



VICE-PRESIDENT'S REPORT  
MAY, 2016

Finance Committee

- April Results:
  - Club earned \$14k in April and \$49k YTD (8 months from Sept-Apr).
  - Revenues expected \$24k but were actually \$28k:
    - Membership Dues +\$3500 more than expected
    - P&P court rental fees were -\$1500 less than expected (warmer weather)
    - Contract booking payment +\$1676 (SFU?) unexpected; must be late pmt!
  - Expenses expected \$22k but were only \$15k:
    - Missing Glenn's April retainer \$1750 (added to May forecast)
    - Maintenance was -\$1k less than budgeted
    - Utilities were -\$2k lower
    - Staff expenses were -\$1k lower
- Ended month with \$5k in Operating Account + \$150k in Savings Account
- FORECAST:
  - We had a \$49k profit up to April (incl. interest). Expect to end at \$45k profit for year.
  - After bubble closes our revenue will drop but some big expenses are coming up for bubble down \$9k and bubble storage \$5k.
  - Counting on \$6k profit from Burnaby Open. Glenn's unavailability is a risk to that.
  - Excl. interest income (goes to bubble fund) we should earn ~\$42k for full year (cash basis before depreciation).

Booking System:

- Jegysoft presented a very impressive demo of their system in April. Their system is very comprehensive – very strong in membership management, bookings, & reporting – and we can add online Program Management, Ladders, Private Lessons. They service Tennis Canada and many clubs, big & small. They estimate they can support 80% of our rules as-is + accommodate the rest for a nominal setup charge. Had a follow-up call with them to clarify things and they will provide a quote next week but are backlogged until July.
- Gametime has a good system with similar features as Jegysoft but have been unusually quiet recently in not answering some questions and have been vague about their pricing
- Max P's custom system will be ready for demo soon.
- SportyHQ expressed disappointment at our decision and would like to resolve o/s issues to retain us but have not shown any concrete effort in months.
- Developed an evaluation matrix with weighted scoring to rate the options.
- A sub-committee consisting of myself, David Y., & Mike will evaluate the options.

Other:

- Merged booking & membership data from SportyHQ to obtain Burnaby playing % for George for City of Burnaby permissive property tax exemption application.
- Completed application for a \$15k donation/sponsorship from Gateway Casino for George/Bev
- David will post an ad online to gauge public interest in a seasonal full-time front desk position; David has a backup candidate who is a club member.
- Should convene a meeting of the Finance Committee to discuss next year planning issues, incl. update of bubble replacement costs, possible dual facility operation.

# Burnaby Tennis Club

## Income Statement 01/04/2016 to 30/04/2016

### REVENUE

<b>Revenue</b>		
Membership Dues	21,907.94	
Dues & Fees Total		21,907.94
Pay and Play - Primw	1,957.21	
Pay and Play - Non Prime	650.43	
Contract Booking	1,676.19	
Court Rental	985.00	
Court Rentals total		5,268.83
Mixed Night	92.37	
Men's League	45.67	
Social	11.43	
Tournament Fees/Camp/Net	45.71	
Sales-Ball & Equipment	275.22	
Access Cards (FOB)	-0.48	
Miscellaneous	279.41	
Tournament Rev & Misc Sales T...		749.33
Junior Development		240.00
Interest Income		83.41
<b>Total Revenue</b>		<u>28,249.51</u>
<b>TOTAL REVENUE</b>		<u>28,249.51</u>

### EXPENSE

<b>Expenses</b>		
Accounting		300.00
Bank Charges		211.84
Dues-Affiliation		352.80
Insurance		478.75
Office Supplies	134.93	
Office - Postage	42.50	
Total Office Expense		177.43
Repairs - Maintenance	261.13	
Repairs - Janitor & cleaning	1,404.13	
Repair - Security	120.00	
Total Repairs Expense		1,785.26
Wages & Salaries	6,609.66	
Wage EI Expense	173.96	
Wage CPP Expense	213.15	
Wage WCB	69.42	
Total Wage Expense		7,066.19
Utilities-Bubble -Fortis	943.33	
Utilities Bubble Hydro	2,126.27	
Total Bubble Utilities		3,069.60
Telephone		199.64
Utilities General	54.47	
Total Club House Utilites		54.47
Club Supplies-Balls/Nets		1,013.33
<b>Total Expense</b>		<u>14,709.31</u>
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<b>NET INCOME</b>	<u><u>13,540.20</u></u>
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