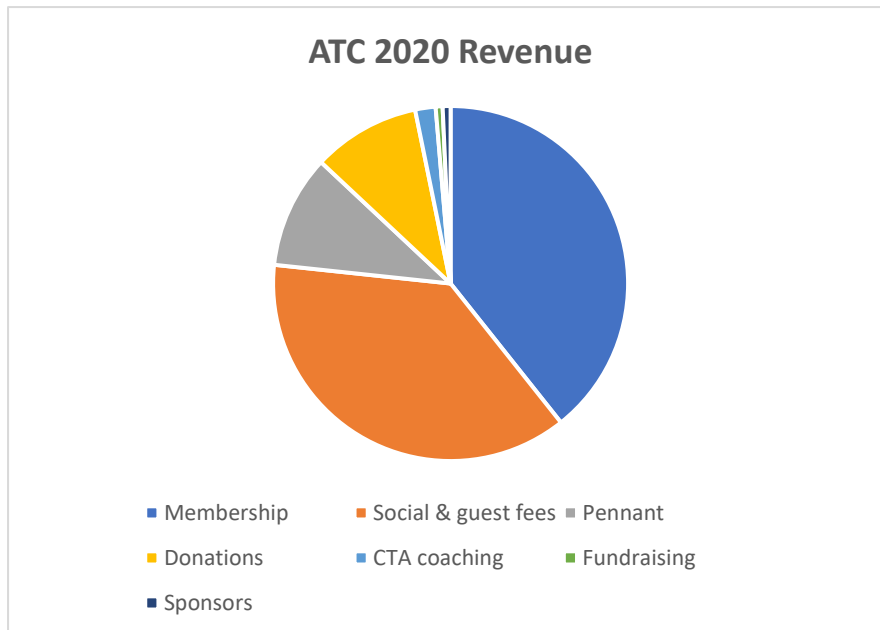


Ainslie Tennis Club

Revenue Manager's Report for 2020

Total revenue **\$41,812**



The largest contributors were as expected:

- Membership fees of \$16,439 and
- Social and guest fees including court hire of \$15,625. Of note is income of \$4,731 from the new coaching agreement with Active Tennis Coaching. Coaching brought in \$3,112 in 2019 of which \$778 was actually paid in 2020. The Hendy Cup brought in \$510 which is good considering that the competition was held over a very short space of time.

The second largest contributors were:

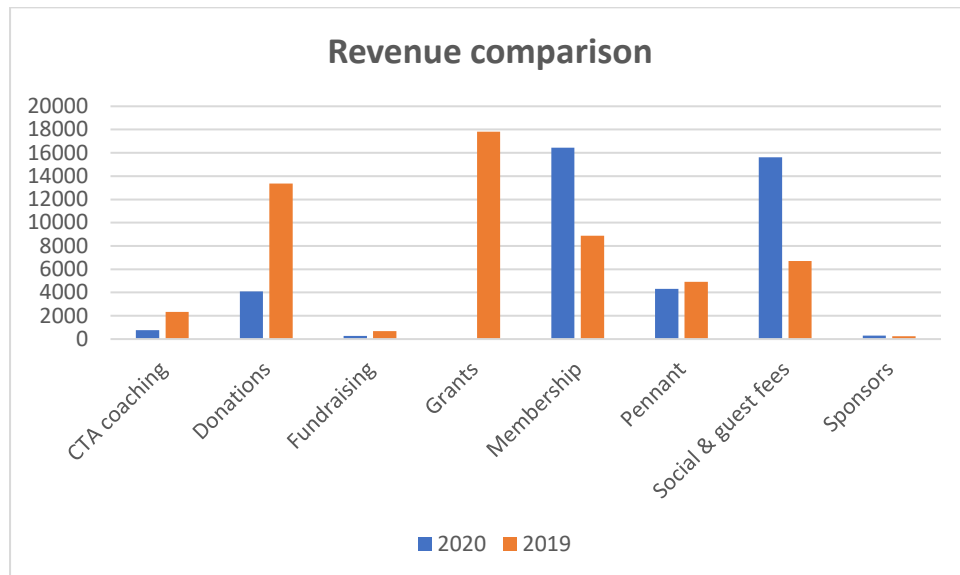
- Pennant fees of \$4,305 and
- Donations of \$4,101 of which \$4,000 came via the Sports Foundation.

Other income:

- The last payment from the previous coach of \$778
- A sponsorship of \$300
- Fundraising via the raffle of \$264.

Considering that 2020 was a year of doom and gloom due to COVID-19, the club did remarkably well. It also has to be noted that the courts were closed for approximately 6 weeks. Looking ahead we will be considering further fundraising options and we will promote donations via the Sports Foundation.

Below is a comparison of revenue for 2020 and 2019. Of note is that a grant of \$17,807 was received during 2019. Further grants have been pursued, but unfortunately unsuccessfully. Although membership income in 2020 looks extremely high compared to 2019, there is a timing factor to take into account as well. Members were encouraged to renew late in 2020 which may impact the 2021 revenue number. In 2019, we received a number of donations which were specifically given towards the clubhouse repairs.



Thank you to everyone for their financial support via membership, donations or by any other means.

Regards

Carol Ruster

Revenue Manager