to be in the year that they are paid for, rather than the year the payment occurs<sup>1</sup>.

The Club ended the 2020/21 financial year with \$38k more funds in the bank - finishing the 2020/21 year with \$261k in the bank vs \$223k in cash as at the 31 July 2019.

The Club's total Revenue was \$175k lower in 2020/21 - having total revenue of \$431k in 2020/21 as compared to the 2019/20 year of \$606k, primarily due to the change in accounting practice mentioned above. Bar and Function Sales were lower \$34k vs the 2019/20 year and income from Business partners also being lower by \$30k, both due to the closures imposed by COVID. Normalising the result to recognise the accounting change, the club would have finished the 2020/21 financial year with a surplus of \$17k.

The Club had greater expenses during 2020/21 - being \$42k higher than the previous year (2019/20), with overall expenses increasing from \$155k in 2019/20 to \$191k in 2020/21. The increases during the 2020/21 year were due to:

- The Club invested approximately \$45,000 to replace the tennis court lights on courts 1 to 5 with LED lights with the receiving a grant of \$25,000 towards completing the works. The new lights are expected to result in significant reduction in maintenance and electricity costs to the Club, as well as improved lighting.
- General costs have increased, many due to COVID. Some, including the Club's insurance has increased by as much as 60%. An increased cleaning schedule as well as an increased maintenance schedule has also had an effect however, these should lead to a higher quality of facility and less unscheduled maintenance costs.
- The Club employed a full time Club Manager resulting in higher employment expenses than in 2019/20, with the Club looking to invest greater resources in building the clubs membership and activities post COVID.

As a Committee, we have actively applied for all available grants the government made available and were fortunate to receive \$59k in grants and \$49k in ATO receipts/subsidies.

The Club has successfully managed through the pandemic crisis without the requirement to take on any new debt. Our Tennis Australia loan which commenced in 2017, currently has an outstanding balance of \$43k. (October 2017 – 2% x 8 Years).

Based on the latest forecasts, the club is on track to finish the 2021/22 year with a surplus (profit) of \$31k.

	<b>2021</b>	<b>2020</b>	<b>%</b>	<b>Variance</b>
Bar Sales	79,886	71,360	12%	8,526
Bar Food Sales	12,432	39,383	-68%	-26,951
Functions Sales - Drink & Food	38,756	54,123	-28%	-15,367
<b>Total Bar &amp; Function Sales</b>	<b>131,074</b>	<b>164,866</b>	<b>-20%</b>	<b>-33,792</b>
Gym Hire	3,413	6,067	-44%	-2,654

<sup>1</sup> That is, if fees for 2021/22 are paid before 31 July 2021, they are now recognised in the 2021/22 year accounts, not in the 2020/21 year, as per previous practice.

Hire of Facilities	14,000	22,533	-38%	-8,533
Membership Subscriptions	115,992	236,692	-51%	-120,700
Tennis & Squash	37,775	73,873	-49%	-36,098
Tournament Fees	5,672	417	1260%	5,255
Visitor Fees	344	627	-45%	-283
<b>Revenue from Op Activities</b>	<b>308,270</b>	<b>505,075</b>	<b>-39%</b>	<b>-196,805</b>
<b>Revenue from Non-Op Activities</b>	<b>122,693</b>	<b>101,195</b>	<b>21%</b>	<b>21,498</b>
<b>Total Revenue</b>	<b>430,963</b>	<b>606,270</b>	<b>-29%</b>	<b>-175,307</b>
Cost of Sales	-63,235	-80,076	-21%	16,841
Emp Bens Expenses	-163,921	-138,422	18%	-25,499
Depreciation	-104,891	-105,327	0%	436
Opex	-191,070	-154,589	24%	-36,481
Finance Costs	-6,432	-9,051	-29%	2,619
<b>Total Expenses</b>	<b>-529,549</b>	<b>-487,465</b>	<b>-8%</b>	<b>-42,084</b>
<b>Net Result (Operating Surplus/Deficit)</b>	<b>-98,586</b>	<b>118,805</b>	<b>-183%</b>	<b>-217,391</b>
Tennis Australia Loan	42,776	54,012	-21%	-11,236
Cash (Operating Funds)	261,568	223,490	17%	38,078

**Gaurav Gupta, CPA**

**Treasurer – Grace Park Hawthorn Club**

### Social and Sporting Sub-Committees

#### Tennis

Antony Hampson (Chair)  
Adam Hubble  
Sam Brown  
Tom Zaleski  
Tim O'Loughlin

#### Squash

Geoff Saunders (Chair)  
Bob Forster  
Angus Henderson  
Laksmhi Wijeyewickrema  
Barry Durham  
Marco Premoselli  
Selena Shaikh  
Adam Gough

#### Social

Miranda Poile (Chair)  
Quok Ho  
Paul De Ieso  
Tim O'Loughlin  
Adam Hubble

## **Squash Report for 2021**

2021 was another frustrating year, with Squash being shut for much of the second half of the year and the subsequent cancellation of the club championships, again. Prior to that our ever-enthusiastic squash players made great use of the courts. We had a steady stream of new players arrive at the club, and an increasing number of teams across the various competitions.

We ran a series of in-house competitions on Monday nights, trialing different formats. They were very well received, and we look forward to continuing these in the new year.

In early March we hosted the inaugural GPHC Open PSA (Professional Squash Association) tournament. This saw a selection of elite Australian players showcase their skills, inspire our members and build ranking points. Congratulations to Christine Nunn (former World top 50) and rising Tasmanian Jack Hudson for taking home the trophies. We're planning on combining a graded tournament with the PSA event next year!

The Autumn pennant season was completed with GPHC fielding a total of 14 teams. Both Women's teams in SSL won the flag in their respective divisions, including the coveted Cup Grade. Our A1 squash team, playing in the highest squash grade in Victoria, lost a hard fought and close final to Kooyong. GPHC also won the E grade final while a number of other teams also made it into finals playoffs.

Unfortunately the Spring season never started but we are planning for the recommencement of pennant squash in February 2022.

As we come out of the Covid pandemic, I would like to thank all the squash members for their patience and understanding and for their continued support to the club. This allows us to continue to invest in squash at the club and be able to welcome and support players of all abilities.

Finally, I'd like to thank Angus and Zora (who's moved away) for their significant contributions to supporting and promoting Squash at GPHC.

***Geoff Saunders***  
***Squash Convenor***

## **Tennis Report for 2021**

2021 started off well, as most of us thought COVID life was done and dusted. Little did we know just how wrong we would be! The Summer of Tennis was slightly different with less crowds than normal, however the motivation for all to get on the tennis court was still strong as ever.

In February we hosted our 2nd in-house competition on Saturday afternoons. Which saw numbers rise to 48 entrants compared to 40 entrants in our first ever in-house competition held in November 2020.

March was another fantastic month as record numbers (120+ entrants) competed in the Club Championships. The 2021 Club Championships saw the introduction of new events such as Social Singles, Social Doubles, Open Mixed Doubles and more graded events on offer due to the large number of players at the club and the depth of talent. The other major introduction to the Championships, thanks to Club Manager: Julian O'Donnell, was the use of the tournament planner software which saved many hours work.

The club is looking to run the 2022 GPHC Club Championships in March 2022 so please look out for upcoming details.

Our Metro Masters team were looking the goods to bring home yet another flag, that was of course until COVID put a halt to all plans.

The Night Comp Autumn season was very successful as 4 of our 7 teams made finals, with 2 of those teams finishing as premiers. Due to COVID, the Spring season has now changed to a Summer season. Matches have been lucky enough to commence in early November.

The Junior Autumn season saw GPHC well represented with a total of 13 teams but unfortunately, the Spring season had cancelled matches due to lockdown restrictions. We have been very fortunate to have the kids back on court and competing again as the season commenced in early November and will run until mid-December.

Tennis Victoria Winter pennant has continued to grow over the last 3 years. We are pleased to say that GPHC was represented by a staggering 14 teams (11 Men's & 3 Ladies). This is the greatest number of teams the club has had in decades. With the regular season almost complete and a number of teams gearing up for finals, lockdowns once again resulted in the got the better of us and Pennant being cancelled for the 2nd year running.

While we have been through tough times again in 2021, we would like to point out some of the positives.

- Our numbers continue to grow in all aspects of tennis.
- We have had new LED lights installed on courts 4 & 5. (This is in addition to the LED lights installed on courts 1, 2 & 3 in 2020.)
- 3 new nets were installed to replace the old worn-out nets.
- Due to the success of our first ever in-house competition held in late 2020, we plan to continue to host in-house competitions in February and November on a regular basis.
- The Wednesday night social tennis is often near capacity, and we are looking to continue to grow and promote the Clubs social tennis activities amongst members.

***Adam Hubble***

***Tennis Captain***

## **Reports from the Clubs Key Business Partners**

### **Gym Report for 2021 from Fitness Complete**

#### **About us:**

We have run group personal training sessions at GPHC every Monday, Wednesday and Friday mornings at 6am & 8.30am and since 2020 increased these to be running sessions every day. Due to the lockdown, some of these sessions are now run simultaneously on Zoom and at Grace Park.

These group sessions also now run over the holidays, giving only those clients who are travelling or away the option of taking school holidays off.

Our 1-on-1 or 2-on-1 personal training sessions have continued when restrictions have allowed outdoors, which we appreciate the club accommodating.

#### **Changes in 2021:**

Emma commenced online weight loss coaching in February 2021 which can be done from anywhere in the world and has seen 1 client drop a whopping 40kgs in 8 months. We also employed Steve Karabatsos in April 2021 who is coaching a few of the classes and has some 1-on-1 clients he trains.

***Steven and Emma Pouniotis, Fitness Complete***

### **Pro-Shop Report for 2021 from Absolute Tennis**

Well, as we are all quite shocked & saddened that 2021 was drawn into the abyss of Covid-19 restrictions after the 2020 debacle, I really have little to report to you!

The limited access to our beautiful Club has marred participation of sport & therefore trade. The time we were open was enjoyable & the Club felt buoyant. We were all hoping to continue playing and or training, but it was not to be. A lot of members continued to support Absolute Tennis which is greatly appreciated.

We are trading from Wednesday to Saturday as before, along with the opportunity to leave racquets for restring either at reception, the bar or with one of our fantastic coaches.

Hopefully we will be on an upward trajectory from here on & we look forward to welcoming everyone back to GPHC to enjoy this unique sporting jewel!

***Deb Welsh, Absolute Tennis***

### **Squash Coaching Report for 2021 from Shaikhit**

2021 for Shaikhit has been interesting! We did a number of things to keep our members fit, motivated and ready for squash this year whether they were able to get on court or not. We ran sessions to cater for lockdown restrictions both with online, squash-specific workouts and group park sessions whenever restrictions allowed. We created a 10-week free squash workout plan that we circulated to help members keep fit and healthy. It was a great way to stay engaged with members during lockdowns and get people ready for the return to court.

While we could, we grew our junior program and had our first juniors compete in state level tournaments which is fantastic. Keep an eye out for Ketan, Jay and Jenson at your next squash tournament! The GPHC

juniors have a great attitude and are always keen to improve so if you see them on court or at a tournament make sure to say hi and maybe even give them a hit....if you're brave enough!

This year GPHC held its very first professional men's and women's PSA event. This was a success and the Club is looking at making this an annual event, drawing players from all over the country. With restrictions easing, we are sure to attract international stars as well. Our members and juniors got to watch some great squash and it's hoped this event will grow over the years.

A major highlight of the year was our first Shaikhit interstate squash trip. We hosted 6 GPHC ladies on the Gold Coast for some sun, sand and most importantly squash, including training and test matches plus plenty of socialising. We had a great time and are planning our next tours in March/April 2022, based on demand. Places are limited, so register your interest early to avoid missing out as some are so keen to get up North they've booked spots already! This tour will be open to all. We've had interest from people throughout the grades and we'll do our best to lock people in of a similar standard, so you'll get a great experience. Please contact us for further details.

Next year will be a great one for Squash at GPHC. We'll run our annual Summer Series kicking off in January leading into the squash pennant season. This will be a great way to get our legs back and to finally hang out and socialise with members after too long.

We'll be focusing on growing junior numbers and our female participation which has been growing steadily at the club. We'll continue to offer squad/group sessions, matchplay sessions and squash-fitness sessions on top of regular lessons.

If you'd like to work on your game or want to talk about how to improve your squash, please don't hesitate to get in touch. 2022 will be great and at Shaikhit we thank you for all your ongoing support.

***Selena Shaikh, Shaikhit***

### **Tennis Coaching Report for 2021 from Terry Stone Coaching**

Despite the challenges of 2021 and only being able to conduct two and a half terms of coaching for the year, it has been a successful year. 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.

I would like to thank Adam Hubble, Adam Stone, Rob Ensor, Tom Zaleski, Kevin Gill, Clive Wilson, Jessie Graham, Oliver Tehan, Wes Neylon, Charlotte McIntosh, Emily Johnson, Peter Wilson, Colin Davis, John Hammond and Sarah Stone for the fantastic job that they have done and the dedication that they have shown in returning to coach again after the COVID lock downs.

We look forward to serving both the members and wider community in providing high quality tennis coaching during the upcoming year. Many thanks to our Club manager Julian O'Donnell and the committee for their continued support.

And lastly, a special thanks to Sandra Stone for the wonderful job she does every year, and in particular this past year, with all the additional administration related to the epidemic.

***Terry Stone, Tennis Coach***