



DOMAIN TENNIS CENTRE
2020-2021
ANNUAL REPORT



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ABOUT DOMAIN TENNIS CENTRE

WHO WE ARE

The Domain Tennis Centre is Tasmania's premier tennis club, established on its present site in 1964 after moving from the previous headquarters at Creek Road, New Town. The site is owned by the Hobart City Council and leased to the Centre to manage.

OUR MISSION AND VISION

- Our vision is for the Domain Tennis Centre to be recognised by our clients and community as the premier tennis facility
- Our mission is to encourage the playing of tennis in the spirit of friendship and enjoyment of the game

OUR PURPOSE

The Domain Tennis Centre is governed by its constitution through a Board of Management for the following objects and purposes:

1. To promote the game of tennis at all levels
2. To provide facilities for the playing of tennis
3. To arrange and conduct tennis competitions and to assist other persons or organisations in arranging and conducting tennis competitions
4. To provide all such facilities for the comfort and enjoyment of members of the Association and their guests

KEY VALUES

- Respect
- Integrity
- Enjoyment
- Quality
- Inclusion
- Sustainability

BOARD OF DIRECTORS

President

Eileen Smith

Vice-President

Charles Cook

Treasurer

Josh Potts (retired April 2021) Rudy Kloser

Board Members

Tony Dion

David Zerna

Andrew Murray

Public Officer

Edward Bouchier

DOMAIN TENNIS CENTRE TEAM

Centre Manager - Edward Bouchier

Programs Coordinator - Tony Blom

LIFE MEMBERS

Enda Burrow

Ian Murtagh

C. Ades S. Page

Theo Alexander

Viv Holloway

Sybil Vinen

Benn Rafferty

Hazell Turner

Audrey Hill

Arthur Mathews

Graham Lamphee

Gillian Anderson

Michael Burke

David Tunbridge

Barry Titmus



PRESIDENT AND CENTRE MANAGER REPORT

Dear Domain Tennis Centre Member,

It has been a busy and successful year for the Domain Tennis Centre (DTC) and our growth has exceeded expectations. The highlights being the 31% increase in membership and a 130% increase in casual court hire.

The DTC board has concentrated on developing four main strategic areas:

- Membership
- Programs
- Facility - Improvement and Development
- Governance

Membership

The continued growth in membership at the DTC has strengthened the club. It is in part the result of an investment made by the club in early 2020 to implement an improved client relationship management tool. This online management system allows for membership registration and payments (either annually & monthly membership), the development of more membership activities and better communication with members and the wider community. Membership has transitioned to a rolling membership year, rather than a fixed annual date. This change has improved the ease of becoming a member and has assisted the cash flow of the club. Our updated membership has added better clarity and consistency to all membership categories. A new tertiary student membership category has been added, and this membership group has gone from no members to 41 members in the year.

Programs

The DTC implementation of an expanded and coordinated annual calendar of events has provided additional playing opportunities for all levels and ages of players. The main events on the calendar being the Hobart Open, held in October, and Club Championship, held in March. Hopefully, the re-opening of Tasmanian State borders will bring a return of many interstate players which will provide a greater depth of competition and enhance club events.

Twilight pennants continue to thrive with an increase of 15% of players. The number of weekly pennant players peaked in the summer at 222. It has been great to welcome many new players, while we thank the considerable number of players who have played these pennants for many years!

The DTC pennant management software transitioned to Xpoint in April 2021. This has been a positive move as it has reduced our IT risk, saved the club around \$8,000 a year while providing more information and additional functionality to players. Thank you to all pennant players for their patience with the transition to Xpoint. Also, thank you to Mr Stewart Allwright, for his assistance in sharing his wealth of Xpoint knowledge.

Facility improvement and development:

Facility improvement and development is a high priority for the club. 2020-2021 has seen facility development happening! The club committed over \$300,000 in projects for the 2021-2022 year. The LED lights on courts 1-5 are now complete. The installation to courts 14 to 18 will commence in December 2021. The resurfacing and part fencing of Courts 17 & 18 will begin in November 2021.

The facility development has involved interaction with the Centre owner, the Hobart City Council. We really appreciate the advice given by Alderman Will Coats and for the way he continually advocates for the DTC at the Council level.

Government and other grants are essential for the DTC to improve its facilities. This year, the DTC was successful in securing \$54,000 funding to assist with LED court lighting. Thank you to the Tasmanian Government for its support and grant contributions.

Electricity is a significant cost to the club and we are planning to install solar panels on the northern stand. This project will significantly reduce our electricity expenses and address both financial and environmental sustainability areas.

Governance

The DTC Board has reviewed, developed, and updated many of its policies and procedures. These include those that deal with vested interest and procurement activities. The board aims to ensure our processes are open, transparent and align with accepted governance procedures.

The club spends a significant amount of money on various contracts. The DTC constantly reviews these agreements to reduce running costs and provide the club with better outcomes. A 14% reduction in power bill was negotiated with Aurora Energy, and a new agreement with Veolia will save \$500 annually and improve service provisions. The club has also implemented new improved clubhouse cleaning and grounds maintenance schedules with new contractors.

People

Thank you to all Board members, including retired members, and the DTC team for their commitment and passion during the year. This team has driven significant growth in tennis playing and improved the financial position of the DTC. We are well-positioned for the future.

Volunteers are essential to the club and we were lucky to have a reliable band who provided invaluable assistance throughout the year. It was fun for all while working to improve tennis at the Domain.

Sponsorships continue to be difficult to secure, however, with increased club activity the DTC is becoming more attractive in the current difficult COVID-19 period. The DTC is thrilled that Dunlop has become a sponsor. The Dunlop sponsorship injects \$6,000 into the DTC via cash, reduced costs and donations of various products. We also thank our longer-term sponsors, TJ Electrical and Rodgers Kitchens. These businesses that support our club deserve your business if the opportunity arises.

Growth Strategy

Our focus is on our Club members, potential members and working towards improving and developing facilities, tailoring our tennis programs and improving business systems.

Our club membership has a 70% male -30% female ratio. The DTC is particularly keen to develop our female membership. Consideration is being given to activities that would support this growth, whether it be running a weekend doubles pennant, a female-focused pennant, dedicated coaching for females or activities that engage families.

Juniors are the future of any club. We are keen to enhance opportunities for juniors and develop player pathways. The DTC will work closely with the Domain Tennis Coaches and Tennis Tasmania to achieve greater Junior membership. An interclub Junior competition will start in October 2021.

Social activities and social tennis are thriving. Recently, a successful luncheon was held for 50 social players. The trivia night was a wonderful success. Other activities will be developed. As always, we welcome members' involvement and feedback.

Outlook

The DTC is well-positioned to provide better tennis and social opportunities to our members and guests. We aim to increase participation through operating efficiencies and facility development. The Domain Tennis Centre, in conjunction with Tennis Tasmania, is developing a Master Site Plan for the Centre. This plan will identify the major facility projects needed to host major events like the Hobart International or other large community events. At the same time, the project will address the needs of the DTC and those of the wider community. Your input and ideas to the consultants will be appreciated.

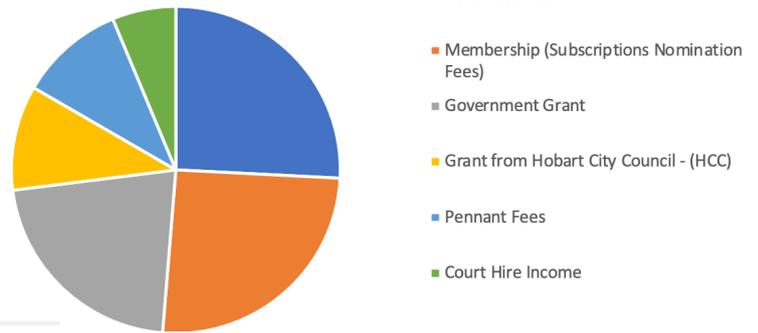
The DTC looks forward to continued growth and to be a strong club for all to be proud of and enjoy. Thank you to all the members for your contributions and support throughout the year.

Eileen Smith, President
Edward Bourchier, Centre Manager

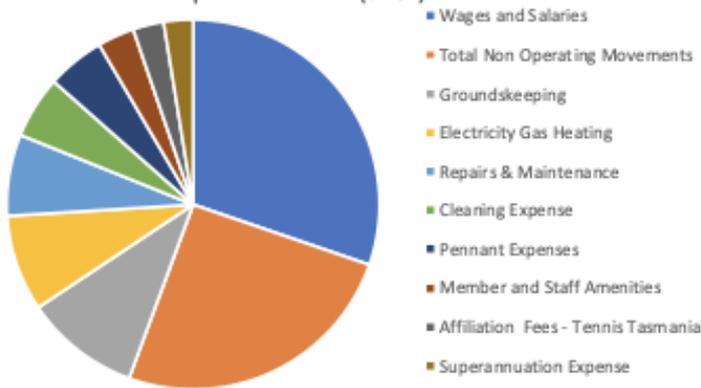
TREASURER'S REPORT

Based on the audited accounts, this financial year has seen a marked improvement (\$87K) in the club's financial position from June 2020 (-\$16K). This is a result of several factors relating to greater and more diverse participation, improved government grants and financial management in a COVID setting. The club has a broad income base of government and council grants, rents and memberships.

Income 20-21 (93%)



Expenses 20-21 (92%)



In 2020-2021 the main cash expenses were in: salary, capital, repairs/maintenance and utilities. The capital expense in 20-21 (-\$84K) was mainly due to the installation of new LED lights and this spend is projected to increase to (-\$300K) in 2021-2022 as we focus on lighting and court resurfacing.

Based on the Board approved 2021 - 2022 budget, we project that the club will reduce its cash reserves from \$299K to ~\$100K at the end of the 21-22 financial year. This is subject to the Board monitoring the operating, income and capital expenses throughout 2021-2022. Also, as noted by the auditor, a review of the non-current assets. Based on the 2020 - 2021 audit and approved budget for 2021 - 2022, the club is and should remain solvent.

A YEAR IN NUMBERS

Key figures

130%

- INCREASE IN CASUAL COURT HIRE REVENUE
- 909 CASUAL COURT HOURS

118%

- INCREASE IN VENUE HIRE REVENUE

33%

- INCREASE IN PENNANT REVENUE
- 222 PENNANT PLAYERS

31%

- INCREASE IN MEMBERSHIP REVENUE OVER
- 545 MEMBERS

24%

- INCREASE IN INCOME RECEIVED FROM RENT

Grants

4

- GRANTS APPLIED FOR

\$54,045

- IN GRANTS RECEIVED

Infrastructure Investment

\$93,887

Investment into the site includes

- LED lights on courts 8, 9, 10 and West (west lit to international competition standard)
- Front gate repairs
- Self-closing gates around the site to assist with access
- General repairs and maintenance



\$86,854
NET SURPLUS

MEMBERSHIP

The Domain Tennis Centre membership has grown to 545 this is up 31%. This significant growth is because of various reasons:

- Investment the club made in early 2020 to implement client relationship management tool
- Developed and implemented online registration and payments (annually & monthly)
- More programs
- Consistent and informative communications with members and the community



Membership breakdown:

- Adult – 223
- Midweek – 71
- Student – 41
- Family Primary – 34
- Family Partner – 27
- Family Child – 43
- Junior (11-17) -34
- Junior (10 under) - 3
- Member Sponsor Primary – 4
- Member Sponsor Partner – 3
- Life Member Purchased Primary – 26
- Life Member Purchased Partner – 22
- Life Member Honorary – 4
- Leaseholder - 10

Gender

- Female - 31%
- Male – 69%

Other changes include

- Rolling membership year
- Membership agreement
- Promotion of a student membership

PENNANT REPORT

The DTC has had over 222 registered pennant players this year. It was great to see a larger number of new players in the pennants with many coming from coaching programs and new members to the club.

Pennants held

- Monday
- Tuesday A Grade
- Wednesday
- Thursday Red Pennant
- Thursday Blue Pennant
- Friday Morning Doubles Pennant

We recently changed pennant management systems with the implementation of Xpoint. Xpoint has allowed us to use different formats, including two-player teams and multiple divisions. Xpoint has many advantages from an admin point of view, including the ability to see and track fill-in requests. We have also started player meetings at the start of each pennant to better engage with pennant players and provide new players with a chance to meet other players.



TENNIS

The Domain Tennis Centre plays host to a number of playing opportunities for all players and abilities, these are highlighted by the following:

- Twilight Pennants - run Monday to Thursday, each night has 3 seasons over the year.
- Friday Morning Doubles
- Junior Friday Pennant
- Tournaments - Hobart Junior Championships, Hobart Open and Domain JDS
- UTR Events - Valentine's Day Mixed Doubles, Junior-Senior Doubles, Christmas Mixed Doubles, Domain Doubles Day, School Holiday UTR Tournament, Return to Play Tournament
- Club Championships
- Social Tennis
- Premier League



Summer Thursday pennant winners and runners-up



2020 Hobart Open

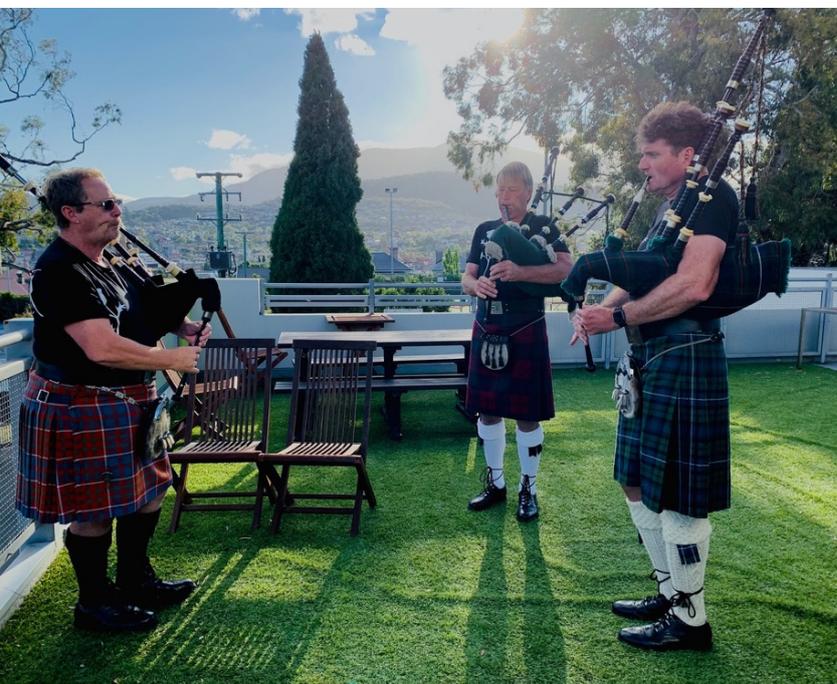


Premier League Winners

EVENTS

The Domain Tennis Centre has hosted a number of social events over the past year to bring people together off the court:

- Christmas Function - This was highlight by Barry Titmus inducted as a life member.
- Trivia Night - hosted by Tim & Ben Payne
- Social Tennis Lunches
- Hobart Open Player and Parent Dinner



Barry Titmus presented with life membership by Jon Aufder-Heide

Member Peter Dick playing the bagpipes at the DTC Christmas Function

SPONSORS

Dunlop Sponsorship

In June 2021 The Domain Tennis Centre Srixon Sports Australia / Dunlop and Stringlab announced a two-year agreement to which all parties will combine to enhance the products, services and facilities that are used by tennis players statewide at the Domain Tennis Centre in Hobart.

Edward Bouchier Center Manager at DTC says *the partnership is an exciting opportunity for the club to collaborate with a global brand. The DTC will exclusively use Dunlop branded tennis balls in all its pennants and competitions and shortly will announce a Dunlop branded range of apparel for its members.*

The Stringlab team

is thoroughly motivated to get the best result for its joint partners. *This is really the first opportunity we have had to work with a world-leading brand and our host tennis club (Tasmania's Largest) for the betterment of our customers, club players and the broader tennis community. A part of the agreement is to ensure a full product range is available in-store and online, a set of demonstration racquets is available for testing and a range of tennis balls including Dunlop's A/O ball is available at retail but also wholesale pricing for clubs and coaches.*

"This is quite a commitment in dollar terms" for us, stated Stewart Allwright but "having stock available on the island and having the opportunity to work with a global tennis brand helping to develop a product specifically for our needs will be an amazing process"

Marco Comuzzo Brand Manager of Dunlop AUS/NZ says, *"Dunlop welcomes the agreement with both DTC and Stringlab and we are proud to be supporting tennis in Tasmania in an even bigger way. With the official ball of the Australian Open and also the Hobart International, we know that members of DTC and the tennis community alike in Hobart will enjoy playing with the Dunlop ball and look forward to working more closely with Stringlab to increase both our ball and equipment offerings to the local tennis community. We'd encourage all tennis players to head into Stringlab and demo a Dunlop racquet to feel the difference"*

Sponsors have been an important part of the club for many years. There are a number of sponsorship packages the club offers. One new package has been member sponsors. Thank you to our member sponsors

- Cook Family
- Morgan Family
- Rodgers Family
- Hawker Family



LEASEHOLDERS

The Domain Tennis Centre leaseholders are an important fabric to the club. The DTC has continued to work closely with leaseholders to add value to all.

Leaseholders are:

- Tennis Tasmania
- Tennis Domain Coaching
- Stringlab
- Freedom Fitness
- Domain Massage
- Frogg & Fyshe Bar
- Display Equipment Australia
- Mint Fresh

LEASEHOLDER HIGHLIGHT



Tennis Domain Coaching

It has been a very busy year at the Domain Tennis Centre for our club coaches. We have many students coming to the club through, hotshots programs, private lessons and adult groups.

COACHES

Senior Coaches: Tony Blom, Mickey Conallin and Simon Youl.

In 2021 we have added a number of assistant coaches to help deliver additional programs. Thank you to Casey Ambler, Ruben McCormack, Sam Edgar, Summer Wilkinson and Fletcher Hilder for all their help.



80+

IN EACH TENNIS CAMP THERE ARE FIVE CAMPS A YEAR

32

JUNIOR PENNANT PLAYERS

67

DEVELOPMENT SQUAD PLAYERS

67

ADULT GROUP COACHING

75+

PRIVATE COACHING SESSIONS A WEEK

152

HOT SHOT PLAYERS
• 87 BOYS
• 65 GIRLS

SUSTAINABILITY

The Domain Tennis Centre views sustainability as an important direction for the club. This focus has been highlighted by the move to LED lights now installed on 4 courts with a further 10 courts to transition in 2021 -2022. The transition to LED court lighting has reduced the kilowatt usage by one third while at the same time tripling the lighting levels on these courts compared to the traditional lights.



New LED lights on court eight

The club has identified a Solar installation project on the roof of the Northern Stand. Quotes have been received and the club is looking at government programs to deliver projects. Once completed, it will significantly reduce the club's and electricity usage from the grid.

MARKETING

10

NEWSLETTERS
PUBLISHED

A key Focus in 2020-2021 continues to be engaging with members and the community through a variety of communication channels. This includes frequent newsletters, social social media and club noticeboards.

The club has also been seen in a number of newspaper articles and local news TV segments.



When to Play

- Monday to Thursday Twilight Pennants
 - [Register as a substitute](#)
- Junior Development Series (JDS) - September 19
 - [Entries close September 12 Register here](#)
- Hobart Open - October 1- 4
 - [Entries close September 21 Register here](#)
- NEW! Saturday Doubles Pennant starting in October - entries will open soon!
- Friday Morning Doubles Pennant
- Coaching programs - [Register here for various sessions](#)
 - [DTC weekly coaching schedule](#)
- Social Tennis Tuesday & Thursday mornings - Starting from 9 am
- Saturday Social Tennis - Starting from 11 am

1,367

CONTACTS IN
DATABASE



479

FACEBOOK
FOLLOWERS



220

INSTAGRAM
FOLLOWERS
WITH 51 POSTS



DIVERSITY AND INCLUSION

The Domain Tennis Centre continues to support organisations in the community and is the primary facility for other tennis clubs :

- Reclink
- New Horizons
- Paraquad Tasmania
- School groups
- SSATIS tennis roster
- Sandy Bay Rotary Club
- Hobart Out Tennis Club
- St. Therese's Tennis Club
- Mid Week Ladies



Hobart Out Tennis Club



FORWARD OUTLOOK

The Domain Tennis Centre is committed to invest and improve infrastructure to enhance your tennis experience. For 2021-2022 the club has committed to \$300,000 on projects, these projects are:

- Resurfacing courts 17 & 18
- LED lights on court 1-5 and 14-18
- Redevelopment of the lower car park

\$300,000

IN INFRASTRUCTURE PROJECT
COMMITTED IN 2021-2022

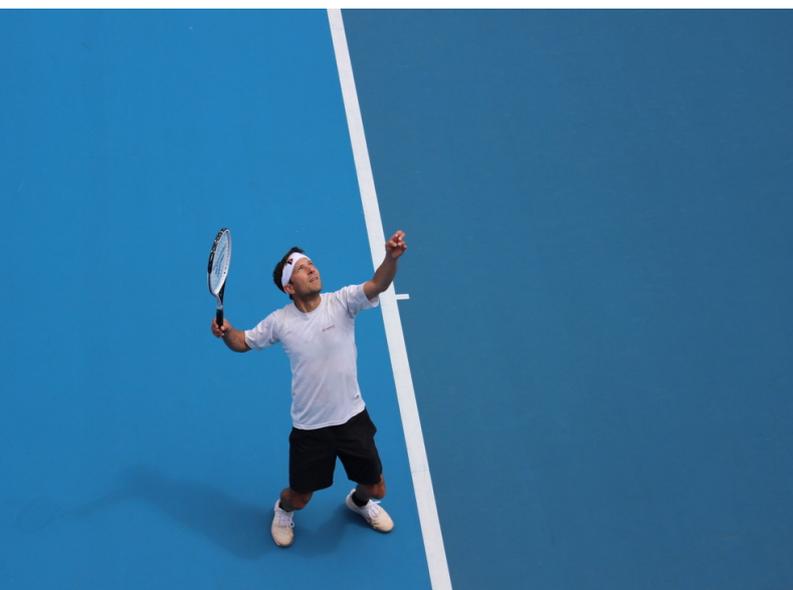


Valentine's Day Mixed Doubles

Master Site Plan

The Domain Tennis Centre has continued to develop its relationship with Tennis Tasmanian. The club has committed to developing a feasibility study that will lead to a Site Master Plan with Tennis Tasmania. This process will identify major projects to develop the site to meet the requirements to host Major Events (both tennis and community events) and meet the DTC Club's needs, the local community, and be a State asset.

LED lights being installed on West court



FINANCIALS

Profit and Loss

Domain Tennis Centre
For the year ended 30 June 2021

	2021	2020
Trading Income		
Ball Machine Hire	1,140	436
Car Parking Income	-	3,463
Coffee Machine Sales	1,719	106
Court Hire	27,281	14,164
Domain Voucher	545	3,277
Fundraising and Events	1,970	465
Govt Cashflow Boost	14,212	10,000
Grant from Hobart City Council - (HCC)	45,479	45,479
Guest Fees	4,006	9
Interest Income	2,519	977
Jobkeeper Subsidy	27,000	6,000
Court Lighting Income	1,360	-
Membership	109,892	83,870
Pennant Fees	43,585	30,375
Proceeds of Insurance Claim	-	11,526
Rent Received	115,332	93,178
Sponsorship	-	3,045
Tasmanian Government Grant	54,045	17,824
Tournament Income	14,908	9
Venue Hire	3,526	1,617
Women's International Event Fee	-	29,957
Total Trading Income	468,519	355,777
Gross Profit	468,519	355,777

Operating Expenses		
Accounting and Audit	3,000	4,058
Advertising	573	1,273
Affiliation Fees - Tennis Tasmania	8,932	7,383
Bank Fees and charges	5,063	1,952
Bookkeeping	1,530	1,897
Catering	-	3,258
Cleaning	19,558	14,295
Computer Expenses	6,074	12,836
Consultancy fees	-	1,475
Depreciation and Amortisation	78,720	76,959
Electricity Gas Heating	28,264	28,564
Freight	395	-
Fundraising Functions and Events	948	1,116
Groundskeeping	36,851	31,705
Hobart Open	-	100
Insurance	5,227	4,903
Interest Paid	7	-
Legal Fees	1,010	3,538
Court Light Replacement	875	12,602
Meet Expenses	388	-
Member and Staff Amenities	11,301	8,825
Pennant Expenses	17,428	7,877
Postage	195	376
Printing and Stationery	649	2,129
Repairs & Maintenance	32,227	39,769
Staff Training	-	82
Superannuation Expense	8,486	6,672
Telephone and Internet	4,361	5,617
Tournament Expenses	4,500	494
Vouchers	3,875	5,642
Wages and Salaries	101,228	86,486
Total Operating Expenses	381,665	371,883
Net Profit	86,854	(16,106)

Balance Sheet

Domain Tennis Centre
As at 30 June 2021

	2021	2,020
Current Assets		
Cash at bank	299,414	79,657
Term Deposit	-	117,500
Debtors	12,530	15,396
Total Current Assets	311,944	212,553
Non-current Assets		
Clubhouse and Court Development	2,054,487	1,977,317
Improvements to Grandstand	92,465	92,465
Less: Accumulated Depreciation	(929,245)	(863,180)
Other Leasehold Improvements	230,144	565,497
Less: Accumulated Amortisation (Other Leasehold)	(91,629)	(424,091)
Plant and Equipment	76,967	198,799
Less: Accumulated Depreciation (P&E)	(54,335)	(172,659)
Website Development	66,320	59,470
Less: Accumulated Amortisation (Website)	(21,863)	(15,605)
Other Intangibles	450	450
Total Non-current Assets	1,423,761	1,418,463
Total Assets	1,735,705	1,631,016
Current Liabilities		
Trade Creditors	20,172	5,088
ANZ credit card	-	160
GST	(6,260)	(1,788)
PAYG Tax	4,187	4,075
Provision for Annual Leave	10,244	3,176
Superannuation Liabilities	832	629
Total Current Liabilities	29,175	11,340
Non-current Liabilities		
Provision for Long Service Leave	-	-
Total Non-current Liabilities	-	-
Total Liabilities	29,175	11,340
Net Assets	1,706,530	1,619,676
Current Year Earnings	86,854	(16,106)
Retained Earnings	1,619,676	1,635,782
	1,706,530	1,619,676

TESTIMONIALS

Mark Thomas - Pennant Player

I have been a member for more than five years, playing in the Thursday night pennant.

The competition is strong and the people involved across the board have been extremely welcoming and friendly.

It's great to have a game ... in all weathers in Hobart ... and catch up afterwards in the bar for a beverage and chat.

A wonderful club, full of excellent people.

Justin Bowman-Shaw - Pennant Player

Fabulous facilities: 3 different playing surfaces; extremely friendly and helpful staff; thriving pennant and social tennis to suit your ability; hugely enjoyable socializing in the 'Fishy and Frogge' bar after play; sensational views of the Derwent and kunanyi.

Marco Zanetti - New Adult Player to the Club

'I had never played tennis in my life but the tennis on tv intrigued me. The DTC was there to offer all the support I needed as a new player and a new member.

I had my first lesson at the DTC with an experienced and professional coach and the DTC is where I had my first match too. I can call it an 'every day club experience' with many great events either social or competitive.

In the last two years, I have been witness to many upgrades made around the club; new surfaces on the hardcourt, new LED lights on almost every court and new software to track your performance as a tennis player. Yes, the DTC is my tennis club and my happy place in Hobart.'

Andrew

Great environment and place to play. Recently done some upgrades to Court Lighting which is enhancing the on-court experience.

Renato Lazari

Good club and nice members. Nice support and coaching.

Stephen Psaila

Great venue, great social group and the barman, Chris Fyshe is a great guy for a few laughs

Thuthi Abey

Tennis courts with a stunning view!

Alison Hutchison - Social Tennis Player

As a regular Tuesday and Thursday social player, spanning over 14 years, I feel very fortunate to belong to this dynamic and friendly group. Our group began nearly 30 years ago and we have retained a regular base of 40 plus players. This group provides more than just exciting games of tennis. The social aspect is just as important to me and most of our group. We have regular social events throughout the year which vary from individuals hosting lunches to restaurant and cinema outings and barbecues at the clubhouse.

I am delighted with the support we get from Eddie, the manager and Stewart at StringLAB, both of whom direct new players to our group and assist in any way they can.

There are many people there just like me, who feel that this group is vital for our physical, emotional and social well-being.

Paul Clemens - A long time member

'I first played social tennis at the Domain in April 1996, over 25 years ago. The camaraderie of my fellow players, the beautiful setting and the good, healthy exercise have got me through a number of life crises: the loss of my teaching career through cutbacks, divorcing my second wife, the death of my mum and dad, divorcing my second wife and last year liver cancer.

On a happier note, I married my fourth wife, Catherine, in the Club House in February 2007.

I've absolutely loved the whole damn thing and tennis has given me a perspective on life's travails worth a million dollars. Plus, it's given me the opportunity to annoy literally hundreds of people with my over-exuberant style of play.'



Thought about sponsoring?

BEING A SPONSOR CAN BE VERY REWARDING

Being a sponsor at the Domain Tennis Centre is an excellent way to support this unique community facility. You have the opportunity to interact, market and advertise to over 550 loyal club members as well as hundreds of visitors each week.

The club offers a variety of sponsorship packages, starting from \$1,000. Sponsorship includes:

- on court signage
- membership
- pennant fees
- venue hire
- ball machine use
- recognition in club media

And of course, sponsorship is tax deductible.

To learn more about sponsorships please send an email to Edward at manager@domaintennis.com.au or call 62344805

