

**Minutes of Weston Creek Tennis Club
Committee Meeting held on
Tuesday 8th December 2020 at 7:30pm, Club**

1. Present

Peter Ward, Graeme Rossiter, Geoff Kotz, Brian Chauncy, Clair Dupont, Dan Green, Mark Walton, Tony Laudenbach and John Stephens.

2. Apologies

Johnny Swientek, Lorraine Ovington and Maggie King.

3. Acceptance of Previous October Minutes 2020

3.1 The WCTC October Minutes 2020 were accepted.

4. Business Arising from Previous Minutes

4.1 Refer to [Action List](#) as of 19 January 2021.

4.2 **Resurfaced Courts:** Graeme sent letter to company to rectify wear on top courts and the drain. No response. Graeme to talk with Terry Walker (Reid Tennis Club) about their experience with the company.

4.3 **EFPOS Machine:** EFPOS would cost the club roughly \$30 per month plus a fee per transaction. Executive agreed not to pursue EFPOS for the moment. However, item would be kept on the action list and changed to look at bank transfer payments and pre-payments instead.

4.4 **Competition Flags and Plaques:** In Progress. Graeme has collected past competition flags and is in the process of scanning them noting some of the flags are in poor condition. Graeme is also working on an article as the Div 1 mixed team has won every season for the past 30 years. Graeme is in the process of collecting plaques and hopes to get them displayed in the Club house.

4.5 **Insurance Claim:** Graeme has invoices for tools and needs to counter sign. Graeme to follow up in regards to water system and gardening invoices from Tim.

4.6 **Coaching Contract:** Coaching contract with the Club has been increased following a meeting with Mark Walton and it was introduced from 1 November 2020. Further

discussion is required with Mark to resolve some difficulties with court allocations. It is hoped this could occur in the next couple of months.

- 4.7 **Blackberries:** The blackberries were treated however the chemical treatment proved to be ineffective. Brian to investigate other methods.

5. Correspondence

- 5.1 Refer to [Correspondence](#).

- 5.2 The Club is interested in using the same insurance provider as Braddon and other clubs in order to take advantage of a discounted group rate, but will not further investigate/progress until 2022, as not enough time to implement before insurance renewal was due in January 2021.

6. Reports

President

- 6.1 Refer to [President's Report](#).

Treasurer

- 6.2 Refer to [Treasurer Report](#) & [Project Report](#).

- 6.3 Book A Court income has increased. The club has saved on rates and rent, however Tennis ACT fees have increased. Large decrease in Canberra Tennis League fees due to fires and COVID-19.

Membership

- 6.4 Refer to [Membership Report](#).

- 6.5 The Club Membership Secretary proposed to the Committee the introduction of Yearly Memberships from 2021 with no pro rata rates. The Committee provided in principle agreement following additional information be provided for discussion. Final decision to be made via email. **ACTION:** Brian to provide the Committee with further information regarding the introduction of Yearly Memberships from 2021 with no pro rata rates. The Committee then to endorse following discussion in time for 2021.

- 6.6 The Committee to further investigate other membership options to offer more flexibility in memberships.

Coaching

- 6.7 Refer to [Coaching Report](#).
- 6.8 Mark advised that student numbers were strong, which would suggest people are still engaged with tennis even during the COVID-19 outbreak.
- 6.9 A student's car was broken into at the Club's car park. Nothing was stolen and it would appear doors were not locked. The Secretary advised that any of these types of incidents should be reported to Police as they then get included in statistics for the area etc... Mark advised the student to lodge it as an incident with the Police. **ACTION:** Graeme to try and arrange CCTV cameras in the carpark and surrounding area with the ACT government / police.

Canberra Tennis League

- 6.10 Refer to [Club Captain Report](#).
- 6.11 In addition, a brunch is held for finalists at the end of each season.

7. General / Other

- 7.1 **Improving Social Involvement Paper:** Refer to [Consideration of Improving Social Involvement Paper](#). The Paper focuses on youth membership, Championship, Merchandise, Partnership and Sponsorships, Service offerings. The Committee agreed to set up a Working Group/Sub Committee to discuss and progress items discussed in the Paper with further endorsement by the Committee. **ACTION:** Carl, Tony and Mark to set up the WCTC Improving Social Involvement Working Group to further discuss/progress items from the Consideration of Improving Social Involvement Paper.
- 7.2 **Open Day:** The Committee agreed to hold a Club Open Day on Saturday 13th February 2021 from 1-3pm. **ACTION:** Mark to provide Open Day promotional material to Clair to promote on Club website, social media and email.
- 7.3 **Check In CBR App:** The [Check In CBR app](#) is a contactless, secure and convenient way for customers to sign into a Canberra venue. The app helps protect the community by assisting with faster contact tracing. The app enables individuals to check-in to venues and have this data stored securely with ACT Health in the event contact tracing is needed due to a confirmed case of COVID-19 in the community. Use of the app will help the ACT Health contact tracing team quickly identify and assist anyone who may have been exposed to COVID-19. During the COVID-19 public health emergency non-essential businesses and undertakings are required by [law](#) to ask for the first name and phone

number of people who attend their venue. Use of this app enables businesses to comply with these laws. The Committee agreed to obtain a QR code for the Club that could be used on a voluntary basis by members, guests and members of the public in order to protect the community in assisting with faster contact tracing if required and in the event the use of this app is made compulsory in the State. **ACTION:** Clair to request a Check In CBR QR code for the Club, display it at the Club and promote its use.

7.4 **Christmas Lunch:** The Committee will hold its Christmas Lunch on Saturday 12th December 2020 from 12:30pm at the Yarralumla Gallery and Oaks Brasserie.

7.5 **Action:** Brian to investigate the procurement of a defibrillator for the Club.

7.6 **Brochure:** Graeme provided a draft of the updated Club brochure to the Committee for feedback. Feedback was requested via email and some feedback was provided at meeting. The Committee had previously agreed to spend around \$300 on photography of the Club for various communication platforms including the updated brochure. Mark advised he knew someone who could provide photographs for the Club as Clair advised her photographer was unavailable. **ACTION:** Mark to contact photographer regarding photos of the Club for promotional purposes.

7.7 **Club Logo:** The Committee agreed to investigate the development of a logo for the Club. This would help in promoting the Club and improve the look and feel of the Club to its members, potential members and the general public. **ACTION:** Clair to investigate and progress Club Logo with ACT Tennis.

7.8 **ACTION:** Clair to include the President's message, information on safety, stringing, Check In CBR QR Code and Graeme's nomination in the next newsletter.

8. Next Meeting

8.1 The next meeting will be held on Tuesday 2nd February 2020.

9. Meeting Close

9.1 The meeting closed at 9:04pm.

Prepared by WCTC Secretary, Clair Dupont

Action List as of 19 January 2021

Reference #	Item	Actioned By	Comments	Progress
08/12/2021-6.9	Graeme to try and arrange CCTV cameras in the carpark and surrounding area with the ACT government / police.	Graeme		Open
08/12/2021-7.1	Carl, Tony and Mark to set up the WCTC Improving Social Involvement Working Group to further discuss/progress items from the Consideration of Improving Social Involvement Paper.	Carl, Tony and Mark		Open
08/12/2021-7.2	Mark to provide Open Day promotional material to Clair to promote on Club website, social media and email.	Mark / Clair		Open
08/12/2021-7.6	Mark to contact photographer regarding photos of the Club for promotional purposes.	Mark / Graeme		Open
08/12/2021-7.7	Clair to investigate and progress Club Logo with ACT Tennis.	Clair		Open

13/10/2020-6.5	Peter, Geoff and Graeme to discuss issues with resurfaced courts with contractor and resolve off-line.	Peter, Geoff and Graeme	8/12: Graeme sent letter to company to rectify wear on top courts and the drain. No response. Graeme to talk with Terry Walker (Reid Tennis Club) about their experience with the company.	Open
13/10/2020-6.9	Geoff will investigate about getting a EFTPOS machine for the Club.	Peter, Geoff	EFPOS would cost the club roughly \$30 per month plus a fee per transaction. Executive agreed not to pursue EFPOS for the moment. However, item would be kept on the action list and changed to look at bank transfer payments and pre-payments instead.	Open
13/10/2020-6.18 13/10/2020-6.19	Graeme digitise competition winning flags. Graeme to collect competition plaques.	Graeme	Refer to WCTC December Minutes 2020 4.4.	Open
16/06/2020-5.4	Graeme and Clair to organise photos for the Club.	Graeme / Clair		Open

16/06/2020-6.3	Graeme to follow up with Tim Harris regarding insurance claims for tools that were stolen at the Club.	Graeme	8/12: Graeme has invoices for tools and needs to counter sign. Graeme to follow up in regards to water system and gardening invoices from Tim.	Open
13/10/2020	Executive to talk to Mark Walton regarding contract, payments and the update membership flyer/brochure. This has been merged with 21/04/2020-6.13.2 and brainstorming item.	Executive	Refer to WCTC December Minutes 2020 4.6.	Open
08/10/2020-8.2	Brian to investigate chemistry treatment for blackberries as alternative to poisoning or cutting back.	Brian	Dec 2020: The blackberries were treated however the chemical treatment proved to be ineffective. Brian to investigate other methods.	Open
08/12/2021-6.5	Brian to provide the Committee with further information regarding the introduction of Yearly Memberships from 2021 with no pro rata rates. The Committee then to endorse following discussion in time for 2021.	Brian	1/1/2021: New membership type has been added to system in ClubSpark and website has been updated. Closed	Closed

08/12/2021-7.3	Clair to request a Check In CBR QR code for the Club, display it at the Club and promote its use.	Clair	QR code has been displayed at Club and promoted. 16/12 Closed	Closed
08/12/2021-7.8	Clair to include the President's message, information on safety, stringing, Check In CBR QR Code and Graeme's nomination in the next newsletter.	Clair	Information provided in WCTC December Newsletter on 16 January 2020. Closed	Closed
6/02/2018	Constitution	Graeme & Geoff	13/10: Draft Constitution sent to committee members for review/endorsement. Feedback due in 2 weeks, then send to members and setup SCM meeting.	Closed
13/10/2020-6.10	The Executive will talk to Johnny about revenue from Wednesday social tennis.	Executive	Wednesday Night Social Tennis fees increased to \$5 for members and \$10 for non-members	Closed

Correspondence

1. The Club expressed interest in being a part of the **Fast4 Friday Pilot**. It was decided that North Woden Tennis Club would run the pilot in our area. Will keep members up-to-date on future developments.
2. Braddon Tennis Club has offered the chance of receiving a group discount if the Club decides to go with its **insurance** provider. Something to consider when renewing.
3. The **Tennis ACT Board** nominated Carolyn Paris, Lisa Stone and Phil Trenbath to the Board.
4. Graeme responded to enquiry from **Braddon Tennis Club** regarding repainting of posts. They liked what the Club had done and was wanting information on the Clubs process.
5. Tennis ACT Jake Lilliard and Mark LaBroody will be acting for Colin Thompson while he is away. Tennis ACT has organised a number of ClubSpark training sessions for 4th, 11th and 14th December from 12-1pm.
6. Tennis Australia will be driving people to the play.tennis.com.au website as part of its summer marketing campaign. Tennis Australia will also be promoting **Open Court Sessions**. Tennis ACT will be holding OCS training sessions on Tuesday the 15th of December and Tuesday the 12th of January, both sessions at 6pm – 700pm at Tennis World Lyneham. The first Open Court Super Session will be held at Braddon on 11 December 2020. Please let Tennis ACT know if the Club would like to hold any OCS by 1 January 2021.

Clair Dupont
WCTC Secretary

President's Report

The last couple of months have been particularly busy attending to a wide range of matters. These include:

1. Club Constitution

The revised Constitution has been finalized and Committee members were given the opportunity to review the document before being considered by all members of the Club. The document will now be considered at a Special General Meeting which has been set down for Tuesday 8 December 2020.

If approved, the Constitution will be a more consistent document, as well as bringing the document up to date where definitions have changed over time.

2. Meeting with Club Coach

In October 2020 a meeting was held with the Club Coach, Mark Walton, and the fee payable by the coach was reviewed. In addition, it was agreed that Mark would prepare a paper outlining his ideas on how to increase club membership, as well as providing suggestions on how to improve the "experience" of existing Club members. Mark plans to have the paper completed by 31 January 2021 for consideration by the Committee.

3. Increase in Social Tennis fees

Since 1 November 2020 the club has increased social tennis fees for both members and non-members who play on Monday, Wednesday and Friday mornings, and on Wednesday nights. In addition, the club no longer provides "free" tennis balls for social tennis. A charge of \$8 per tin has been introduced for both the mornings and night social groups.

It is expected that the increase in fees and the payment of balls will assist in funding the current bank loan repayments.

4. Meeting with Tennis ACT

Representatives from Tennis ACT met with the Club's Executive to discuss the "Venue Sustainability Rating" review that they had conducted for the club. The review considered the club's infrastructure, financials, participation numbers, and other key indicators.

The review concluded that the overall "health" of the club was "stable". However, it did highlight some areas where ongoing management was required. This particularly related to financials and participation numbers. A "Venue Action Plan" was also provided to the Club as part of the Rating review.

5. Court Allocations

A number of complaints have recently been received by members following difficulties they have experienced booking courts at peak times. This appears to be a particular problem now that the weather is improving, and more members are wanting to play after work and on weekends.

The matter is currently being looked at. The major issue to be resolved is the need to get the balance right between providing members with sufficient courts at peak times, while also meeting the growing needs of the Club Coach.

6. 2020 Volunteer Achievement Award

Our Vice President, Graeme Rossiter, was recently nominated for the 2020 Volunteer Achievement Award. Graeme had a very strong case and his application clearly demonstrated how much work he has put into the club and into tennis throughout the ACT for many years. Graeme's nomination reached the finalist stage but unfortunately he was not selected as the eventual winner.

To reach the finals was an outstanding achievement and the judges clearly recognized the work that Graeme has put into ACT tennis, and particularly our club. Well done Graeme.

Peter Ward
WCTC President

4 December 2020

Treasurer's Report

Income/Expense Comparison by Category - YTD

Category description	1/04/2019- 2/12/2019	1/04/2020 - 2/12/2020	Amount Difference
INCOME			
Court Hire - Casual	1,971.00	1,755.00	-216.00
- Coaching	6,400.00	5,700.00	-700.00
- External	1,700.00	0.00	-1,700.00
- Social	899.00	553.40	-345.60
- Court usage fees - BookaCourt	6,660.16	11,031.44	4,371.28
- Other Court usage fees	0.00	480.00	480.00
TOTAL Court usage fees	17,630.16	19,519.84	1,889.68
Membership - Subscriptions	12,811.00	12,095.25	-715.75
- Subscriptions - Stripe	15,259.06	20,804.77	5,545.71
TOTAL Membership	28,070.06	32,900.02	4,829.96
Pennant player fees	5,530.00	2,350.00	-3,180.00
Sponsorship	1,818.86	14,606.10	12,787.24
TOTAL INCOME	53,049.08	69,375.96	16,326.88
Bank Loan (ANZ)		70,000.00	
COMBINED INCOME		139,375.96	
EXPENSES			
Administrative expenses			
Loan Application (from ANZ Account)		600.00	600.00
Loan Repayments (from ANZ Account)		7,159.40	0.00
- Administration	450.20	579.90	-129.70
- Key cutting	48.00	0.00	48.00
- Printing, Postage	10.15	0.00	10.15
TOTAL Administrative expenses	508.35	579.90	528.45
Asset purchases CBA account	46.55	83,651.52	83,604.97
Asset purchases ANZ account	0.00	141,567.29	141,567.29
Affiliation	5,406.00	5,406.01	-0.01
Grounds Maintenance - Ad-hoc	2,673.44	5,119.87	-2,446.43
- Scheduled	1,320.00	0.00	1,320.00
TOTAL Grounds maintenance	3,993.44	5,119.87	-1,126.43
Audit	550.00	550.00	0.00
Clubhouse cleaning & maint	5,181.50	2,575.00	2,606.50
Consumables - Cleaning materials			
- Club house			
- Tennis balls	440.75	0.00	440.75
TOTAL Consumables	440.75	0.00	440.75
Govt. Charges - Land rent	2,854.50	0.00	2,854.50
- Rates	6,850.87	2,768.38	4,082.49
- Miscellaneous fees			
TOTAL Govt charges	9,705.37	2,768.38	6,936.99
Pennant team fees	3,060.00	4,170.00	-1,110.00
Sundry expenses			
Utilities - Electricity	5,873.09	2,388.03	3,485.06
- Waste removal	831.60	702.73	128.87
- Water & sewerage	1,503.68	1,453.11	50.57
TOTAL EXPENSES	37,100.33	258,691.24	237,113.01
Expenses CBA account		109,364.55	
Expenses ANZ account		149,326.69	
Total Combined Expenses		258,691.24	
TOTAL INCOME - EXPENSES	15,948.75	-119,315.28	

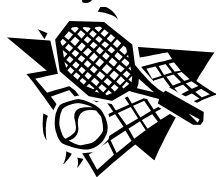
Financial Report as at 2 December 2020

	DR	CR	Balance
CBA Cheque Book			
Opening Balance 1/4/2020			77,100.86
Income	69,375.96		
Expenses	109,364.55		
			<hr/> 37,112.27
Deduct Transfers to ANZ account		-74,072.62	
Deduct Transfers to ANZ account		-14,350.00	
Add Transfer to Cheque Account	87,981.49		
Closing Balance as at 2 December 2020			<hr/> 36,671.14
CBA Online Saver			
Opening Balance 1/4/2020			44.60
Interest	0.00		
Deduct Transfers to Term Dep.	0.00		
Deduct Transfers to Cheque Acc.	0.00		
Add Transfers from Cheque Acc	0.00		
Closing Balance as at 2 December 2020			<hr/> 44.60
ANZ Bank Account			
Opening Balance 14/5/2020			70,000.00
Deduct Application Expense		-600.00	
Deduct Asset Pruchases		-141,567.29	
Deduct Loan repayments		-7,159.40	
Add Transfer from CBA Cheque Acc	14,350.00		
Add Transfer from CBA Cheque Acc	74,072.62		
Closing Balance as at 15 October 2020			<hr/> 9,095.93
ANZ Loan Account			
Opening Balance 14/5/2020			-70,000.00
Service Charges		-187.50	
Interest Charges		-1,849.38	
Loan repayments	7,159.40		
Closing Balance as at 15 October 2020			<hr/> -64,877.48

Major expenditure in the near future	Solar panels	12,000.00
	Fence bases	2,500.00
	Landscaping	2,000.00

The ANZ account will cover loan repayments up to May 2021

Project Report



Weston Creek Tennis Club Inc.

PO Box 3157, Weston Creek, ACT 2611

ABN 68 568 792 579

Projects Report – 2 Dec. 2020

Court Fencing

Hopefully they will be some good weather soon so that the project can start.

We are now able to transport the long lengths of timber to site (cannot store on site as it would disappear). We may need to organise work parties to do the work involved with the base of the fencing.

Landscaping

Tim and Graeme are continuing to make improvements to the grounds.

Repairing the spoon drain along side of the metal sheds has been completed

In-house labour will be used to cut down the “dead tree” and cut back the cotoneaster growth from the south and east fence lines.

The broken concrete paving in front of courts 1 – 4 is on the “Repair” list

Club house Roof

The roof repairs and painting have been completed.

“Community Efficiency and Solar Grant

The Solar Panel contractor has been advised of the need to let the roof paint cure for 30 days before installation can commence. They are trying for a last week before Xmas for project installation.

Courts 5 -8

Sportzone has been advised no further payment will be made until drainage and court surface (ct 8) concerns have been rectified.

Court 1

The centre marker has been re-glued in position and appears to be satisfactory.

Membership Report

Type	Members
Family	54 (individuals)
Adult	160
Special	52
Student	10
Junior	20
TOTAL (paying)	296
Life	11

The membership home page in Club Spark indicates we have 308 paid members. I am fairly certain that this number includes life members, but there is still a discrepancy of 1. I will endeavour to find out from where this difference arises.

Uptake of new members has slowed somewhat in recent months for reasons that are not clear to me, given the coming of spring and summer weather. Circulation of the revised publicity flier and the upcoming Australian Open tennis tournament could help recruitment.

I am planning to implement yearly memberships for all categories if the committee is agreeable. This would give a new member one year's membership from the date of joining and eliminate the need for pro-rata fees, an issue that has caused some difficulties in the past. Current members will still be able to renew their membership on 1 April as usual.

I have not determined how this would affect our reporting obligations for auditing.

Club Spark has built in provision for this approach and will issue automatic reminder notices for expired members.

Book a court has generally been functioning well in the light of the number of phone calls and emails I have had to deal with (very few). A residual problem of bookings being cancelled for pennants, schools and coaching purposes is being addressed.

Brian Chauncy
Membership Secretary

7 December 2020

Coach Report



Weston Creek Tennis Club Junior/Coach Report

Date : 7th Dec 2020

Hi all, not a huge lot to report on as we are nearing the end of a very challenging year. We currently have 2 more weeks of tennis & then we look forward to a well earned 3 week break over Xmas.

Holiday camps, we won't be doing any pre Xmas camps with our term ending on the 19th Dec, so just 2 x Jan camps at the back end of Jan, being 18th – 22nd Jan & 25th – 29th Jan. Term 1 2021 commences Mon 1st Feb.

I would suggest that we look to do an Open day around or on Sat the 13th Feb 2021. This will coincide with the Aussie Open being on halfway thru the tournament, as well as all schools being back for 2 weeks, so a good time to garner interest at the club for tennis. Ideally with our discussion paper on membership & other activities we can hopefully have a range of deals, events & value for money options for our tennis at Weston to capture this interest.

Junior pennant has just finished we had 3 junior pennant teams playing the Sunday comp for Weston & although all teams one more than they lost in their respect Div 3,4 & 5 levels, none of them made the finals this time around. Next Junior pennant will be in late Feb or early Mar, detail to come out from Tennis ACT.

Other than that not a lot else to talk about at the moment, as mentioned our term tennis will continue thru until the 19th Dec & then will recommence back on the 11th Jan with some private lessons & on the 15th – 17th Jan we will be taking some kids to a tennis tournament in Wollongong followed by camps.

Many Thanks see you all at the club & on the court.

Mark Walton
Club Coach

Club Captain Report

Despite a slow start to the year, the adult leagues finished strongly with the Spring season. Congratulations to all Weston Creek teams who participated. Once again Weston Creek was well-represented across all leagues. There are some statistics and highlights below.

The Walking Clinic Monday/Tuesday League - Spring 2020

- Canberra's most popular league saw Weston Creek use 31 players battling it out in 158 sets of singles and 312 sets of doubles.
- In division 1 Weston Creek finished runner-up to Tennis World Canberra.
- Weston Creek 2 were semi-finalists in Division 3 going down to Forrest Tennis Club 2.
- Weston Creek 2 were also semi-finalists in Division 6 going down to Campbell Tennis Club.

The Walking Clinic Thursday League - Spring 2020

- On Thursday nights Weston Creek used 24 players who took to the court in 540 sets of doubles (women's, men's and mixed).
- Highlights included the division 1 Weston Creek 1 champions who defeated Melba Tennis Club 2 on games (41-32) after being 4 sets all. A special mention to Weston Creek Tennis Club 2 who made the semi-finals (another all Weston battle!) and finished first on the ladder after the regular rounds.
- In both division 2 and 5 Weston Creek finished third on the ladder after 10 rounds and were unlucky to miss out on the finals as there were no semi-finals for their divisions.

The Walking Clinic Saturday League - Spring 2020

- Weston Creek teams used 12 players who participated in 76 sets of singles and 61 sets of doubles in the regular rounds.
- In Division 1 there was a close all Weston Creek semi-final where the victor went down in another close match to Belconnen Tennis Club in the Grand Final.
- In division 2 Weston also lost a close final to Southlands Tennis Club, decided by the doubles.

The Summer leagues entries have closed and will include the Monday/Tuesday night and Thursday night leagues. Each league will be run over 6 weeks which includes play-off finals for all teams.

Check out the [TennisACT website](#) for more information on any league. The popular Monday/Tuesday night league offers players with a mixture of singles and doubles in a quick format. The Thursday league is a great option for players wanting to play just doubles, and the recently introduced singles focused Saturday league is perfect for players looking to play a longer format. Finally, thank you to all captains for organising your teams.

Dan Green
WCTC Club Captain

6 December 2020

Consideration of Improving Social Involvement Paper

Mission: To give the club a greater identity for members and the wider community

Preamble (Goals)

It has been noted that the Weston Creek Tennis Club could do more to encourage greater membership and to provide opportunities for existing members to socialize more widely and to develop a stronger sense of belonging.

The Club should be seen as more than just a bunch of courts and a clubhouse. Members should be encouraged to contribute to the ongoing future of the Club and feel they have a vested interest in how the Club is run.

The following is a series of ideas and thoughts to, 'start the conversation'

Juniors

Many Tennis Clubs around Canberra face very similar problems. In particular most Clubs have an aging demographic that dominate the membership base and do the 'heavy lifting' when it comes to running the Club. It is therefore important that we not only develop and attract Juniors but then offer incentives for them to remain as active members as they transition into adulthood.

1. Retaining Juniors and Converting them to full memberships

There is a lot of Juniors in WCTC at the moment due to Mark Waltons good work. I believe a well planned program to retain as many of these as possible after they turn 18 is a wise investment in the clubs financial and social future.

I have 3 young players in my Pennant team, and much of the following comes from talking to them

Barriers

There are 4 primary barriers to Young Adults becoming WCTC members:

- a) After 18 many parents are reluctant to keep paying the young persons membership fees
- b) Young players may be studying, unemployed or in low-paying jobs, so membership fees are harder to pay
- c) Many young players stay with the club for Pennant – and Pennant fees are a struggle for them as well, particularly on top of memberships fees
- d) Young peoples social lives compete for their time and there are no off-court social activities for young people at the club

What we currently do:

WCTC offers a Student membership of \$115 for “A full-time tertiary student, living with and wholly dependent upon parents.” I would like to improve and expand this membership to be the most attractive in Canberra

What other Clubs do:

- [Forrest TC has a “Young Adults” membership rate for player 18-25 of \\$90](#)
- [North Woden TC has a Student 18 Year+ rate of \\$135](#)
- Bel West TC as a Student 19-25 Rate of \$70

A New Deal?:

Lets make WCTC the compelling choice for 18-25s. We can not only retain more of our own, but win over young members from other clubs.

- Reduce the Student rate to the Forrest Student rate - \$90
- Remove the Student requirement – make it available to anyone aged 18-25
- Subsidize Pennant Fees for 18-25s - WCTC pays half

Point d) above would be helped by many of your good social ideas below , but also:

- An annual club championship – We should have a senior, and Junior club champs crowned every year. This could also be a festival/social event.
- An annual Young Members Social event. The oldies cramp their style. Maybe just a dinner in Weston somewhere like the meating room that has a bar.

Thoughts??

- Juniors are strongly encouraged to become members of the club and special events are run for their participation.
- Schools that use our facilities could be given flyers with information about membership.
- Juniors could be provided with a tennis shirt to be worn at practice or during competitions.
- Parents of juniors should be encouraged to join the Club.
- Thought should be given to having a Junior President to represent and report back to the Committee on junior participation.
- Annually a fun Club Day could be organised for Juniors where they participate in activities. Awards could be distributed for involvement and achievement.
- Junior players who achieve success in competitions could be celebrated in the Club newsletter

Give thought to

- An annual club championship – We should have a senior, and Junior club champs crowned every year. This could also be a festival/social event.
- An annual Young Members Social event. The oldies cramp their style. Maybe just a dinner in Weston somewhere like the Meeting Room that has a bar.

Adults

Definitely continue with the Tennis Carnivale. It is a wonderful way to promote the Club in the local community

- To encourage more social interaction between the different sectors of the club.
- Have the occasional “Open Session” to encourage members to come along and have a hit.
- Different groups within the Club could contribute to the newsletter to facilitate greater participation.
- An annual dinner or social night should highlight the social calendar where various groups within the Club could highlight their achievements and awards could be distributed. It may also be an opportunity for fund raising.
- New members could be “buddied” with an existing member to ensure they understand booking procedure and that they feel welcomed within the Club
- Maybe consider instigating a ‘Club Champions’ competition or program
- Continue to celebrate the success of Club Teams and display trophies in the Club House.

Services

Social Engagement with WCTC will also be improved if the club offers more services to the members. These services can also be a source of additional revenue.

One I have investigated is Premium Racket Stringing. Several of the Pennant players are using Premium stringers – the sort that UTR players use. These is a high-quality service that can cost \$50 per re-string or more.

I would like to propose that the club trials a premium stringer who can visit the club once a week and take and return members racquets to be strung. We could charge the stringer a fee to set up in the clubhouse for a few hours and take orders. If this fee was \$50 a week this would generate about \$2500 of revenue for the club, and the members would have a new service available to them, increasing loyalty to the club.

Carl and Tony