



RMTc

The Royal Melbourne Tennis Club

Minutes of the 138th Annual General Meeting

Wednesday 19 May 2021 commencing at 6.00 p.m.

1. Attendance

Those present in person: G Cornish (President, Chair), K Arndt (Hon. Secretary), R Simpson (Vice-President), J Buckley (Treasurer), D Lloyd Jones, O Guest, J S Tan, V Scopelitti, W Cockram, K Penaluna, V Henry, M O'Rorke, W Whitehead, T Raw, J Baker, R Kininmonth, H Tadgell, R Michelson, J Page, J Sear, J Sear, M Williams, E Brown, G Nette, R Atkins, P Atkins, R Travers, M Carroll, S Powell, J Davies, H Thompson, A Willingham, M Daniell, R McCahey, P Rosedale, R Pagone, E Happell, W Andrews, M Mackay, M Petrucelli, J Hillar, R Blanden, D Friend, J Brand, J Sorrentino

Proxies: I Buchanan, A Poolman, D Williams, H Dolan

Apologies: E Cockram, T Cockram, A Buckle, H Imber, I Lindsay, A Poolman, I Buchanan, D Williams, H Dolan

In Attendance (via Zoom): F Filippelli (Head Professional), J Howell (Deputy Head Professional), V Chiu (Auditor), A Rehman (Auditor)

There being a quorum present, G Cornish welcomed members and opened the Meeting.

2. Notice of Meeting and Minutes

Having been displayed on the Club notice-board and Club website for at least a fortnight prior to the meeting, a motion to take the Minutes of the previous Annual General Meeting held on 20 May 2020 as read, and to take the Notice of Meeting as read was proposed by J Davies and seconded by D Lloyd Jones. The motion was carried.

3. President's Report

The President (Greg Cornish) welcomed members to the Club's 138th AGM and acknowledged the attendance of the Head and Deputy Head Professionals and the Club's Auditors. The President referred members to the various reports contained in the 2020 Annual Report and recognised the contributions of the Committee over the past twelve months.

The President spoke to the President's Report, contained in the 2020 Annual Report, briefly commenting on the Club's strategic initiatives and operational activities over the past twelve months, including the development and launch of a new website. The President commented on the unprecedented COVID-19 pandemic and its impact during 2020 on the Club, members and staff and advised that the Committee's central concern over this period was for the well-being of the Club's staff and members. The focus was on managing the Club in a safe and secure way.

The President surmised that it was a unique year as the actions taken throughout the period highlight:

- Committee members planning to retire agreed to stay on Committee
- The reset of the 2020 budget to anticipate the impact of Covid-19 on the Club
- The steps taken from the outset of the pandemic to look after staff in the best possible way for them and the Club
- The adoption of technology such as Zoom so that the Committee and subcommittees could keep operating
- Covid-19 protocols were put in place and regularly reviewed to safeguard members and staff
- Members were contacted regularly by the Pros and Zoom exercise classes provided
- Staff were fully involved and engaged at the Club to the extent permitted.

Advantage was taken of the mandated closures to undertake some long-standing maintenance and improvement works that would normally have been very disruptive for members using the Club. Together with the Pro team, an extensive list of works was developed and many of the jobs were undertaken by the Pro team. The President thanked the professionals for the quality of the work they did and noted this has been commented on by many members.

All up, the Club was closed for 200 days (53%), and members received 21 Covid-19 messages and updates.

In summary, the President noted Club Membership – down slightly on 2019 to 570 members (less than 3%) – and highlighted that the Club has room for more active playing members. The Committee encourages all members to introduce friends and family to the benefits of being a member of this wonderful Club.

The President made special mention of those Committee members who had retired and in particular those who held off retiring for 2020. Retirements included Greg Moran who resigned late 2020, Rudi Michelson in February 2021 and Richard Simpson who is retiring at this AGM. The President noted that R Michelson had been on the Committee for 11 years and was an excellent Treasurer and Committee member. During his 18 years on the Committee, R Simpson has done many roles and served as an invaluable Vice President. The President acknowledged that both Rudi and Richard have made significant contributions and always kept what is best for the Club now and in the future at the centre of their considerations. The President asked those in attendance to join with him in thanking them both for their service to the Club.

In finishing, the President thanked all members for their goodwill and ongoing support, and the staff who always kept the Club's best interest to the fore. The President also thanked the Committee, those serving on subcommittees, and the many other members who generously contributed their time and energy for the Club.

4. Financial (Treasurer's) Report

The President proposed the Meeting receive and adopt the Financial Report of the Club for the financial year ended 31st December 2020 and the reports of the Committee and Auditor thereon. The Treasurer (Jonathan Buckley) spoke briefly regarding the steady financial position of the Club and acknowledged the attendance of the Club's Auditors at this meeting. J Buckley acknowledged the previous Treasurer of 11 years, Rudi Michelson, and the role he had played in building the Club's investments.

From both a tennis and financial perspective, 2020 was a one-off year. Headline features included:

Revenue

- Subscription revenue was down 4% from \$320,724 to \$306,628
- Tennis revenue was down 54.8% from \$304,430 to \$137,611
- Tournament revenue up fivefold to \$239,355
- Non-operating income featured Job Keeper of \$189,300, Government stimulus package payments of \$58,176 and Government business grants of \$35,000 (\$282,476).
- Total revenue increased by 16.7% from \$1,059,176 to \$1,236,237 (interestingly 3.3% higher than 2018 – the most recent comparable year)

Expenses

- CoGS increased from \$191,235 to \$266,988, principally due to Tournaments (\$189,941), with obvious reductions in Pro shop, catering and bar sales
- General Operating Expenses down 20.9% to \$114,493
- Staff Expenses down only 8.5% to \$419,120 (see below)
- Property expenses down 12% to \$155,362

Profit

- Total profit for year (prior to investment revaluations) was \$280,274 up from \$88,529 in 2019 and \$164,499 in 2018.

Balance Sheet

- Strong shape – outstanding members accounts down, minimal debts written off, inventories down and growing investment portfolio.
- Investment portfolio now touching \$3 million, generating \$92,747 in income in 2020

J Buckley provided other commentary, including:

- The nature of RMTTC's two-tiered subscription system was highlighted in 2020, with the fixed element remaining when tennis was suspended.
- Membership stayed strong with few resignations and members paying their fees on time.
- Job Keeper assisted the Club to look after staff - with ongoing engagement and communication across 2020.
- If we were to strip away investment income (\$92,747), major tournaments (net \$65,846) and government support (\$282,476), the bottom line would have been markedly different

5. Election of Committee Members

Retirements and Re-Election

The following retired by rotation and offered themselves for re-election: J Buckley and G Cornish.

A motion was put that J Buckley and G Cornish be re-elected. The motion was proposed by J Sear and seconded by R Michelson. The motion was carried.

The Honorary Secretary declared J Buckley and G Cornish to be elected.

Election to fill Vacancies

K Penaluna and D Lloyd Jones were appointed by the Committee to fill vacancies in accordance with the Club's constitution and offer themselves for election.

A motion was put that K Penaluna and D Lloyd Jones be elected. The motion was proposed by R Travis and seconded by M O'Rourke. The motion was carried.

The President declared K Penaluna and D Lloyd Jones to be elected.

P Rosedale, being eligible, offers himself for election.

A motion was put that P Rosedale be elected. The motion was proposed by R Travis and seconded by J Baker. The motion was carried.

The President declared P Rosedale to be elected.

6. Other Business

There being no further business which could be brought before the Meeting, the President closed the formal part of the Meeting and invited members to ask any questions or offer any comments.

A question came from floor as to how the Club and/or Members may assist the Sydney Club to raise the finances required to build a new court.

The President provided an update on the progress of the Sydney court and indicated that we are awaiting additional information from the Sydney Club.

W Whitehead asked if the Club might consider using Club funds to assist Sydney.

The President and others present indicated that any use of the Club funds to finance another Club would be a matter for the Membership to decide. The Committee is a custodian of the Club and in particular the funds contributed by Members – past, present and future – and therefore it has not been a decision taken by Committees in the past.

M Williams asked if the Committee intended to use some of the funds in the balance sheet to improve the Club's amenities and facilities.

The President and Chair of Building and Grounds, W Cockram, updated the meeting on the development of a long-term Master Plan which would be brought to members for feedback once finalised.

The meeting closed at 6.40pm.

Confirmed by Chairman: _____

Date: _____