

**RLTC Treasurer's Report
Annual General Meeting
December 09, 2018**

Balance Sheet

The RLTC Balance Sheet figure for the 2018 season is \$170,612.94. This reflects an increase of \$3,181.38 from the previous year.

Bank Accounts

The overall financial position of the RLTC remains good. The Profit and Loss Statement for 2018 shows a positive Net Ordinary Income of \$2,729.38.

Despite this modest Net Ordinary Income, the bank accounts of the Club remain at healthy levels. These are as follows:

- \$68,000 in the Chequing Account;
- \$20,000 in the Savings Account; and,
- \$70,000 in GICs.

Club Operations

Club Income in 2018 was up significantly to \$251,756.76, an increase of 28% from the previous year. Membership dues, advertising sponsors, government grants, Junior Programmes and Lessons and Clinics all showed significant higher levels.

Club Expenses were also up significantly. Total Expenses amounted to \$249,027.38, an increase of 44%.

Payroll Expenses were \$127,365.06, an increase of 36% from the previous year.

Property Taxes (\$9k), Bookkeeping (\$6k), Water (\$17k) and Grounds Maintenance (\$23k) were also significant cost items.

Observations:

The Club basically covered its costs on the 2018 season's operations. This is a change from previous years where the Club managed to generate surpluses.

Staff costs were significantly higher. The increase in the minimum wage without a commensurate increase in our fees cut into our projected surplus

Revenues from the Junior Programme, employment grants, sponsorships and increased memberships were very important to our financial well-being.

Treasurer's Recommendations:

We should seriously consider raising the membership fees for 2019. With an increase in Membership Dues, the Club should return to a surplus position as enjoyed in previous years.

The Ali Khan Fund should be augmented with a \$500 donation from the Grand Durand fundraiser in support of ALS. Other members of the Club should be encouraged to also donate to this Fund in support of Junior Tennis at the Club.

Two major capital expenditures loom on the horizon - the installation of lights and the replacement of the Clubhouse. Both of these projects should be managed carefully to ensure that they are fully-funded and do not become future liabilities on the Club.

With specific reference to the lights, we should not proceed with the lights project without the Trillium Grant. The project has become much more complicated and could have unexpected financial ramifications for the Club.

Next season, staff, beverage and food costs need to be much more closely managed and supervised.

A better system of managing "Lessons and Clinics" also needs to be put in place as a matter of priority.

The past season has been a learning year for the management and staff of the Club. The year 2018 could be seen as one of "recalibrating" as Club use by members and associated activities and programmes were up significantly across the board.

The Profit and Loss numbers for 2018 should be used as a strict budget for the Club's 2019 operations.