

Weston Creek Tennis Club

April Committee Meeting Minutes

Tuesday 9th April 2019, 7:30pm, Club

1	PRESENT
	Stewart Back, Geoff Kotz, Brian Chauncy, Clair Dupont, Maggie King, Graeme Rossiter, Dan Green, Lorraine Ovington, Hugh Bush and Mark Walton.
2	APOLOGIES
	Johnny Swientek
3	ACCEPTANCE OF PREVIOUS FEBRUARY MINUTES
	3.1 Accepted with no changes.
4	BUSINESS ARISING FROM PREVIOUS MINUTES
	4.1 Action List as of 9 April 2019.
	4.2 ACTION: Clair to update the information on the club's Notice Board.
5	CORRESPONDENCE
	5.1 Refer to Correspondence .
	5.2 Executive Committee agreed to charge \$500 for a half day for the ANZ Junior Pennant Finals. ACTION: Geoff to contact Tennis ACT and negotiate price for ANZ Junior Pennant Finals to be held at WCTC in June 2019.
	5.3 ACTION: Mark will send a proposal for the ACT Government's Participation Innovation Fund to Executive so that the proposal can be narrowed down and submitted by 3 May 2019.
	5.4 The Lennock advertising banner was removed
	5.5 Executive was advised that if the gum tree was pruned, WCTC does not need government approval. When Andre Sneyers was contacted, he advised the tree is dying and the rot is spreading. Historically clubs have to pay for the removal of any trees on their property. Lorraine will check if the application needs amending for removal of the tree. The Executive Committee agreed that it was best if the tree was removed as it was dying. This was added after the Committee meeting. Andre Sneyers advised a new application is not required as the tree is dying; the Conservator of ACT trees has allowed 5 years for removal of the tree in his decision (Refer to ACT Government Decision Letter). The Executive will get another two quotes for the removal of the tree from 1. Dowling Tree Services and 2. Ricks Tree Services. The club would also keep some wood for members use.

6	EXECUTIVE ANNUAL REPORTS
	<p data-bbox="331 275 508 306">6.1 President</p> <p data-bbox="331 352 508 384">6.2 Treasurer</p> <p data-bbox="331 430 786 462">6.2.1 Refer to Treasurer's Report.</p> <p data-bbox="331 508 1417 623">6.2.2 The Executive Committee agreed to get six sets of keys to outside gates for pennant players. ACTION: Stewart to get six sets of keys made for pennant players.</p> <p data-bbox="331 669 1417 810">6.2.3 The Executive Committee agreed to let Graeme to purchase mulch, compost and hose winders to fill in sand pit and reach gardens. ACTION: Graeme to purchase mulch, compost, hose winders and send to Geoff for reimbursement.</p> <p data-bbox="331 856 1377 930">6.2.4 ACTION: Geoff to continue to investigate ACTEWAGL LED Light Discount after concerns were raised about the ACTEWAGL agent.</p> <p data-bbox="331 976 548 1008">6.3 Membership</p> <p data-bbox="331 1054 807 1085">6.3.1 Refer to Membership Report.</p> <p data-bbox="331 1131 1417 1205">6.3.2 Geoff would appreciate it in the future if all payments were made from April as early payments cause problems with the financial system.</p> <p data-bbox="331 1251 1393 1392">6.3.3 ACTION: Geoff to discuss membership fees with Johnny for Wednesday night social tennis. Fees are currently \$3 for members, \$6 for non-members. It should be \$6 for members, \$12 for non-members in order to account for lighting costs.</p> <p data-bbox="331 1438 459 1470">6.4 Coach</p> <p data-bbox="331 1516 721 1547">6.4.1 Refer to Coach Report.</p> <p data-bbox="331 1593 1308 1667">6.4.2 ACTION: Stewart to check with Mark that all his coaches are WCTC members.</p> <p data-bbox="331 1713 492 1745">6.5 Pennant</p> <p data-bbox="331 1791 725 1822">6.5.1 Refer to Pennant Report.</p>

7	GENERAL BUSINESS
	<p><u>7.1</u> Geoff Kotz will be away overseas from 3 July – 28 August so will be unavailable to attend AGM. The AGM will be decided at the June Committee Meeting.</p> <p><u>7.2</u> The clubhouse is cleaned twice a week. The cleaner is paid once a year.</p> <p><u>7.3</u> Tennis Australia Club Development Roadshow Overview by Dan Green</p> <p><u>7.4</u> Graeme Rossiter presented the Executive Committee with a draft copy of the Weston Creek Tennis Club Strategic Plan. Committee members agreed to provide input/comments to the draft before the meeting including member, pennant and coaching input. The Executive Committee agreed to hold a Strategic Planning meeting on Tuesday 21 May 2019 from 7:30pm at the Raiders Club.</p> <p><u>7.5</u> ACTION: Graeme to send WCTC Strategic Plan to Clair to circulate to the Executive Committee for input/comment by Friday 26 April 2019.</p> <p><u>7.6</u> ACTION: Graeme to book Raiders Club for WCTC Strategic Planning meeting on Tuesday 21 May 2019 from 7:30pm.</p>
8	NEXT MEETING: Tuesday 4th June 2019
	<u>8.1</u> The next meeting will be held on Tuesday 4 June 2019.
9	MEETING CLOSE
	<u>9.1</u> The meeting closed at 9:30pm.

Prepared by Clair Dupont, WCTC Secretary

Action List

#	Item	Date Raised	Actioned By	Comments	Progress
1	Geoff to contact Tennis ACT and negotiate price for ANZ Junior Pennant Finals to be held at WCTC in June 2019.	9-Apr-19	Geoff		In Progress
2	Graeme to purchase mulch, compost, hose winders and send to Geoff for reimbursement.	9-Apr-19	Graeme		In Progress
3	Geoff to continue to investigate ACTEWAGL LED Light Discount	9-Apr-19	Geoff		In Progress
4	Geoff to discuss membership fees with Johnny for Wednesday night social tennis. Fees are currently \$3 for members, \$6 for non-members. It should be \$6 for members, \$12 for non-members in order to account for lighting costs.	9-Apr-19	Geoff	Monday, Wednesday and Saturday Social tennis fees were updated on the website. Executive still to discuss Wednesday night fees with Johnny. 27/5	In Progress
5	Stewart to check with Mark that all his coaches are WCTC members.	9-Apr-19	Stewart		In Progress
6	Removal of gum tree (E. nicholii). Need approval from ACT Government and quotes.	5/2/19	Geoff / Lorraine	Refer to WCTC April 2019 Minutes. Approval to remove tree granted. Three quotes needed.	In Progress
7	Graeme will get some CCTV stickers for club.	4/12/18	Graeme		In Progress
8	Graeme will follow up with the results of the ACT Grant.	4/12/18	Graeme		In Progress

9	Clair and Lorraine to develop a WCTC Survey.	4/12/18	Clair & Lorraine		In Progress
10	Graeme to send grant application to Clair for records. - ACT Community Grant \$3000		Graeme	Graeme to resend to Clair 4/12	In Progress
11	Executive/Graeme to set up coaching brainstorming session.		Graeme		In Progress
12	Mark Walton to provide a more detailed Business Plan to the Executive.	08/14/2018	Mark	Rob has bought a 10% share in Marks business. 9/4	In Progress
13	Graeme will further investigate fencing costs and the clubs needs after the outcome of the grants have been announced.	10/09/2018	Graeme		In Progress
14	Graeme and Maggie will work on the Clubs Strategic Plan including a refurbish court plan or program.	11/04/2018	Graeme		Ongoing
15	Constitution	06/02/2018	Hugh		Watch & Act
16	Clair to update the information on the club's Notice Board.	9-Apr-19	Clair	Removed old information from board. 21/5	Complete
17	Mark will send a proposal for the ACT Government's Participation Innovation Fund to Executive so that the proposal can be narrowed down and submitted by 3 May 2019.	9-Apr-19	Mark	Mark did not provide input before the 3 May deadline so WCTC did not submit an application. 27/6	Incomplete

18	Stewart to get six sets of keys made for pennant players and provide them with a copy.	9-Apr-19	Stewart		Complete
19	Graeme to book Raiders Club for WCTC Strategic Planning meeting on Tuesday 21 May 2019 from 7:30pm.	9-Apr-19	Graeme	The room could not be booked as no rooms were available, meeting was held at Club. 27/5	Incomplete
20	Stewart to enquire about plexicushion courts with Power Courts in the Hunter Valley	4/02/2019	Stewart		TAKE OUT
21	Graeme to send WCTC Strategic Plan to Clair to circulate to the Executive Committee for input/comment by Friday 26 April 2019.	9-Apr-19	Graeme		Complete
22	Clair to update website with membership renewal information once Brian is ready.	5/2/19	Clair		Complete
23	Dan to contact Stewart and organise remaining cans of balls for pennant.	5/2/19	Dan	Dan collected balls from Stewart but there weren't enough. Stewart negotiated with Rebel and got \$15 for 3 tins. Dan to come again to pick up more balls. Still have \$200 credit with Rebel. 9/4	Complete

24	Brian to set up membership system for new period, send individual emails to current members and send out email to all members.	5/2/19	Brian		Complete
25	Geoff to investigate cause of leaking in women's bathroom. Once cause of leak is found, Geoff will get quotes, advise the Executive, and fix as per Executive approval.	5/2/19	Geoff	Silicon glue was used to fix the leak. The bathroom is not leaking anymore. It was recommended that the roof should be painted. Geoff is waiting for a quote. 9/4	Complete
26	Brian to investigate Book A Court system.	5/2/19	Brian	Working reasonably well now.	Complete
27	The Elm tree worms have reappeared. Stewart will organise to get the tree reinjected in winter / end of winter (August).	5/2/19	Stewart		Complete
28	Brian to respond to the Majura court resurfacing email enquiry and introduce them to Craig Bowron from Sports Zone.	4/12/18	Brian		Complete
29	Geoff will further investigate the purchases of a home security (CCTV) system and advise Executive. Number one option is current a Jaycar system for \$449 which has four cameras and 1 TB harddrive. Club would need to get a monitor.	4/12/18	Geoff	Four CCTC cameras and systems installed. 9/4	Complete

30	Brian to investigate as super administrator if he can you override other bookings in Book a Court or enquire with book a court administrtors	5/2/19	Brian	Administrators (Brian, Clair and Dan) can override if needed. 9/4	Complete
31	Geoff to follow up with electrician for club outside lighting.	5/2/19	Geoff		Complete

Correspondence

1. Tennis ACT has requested a quote for the use WCTC courts for the **ANZ Junior Pennant Finals on Sunday 30th June 2019**. This would include the use of 10 courts from 8:30-1:30 and 2 courts from 9:00-1pm. Executive happy to provide a quote for this tournament.
2. Applications are currently open for the **ACT Government's Participation Innovation Fund**. Requests for Proposals close on **3 May 2019**. Sport and Recreation is calling for individuals and organisations with a passion for getting people active to submit proposals for creative ideas that specifically target Canberrans that are not already engaged in sport, recreation or physical activities. Funding of up to \$50,000 is available under the Participation Innovation Fund.
3. The (relatively) new **Lennox advertising banner** on the fence of the court nearest the clubhouse is causing some problems for those who play a lot on court 7-8 as they can't see who is sitting at the club and who enters the club. A WCTC member has requested the banner be moved to another location.
4. **L J Hooker** has thanked WCTC for its assistance and cooperation for their **Charity Day** held at the club. It was greatly appreciated and made it a lot easier to organise. The people who attended loved the site and it was a big success of the day. L J Hooker raised close to \$2,500 for the Charities of the day. They will do it again next year and would love to use WCTC again.
5. Geoff and Stuart met John Peri from the Kambah depot of Perks and Gardens to get an "un"commercial opinion as to what to do with the **tree**. His advice was to get rid of the dead branch and give the tree a general pruning. He thought the tree might be a significant tree and when it was enquired as to who had responsibility for maintenance, he suggested we should email him about the meeting and ask him to forward the email to the Tree Protection Unit for Mark Deihm for clarification as to who is responsible for what. We advised him our top priority was safety which he understood; but did not offer any 'dangerous' comments about the tree, and did not think that removal of the dead branch/trunk would undermine the tree's safety. Geoff and I have sent an email to John Peri for forwarding to the Tree Protection Unit as he suggested. At this stage, no urgent action required, or an immediate need to spend \$3000 removing it, if approved.

Clair Dupont
WCTC Secretary

ACT Government – Gum Tree – Decision Letter



ACT
Government

Transport Canberra and
City Services

Ms Lorraine Ovington
Weston Creek Tennis Club
PO Box 3157
WESTON ACT 2611

NOTICE OF DECISION *Tree Protection Act 2005*

Dear Ms Ovington

This letter is notice of the Conservator of Flora and Fauna's decision regarding an application for a proposed activity under the *Tree Protection Act 2005* (the Act) at **DILLON CLOSE, WESTON**. The notice is issued in accordance with section 26(2) of the Act. The location of the relevant tree/s and reasons are set out in the attached Conservator's decision, dated **4 April 2019**.

Where approval for an activity has been granted, it is a condition of approval that the activity cannot commence before **Friday 26 April 2019** and is to be completed as soon as practicable after commencement, but in any case, no later than **Thursday 25 April 2024**. If the approved activity is not carried out before this date a new application or request for extension needs to be submitted to the Tree Protection Unit for this activity to occur.

The Conservator's Decision (attached) is internally reviewable. You may apply for reconsideration of the decision under section 107 of the Act. The application must be in writing and must set out the grounds upon which reconsideration of the decision is sought.

An electronic (Application for Reconsideration) "Smartform" is available to download via the [Access Canberra website](http://www.tccs.act.gov.au/city-living/trees/tree_activity_application_forms) link: http://www.tccs.act.gov.au/city-living/trees/tree_activity_application_forms. The application must be made within **14 days** of the date of this notice by **Tuesday 23 April 2019**. An application for internal review will suspend any regular activity on tree/s subject to the reconsideration appeal. The review process may take 60 days and may confirm, vary or set aside the first decision.

If you do not agree with the reconsidered decision, you may apply to the *ACT Civil and Administrative Tribunal* for review of the decision. You may also seek review of the decision under the *Administrative Decisions (Judicial Review) Act 1989*. You may also contact the *ACT Ombudsman* if you have concerns about the decision.

Please Note: In addressing the concerns outlined in your application, as a minimum it is recommended that:

- deadwood is removed and minor pruning can be undertaken in accordance with *Australian Standard 4373, 'Pruning of Amenity Trees'*. Pruning carried out in accordance with this standard does not require approval.
- the tree be assessed regularly by a qualified arborist to undertake a hazard and risk assessment every year as deterioration has commenced.

GPO Box 158 Canberra ACT 2601 | phone: 13 22 81 | www.act.gov.au

If you would like to discuss any aspect of the application, please contact the Tree Protection Unit on telephone (02) 6207 6127 during business hours.

Yours sincerely



Terrance S Raath
A/g Assistant Director - Technical, Urban Treescaping
Delegate of the Conservator of Flora and Fauna
City Places and Infrastructure Division
Transport Canberra and City Services Directorate
4 April 2019

CONSERVATOR'S DECISION

Tree Protection Act 2005

Applicant(s): Ms Lorraine Ovington
Weston Creek Tennis Club

Address of Activity: DILLON CLOSE
WESTON ACT 2611

Application ID: 39190 **Block:** 14 **Section:** 22

Tree(s) 1: Eucalyptus nicholii

TREE ADDRESS: DILLON CLOSE

LOCATION ON BLOCK: In the centre of tennis complex.

DECISION SUMMARY:

The request for approval of felling/removal of this tree is granted subject to the condition(s), if any, listed below.

As provided in Sections 27(1) and 27(2) of the Tree Protection Act 2005, this approval takes effect on the date stated in the notice ('Notice of Decision').

TREE DAMAGING ACTIVITY: FELLING/REMOVAL

CONSERVATOR'S DECISION: GRANTED

BASIS FOR DECISION:

The tree is in decline and its life expectancy is short.



Delegate of the Conservator
4 April 2019

Treasurer's Report

Income/Expense Comparison by Category - YTD

Category description	1/04/2017- 31/03/2018	1/04/2018- 31/03/2019	Amount Difference
INCOME			
Court Hire - Casual	1,354.00	3,289.00	1,935.00
- Coaching	8,600.00	10,400.00	1,800.00
- External	1,876.00	1,732.00	-144.00
- Social	3,509.95	5,713.00	2,203.05
- Court usage fees - BookaCourt	9,206.18	10,457.19	1,251.01
TOTAL Court usage fees	24,546.13	31,591.19	7,045.06
Interest	0.00	0.00	0.00
Membership - Joining Fees	1,565.80	120.00	-1,445.80
- Subscriptions	22,726.80	21,259.50	-1,467.30
- Subscriptions - Stripe	10,553.60	14,816.86	4,263.26
TOTAL Membership	24,292.60	21,379.50	1,350.16
Pennant player fees	9,267.00	9,160.00	-107.00
Sponsorship	13,529.02	1,865.92	-11,663.10
Sundry income	0.00	0.00	0.00
Insurance Claim	0.00	7,100.97	7,100.97
TOTAL INCOME	82,188.35	85,914.44	3,726.09
EXPENSES			
Administrative expenses - Administration	1,642.83	1,204.20	438.63
- Court control	1,000.00	0.00	1,000.00
- Key cutting	0.00	0.00	0.00
- Printing, Postage	0.00	29.00	-29.00
TOTAL Administrative expenses	2,642.83	1,233.20	1,409.63
Advertising	0.00	457.15	457.15
Affiliation	5,300.00	5,300.00	0.00
Asset purchases(Paint etc., Gazebos)	144.20	23,970.92	23,826.72
Audit	550.00	330.00	-220.00
Clubhouse cleaning & maint	0.00	0.00	0.00
Consumables - Cleaning materials	7708.250	6464.89	-1,243.36
- Club house	180.69	66.95	-113.74
- Tennis balls	882.00	176.40	-705.60
- Other	0.00	0.00	0.00
TOTAL Consumables	8,770.94	6,708.24	-2,062.70
External Court Hire	0.00	0.00	0.00
Govt. Charges - Land rent	5,577.00	5,688.30	111.30
- Miscellaneous fees	78.00	84.00	6.00
- Rates	6,327.15	6,602.30	275.15
Grounds Maintenance - Ad-hoc	0.00	263.81	263.81
- Scheduled	2,442.00	2,145.00	-297.00
- Other	0.00	0.00	0.00
Insurance	1,587.93	1,626.08	38.15
Key deposit refunds	100.00	0.00	-100.00
Pennant team fees	3,340.00	8,080.00	4,740.00
Sundry expenses	127.00	1,232.00	1,105.00
Utilities - Electricity	5,915.38	6,712.53	797.15
- Waste removal	1,693.14	1,179.75	-513.39
- Water & sewerage	2,000.12	1,892.85	-107.27
TOTAL EXPENSES	46,595.69	73,506.13	26,910.44
OVERALL TOTAL	35,592.66	12,408.31	

Financial Report as at 31 March 2019

Cheque Book	Opening Balance 1/4/2018		2,891.61
	Income	85,914.44	
	Expenses	73,506.13	
			<hr/> 15,299.92
	Deduct Transfers to Online Saver	-20,000.00	
	Add Transfer to Cheque Account	10,000.00	
	Closing Balance as at March 2019		<hr/> 5,299.92
Online Saver	Opening Balance 1/4/2018		61,126.54
	Interest	177.82	
	Deduct Transfers to Term Dep.	-50000.00	
	Deduct Transfers to Cheque Acc.	-10000.00	
	Add Transfers from Cheque Acc	20000.00	
	Closing Balance as at March 2019		<hr/> 21,304.36
Term Deposit	Opening Balance 1/4/2018		50,779.62
	Interest	1,830.66	
	Add Transfers from Online Saver	50,000.00	
	Closing Balance as at March 2019		<hr/> 102,610.28

The account balances are still looking healthy . We have recently reinvested the Term Deposit funds for a further 7 months ending on 1 Sept.at 2.5% Interest. We have purchased 30 new plastic chairs and a security system which has been installed and is up and running. We have also completed the furniture for the gazebos and Graeme, Tim plus ladies are upgrading the landscaping around the gazebos. We currently are in negotiations with ACTEWAGL who with ACT Govt. support will hopefully replace our court lightis with LED fittings at a cost of around \$36,500.We were not successful with the CSI grant application or the ACT Govt. Sports and Recreation grant application.

Membership Report

Weston Creek Tennis Club 2018-19 members should have received an email on 26 March 2019 to renew membership for 2019-20. Membership fees remain unchanged from the previous year. If 2018-19 members have not received an email to renew membership, please contact Brian Chauncy.

At the end of February 2019, I closed the books for the membership year 2018-2019. There were 310 members at this time, down from about 325 the previous year. As agreed any new members joining in March were given 13 months for the price of 12 so that they were not asked for next year's subs (2019-2020) after just 1 month. About 6 people took advantage of this offer.

As of today today we have 86 members most of whom are renewals. I have not renewed all of the life members at this stage, just the ones who are still playing. The system seems to be operating well as I have had a minimal number of calls for help. Many renewals are by credit card rather than by eft , cash or cheque. Credit card payments are made using 'Stripe' which costs us ca 3% of the fee. There is a facility in the my tennis system to analyse this process more closely, which I intend to do.

Membership reports were sent to our auditor who seemed to think they contained all he needed. It is possible to break down the numbers in each class of membership, which I will also do.

One cheque bounced, which I will follow up tomorrow (they are long time members so I think that's just an error).

I will readjust the times for book a court to charge for lights asap. I haven't had many complaints lately with the system.

Expired members who have not renewed by the end of April will not be able to book courts as members for free (previously we gave them 2 month's grace). I will send out a reminder to those members from last year who have not renewed at the end of April.

Brian Chauncy
Membership Secretary

9/4/19

Coach Report



Weston Creek Tennis Club **Junior/Coach Report**

Date : 7th April 2019

Hi to all so we are now at the end of a busy term of tennis. So looking forward to a little quieter period in term 2.

Things to note are :

- NZ end of year meeting this Thurs 11th April 6:30pm at the courts
- Term 1 finishes Sat 13th April
- Holiday Camps will be just be 1 week these holidays from the Mon 15th to Thurs 18th April
- Albury Grasscourt Tournament 19th to 22nd April
- The new term 2 tennis coaching program starts Mon 29th April

Finally the change of business structure has changed with Robert Jamieson, now owning 10% of CSOT. AS mentioned before, this will not change any of my roles as the coach for Weston, but just thought that you as the club should know & if you have any queries I am only too happy to discuss. This has been finalised as of Fri 5th April. Things always take time with lawyers I must say, having experienced the tardiness as well with dealing with mum & dad's estate over the last year, since dad passed away.

With all this sorted early in the new year I am then going to concentrate on forwarding the business proposal to the club, as soon as possible, for us all then to look at & see if this is a viable option for the club in the future.

As you can note nothing has been put forward with regards to the tennis proposal for the club, however I have touched base with my accountant to get onto this now as a priority, so we maybe able to discuss at the next meeting.

Mark Walton
WCTC Club Coach

Pennant Report

The Walking Clinic Autumn Pennant competitions are now well underway! Weston Creek Tennis Club has 14 teams participating across Monday/Tuesday unisex and Thursday night mixed competitions. There are 11 teams in the Monday/Tuesday night competition across division 1-8 and three teams in the Thursday night competition in division 1 and 4. This is an increase in the total number of teams representing the club and has brought a number of new members. We were able to achieve this even without a Saturday competition being held this Autumn.

With a number of new faces, an informal pennant launch was held at the courts. All pennant players were invited to have a hit and get to know one another. It was also a chance for pennant captains to collect balls and run through court bookings, fees and their responsibilities. We will look to run similar events in future.

The book a court system has being working well. The only issue remains the inability for non-admin players to cancel a booking if they finish early. A number of captains have felt uncomfortable leaving the clubhouse and lights on.

Activity near the skate park, car park and down Dillon Close remains to be an issue with constant burnouts, bottle smashing, trolley riding etc late at night . While I am not aware of any direct confrontations with players, on a number of occasions the fumes and smoke has drifted over the courts and made it very difficult to breathe and see with play having to stop until it clears. There seems to be little police presence.

Dan Green
WCTC Pennant Captain

Tennis Australia Club Development Roadshow Overview

I attended the Tennis Australia Club Development Roadshow last week. A brief overview below.

The session was facilitated by Ian Sandbrook. You can find out more about him and his business here <https://www.sportforgoodconsulting.com/about>

There were two sessions. One on Creating a 'great volunteer environment' and one on 'the customer journey'. Throughout the night we completed activities in groups with other club volunteers. As you all know we face similar issues to other clubs but there were some interesting discussion/learnings to take away.

The first session focused on building a strong club culture and a number of clubs run extra events like club championships. There was discussion around groups within a club (e.g. social, coaching, pennant) but also bringing these groups together occasionally. The second session had us map the journey of a potential customer from their first thought of tennis to getting them actively involved in the club. There was a lot of discussion around using social media to promote and include reviews of club online etc.

I probably found the most benefit talking to other clubs. A couple of other points below:

- A number of clubs new to the book-a-court system said they have experienced a significant increase in revenue and are actually finding that court users prefer to book casually rather than become members even when becoming a member is a cheaper option!
- North Woden are also progressing with LED lights and received a significantly cheaper quote from Actew (a third of the price of the other option). Their president Terry was going to return your call Stewart - he was just waiting to receive the final quote.

Finally, there is a follow-up Club Webinar tonight (Wednesday 13th March) 7-8pm with Ian Sandbrook I have registered but anyone can join. The topic is 'The Marketing Technique all amateur clubs should adopt'. You can register for the webinar here: <https://www.surveymonkey.com/r/ClubWebinar>

Log in: Details will be sent out directly to those who have registered

Finally, re LED lights I haven't had much experience playing under any as the majority of my pennant matches are at Weston and other clubs who do not currently have them and as such I am not aware of the various issues. I do think that our courts 9-12 do provide some of the best lighting in Canberra. It would be worth talking to the Pines if not already.

Dan Green

13 March 2019

