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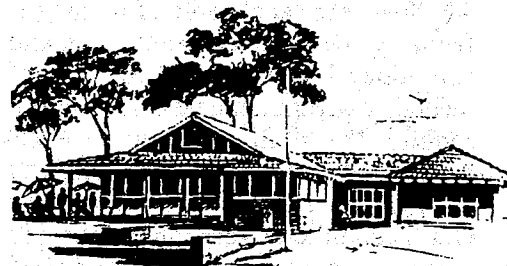
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on 9386 5717.*

Please support the people who support your Club!



The Whisper

SEPTEMBER 2002

DALKEITH TENNIS CLUB

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YOUR COMMITTEE FOR 2002/2003

President	Stephen Keenihan	9386 2041
Vice-President	Glenda Martinick	9386 8279
Secretary	Mark Meneghello	9386 5959
Captain	Martin Briggs	9383 1653
Vice-Captain	Kathy Raynes	9367 6662
Treasurer	Ken Gotfried	9388 0558
General	Rodney Udall	9284 6515
	Mary Sullivan	9386 8042
Administrator	Libby Ferreira	9386 5717
Coach	John Thorpe	9386 6906

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From The President's Desk

At the recent AGM, I indicated that we were considering ways to attract more funds to the club so that we can ensure the facilities are not only well maintained but we continue to grow and prosper.

As I have indicated before, by far the most important source of club income is via our membership fees. This year we have chosen to keep the fees almost where they were last year, only adding a CPI component to ensure we cover cost increases. You will have already received your fee notice for 2002-03. Thank you to all those who have already paid and a friendly reminder to those of you who have not. Early payment is a great help to the club as it helps us keep our cash flow positive and also enables the club to undertake important work early in the season when it is needed.



Every time you buy a can of Coca Cola from the vending machine, you are making a donation to the Dalkeith Tennis Club. Coca Cola are proud sponsors of the Dalkeith Tennis Club.

Another important source of funding is from government grants. The committee is looking at two ways of receiving government assistance. Both require the club to have a well-considered business plan setting out our medium and long term objectives. Our medium term goals are reasonably clear. We mean to maintain and improve our existing facilities. A clear example of this is the refurbishment and installation of lights on courts 11 and 12. Another consideration could be upgrading of our kitchen/bar area.

Our longer term plans are still being formulated but should address our vision for the club – where we would like it to be in 10 or 20 years time. Of course these plans should be consistent with the club objectives as set out in our Constitution and paraphrased as follows:

- Promote and encourage the game of tennis;
- Provide, control and maintain suitable grounds and premises for the playing of tennis;
- Provide members with the opportunity to play tennis in a conducive, supportive and friendly environment.

It is important that our club does not stagnate but instead continues to offer facilities and a social environment attuned to the current needs of the community. With so many other social and recreational activities available, our tennis club must stand out if it is to continue to be successful. One aspect we can be sure of is our excellent

location. We should use this to our advantage whenever possible.

Informal discussions with some members suggest the following are worthy long term goals;

- Provide larger and more varied clubhouse facilities;
- Supplement and add more variety to our non-grass playing surfaces;
- Attract and hold more members in the 18-30 age group.

One idea that has been suggested would be to extend our clubhouse towards the groundkeeper's building overlooking court 1. If this was done in concert with the construction of 2 or 3 clay courts in the same area, we would have created a new and separate area that would not only have supplemented our playing areas but also created a separate clubhouse facility which could be used by younger members without disrupting the activities of other members in the existing areas.

Of course this scheme will need much more thought but if supported by the membership could become a long-term objective that guides our business plans and becomes our focus when seeking government support.

The committee would appreciate your feedback on this concept or any other you may wish to bring to our attention. Please use our email address admin@dalkeithtc.com.au or post. If you would like to contact me directly use keenihan@inet.net.au.

On other matters I am pleased to tell you that our number one lady, Casey Dellacqua reached the first round of Junior Wimbledon doubles but unfortunately her partner had to retire because of injury, resulting in a forfeit. Congratulations on a great effort.

At the recent TennisWest AGM it was decided that the Mens' State League teams would be reduced to 4 players. This will mean more clubs will have sufficient player depth to field a team. It is hoped this change will enhance competition and provide greater opportunity for players to play at their appropriate standard. This change will shorten the matches so come early if you want to catch the action.

Finally, I would like to welcome the new members of the Management Committee (listed on page 1) and on behalf of the committee wish all club members an enjoyable 2002/03 season.

Stephen Keenihan
PRESIDENT.



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Captain's Corner

A new year beckons and as you can see I have taken on the Captain's role for another term. Lynne Leonhart has passed the vice-captain's baton onto Kathy Raynes. Thank you for your support, Lynne and welcome Kathy.

As I pointed out in the last edition, winter is a somewhat quiet period on the courts, mainly because we don't have them all in use, but Saturdays social still rolls along. Please be patient when you have forced rests!! Hopefully, you'll have the calendar in your *Whisper* giving you a run down of what is in store over the coming year, both on the courts and socially. One date to note is our proposed "Welcome Day" where we are asking people to

bring along prospective new members to show them what we have to offer at the club. It would be especially good if we can entice some of the 18 to 30 year olds to the club as we have a gap in this area of our membership.

Even though winter is a quiet month, pennants are still played and our Saturday Ladies Division 1 side has won their division shield. Well done to Tara Browning, Rachael Niwa, Alyce Kelly, Emma McDougall, Lea Tapper and Hiromi Sumura. They have been playing out at the State tennis centre due to court availability on Saturdays along with a Mens' Division 11 side which made the semis, but couldn't quite get over the line. Well done to our numerous Midweek teams. I think we must have made up half of the league numbers!! Regarding pennant winners we will

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have to wait and see. The results are not known as I write this. Good luck anyway. It is interesting to note that for next year's State League competition you will see a reduced mens' team comprising 4 instead of 6 members. We will field a Ladies and a Mens' State League side.

A small house keeping note. It would be useful if all members could wear their shoe tags as we are trying to make sure your facilities are not being used by any non-paying "guests". If you do see someone you don't recognise please enquire if they are members and if not could you make sure they pay the appropriate visitors fee.

See you on the court!!

Martin Briggs & Kathy Raynes
CLUB CAPTAINS.

On The Social Scene...

Karen Flanagan, Sandy McClosky and I have formed the new team for the Social Committee this year. We now have more people to share the load. Last year, Louise Denny was the Co-ordinator and did a great job managing the social activities of the club.

Winter has been relatively quiet on the social side of the club's activities. Di chase, Libby Ferreira and Loretta Hughes organised a Bridge Night in August which was very well attended.

Thanks ladies.

We have planned some extra events in this year's Calendar, including a fashion parade in late November and "Christmas in July" as a mid-winter function next year. Some key dates to pencil in your diaries over the next few months are:

• 12 October: Welcome Day

A special day set aside to welcome new club members and guests of members (free for this day). Why don't you bring a friend down to "try before they buy".

• 19 October: Opening Day

This is the official opening of the Club for the new season. Play and stay for a meal and enjoy some fellowship with other Club members. There will be good food, good company and music to dance to.

• 20 October: Junior Opening Day

The official opening of the Junior Club for the new season.

NO F/Ret/Mani
17/01
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56 Weld Street Nedlands

Proud sponsors of the D.T.C. Ladies
State Grade Pennant Team

3 & 4 November: Calcutta

A fun two days! Come and enjoy cocktails on the Saturday night prior to the auction of the thoroughbreds; and then see some great tennis on the Sunday as the randomly-paired mixed doubles teams vie to win the event. More details closer to the time – so keep a look out for them.

29 November: Fashion Parade

A key social event in our Calendar. A special occasion that only happens every two years. Come along – but be warned that you should get your tickets early as this has been a sell-out in the past.

21 December: Santa for the kids

Enjoy some Christmas cheer. How will Santa arrive this year – on the yellow motor bike; perhaps a sled? A special afternoon for our younger members.

We look forward to your support during the year: by attending the events and giving up some of your spare time, if you have some, to help with the setup and cleaning up. We rely on volunteers for many aspects of the functions, and would really appreciate your contribution. Enjoy your tennis and the club.

Glenda Martinick
SOCIAL COMMITTEE.

Winter Pennants

This winter we fielded seven midweek day pennant teams and three midweek night Teams.

The season has been very successful.

Of the seven daytime teams six made the semi finals. They were Division 3, Division 4, Division 6, Division 7, Division 8 and Division 9. Of these divisions 3, 4, 8 and 9 made the final.

Divisions 3 and 8 won their pennant.

The players in Division 3 were Meredith Wilkinson, Hiromi Sumura, Lynne Leonhardt, Isobel Herbert, Nanette O'Driscoll and Karin Mitchell (Reserve).

Players in Division 8 were Anne Palmer, Nanette Smith, Karen Flannagan, Lynn Crompton and Sue Alderton.

Congratulations to all concerned.

Cooper & Lourie

FAMILY OPTOMETRISTS

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BROADWAY, NEDLANDS
TEL: 9386 8581**

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All enquiries to Gordon Davies

Pager: 9480 9385 Mobile: 0409 181 727 Direct Office: 9389 9907

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Of the night teams two of the three teams made the semi finals. They were divisions 3 and 4. Congratulations to those teams.

Summer Pennants are coming. This season there will be changes in the procedure for selecting players for summer pennant teams in line with Tennis West requirements. Team selection will be primarily based on players N-RATINGS and points that players have earned in the previous two seasons.

Previously teams were selected based on Club ratings. This has proved to be problematic as there is a huge difference between clubs in the way they rate their players.

Initially there may be a few hiccups

but Tennis West expects the new system to be more successful in selecting and grading teams more fairly. It will give players recognition for good performance, as team composition will be based on merit.

Julie Lourie
MIDWEEK COORDINATOR.



vitesse enterprises

andrew lutz
0422 923 901

website development, printing & artwork
computer consulting

Changes On The Coaching Front

It promises to be a big summer and there are some exciting developments at ProServe Tennis Academy.

As some of you may already know, over the past two years we have been working hard to research and develop an innovative new tennis coaching system that we have called the MastaStroke® Tennis System.

Now that this phase is complete we are preparing to launch the system and felt that it was now an appropriate time to change our business name. From October we will be known as MastaStroke® Tennis System - Dalkeith.

Already hailed as a major enhancement to learning the game of tennis, the MastaStroke® Tennis System will

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ensure that our members enjoy a tennis learning experience that remains at the forefront of tennis coaching anywhere in Australia.


While our Adult Teaching Programs will use elements of the MastaStroke® Tennis System, it fully underpins our Junior Tennis Program - supported by the concept of 'develop the player, improve the person™' and another interesting innovation to be announced shortly.

Interest is already high and because we want all our students to receive the best tuition, we strictly limit enrolments for each program to manageable student numbers. Don't forget there is also our popular Holiday Clinic in the second week of the coming school holidays.

Enrolment forms for our Summer Program and Holiday Clinic will be available in early September from the Pro Shop.


We look forward to seeing all members this summer.

John Thorpe
PROSERVE TENNIS ACADEMY.



Layer sunscreen on to the skin 15 minutes before going out into the sun and reapply sunscreen every two hours.

Dalkeith Tennis Club has been sponsored by Healthway and is pleased to promote the Me No Fry message.




A Word From The Treasurer...

At the AGM, and since, I have heard comments from members which I feel need some response and explanation, so I intend to have a regular update in this and future editions of Whisper. At this point I am just going to take up a couple of issues. I apologise to the accounting literate members if the following sounds in any way patronising - it's not aimed at you!

There were certainly a number of comments relating to the club operating at a deficit as indicated in the Financial Statements to 30 April 2002. The accounts showed a net deficit of \$8,866. It is important to understand that this is an accounting deficit after charging depreciation of \$16,760.

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Depreciation represents the annual charge we put through to slowly write off our assets, principally our club building and court establishment cost. At the same time, however, we charge the actual cash cost of *maintaining* those assets. Depreciation does not involve the outlay of any cash.

Therefore the *cash* position of the club operations for the year was as follows:

Deficit per accounts	(8,866)
Add back: Depreciation	<u>16,760</u>
Cash Surplus	<u>\$ 7,894</u>

That, however, is not the end of the story. That cash surplus was used for *capital expenditure* on things such as the shade structure between courts 2 and 3, and to replace essential items of equipment (in effect, representing the *cash* counterpart to the depreciation charged in the operating accounts).

cut + pass



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The final cash position is then:

Operating cash surplus	7,894
Less: Capital Expenditure	<u>13,520</u>
Cash Deficit	<u>\$(5,626)</u>

The answer is, if we want to do more than just cover our operating costs, and be able to make regular improvements, and replace ageing equipment, we need to increase our operating cash surplus. Your new committee is focusing on just that.

That brings me to the next thing, the bar, on which there are probably as many opinions and solutions as there are members. One question that I have heard asked is "who do we have that knows anything about controlling a bar?" Hopefully a lifetime of financial and operational control in the hospitality industry has taught me *something* about that. In the industry we talk about *cost of sales* percentages, not mark-up percentages, and in the

last financial year, on the face of it, our cost was 62.5%, up from 56% in the previous year. There are many possible explanations for this, but I am focusing more on the future, not the past. However, in a club such as ours we are faced with competing demands – in this case, the demand on the one hand for close control, and on the other hand, the demand for access to the bar by a number of members at various times other than Saturday afternoon. The very nature of the second demand is going to defeat the first demand – in other words, you can't have it both ways. You just need to look at the far greater problems some of our fellow clubs are having right now with total "volunteer member control". However, it *can* be improved, and that is what we intend to do.

Ken Gotfried
TREASURER.



SOCIAL CALENDAR

Upcoming Events For
Your Diary.—

www.dalkeithtc.com.au

- 12 October: Welcome Day
- 19 October: Opening Day
- 20 October: Junior Opening Day
- 3 & 4 November: Calcutta
- 29 November: Fashion Parade
- 21 December: Santa for the kids

Check out pages 5 & 6 for details.

Club Sponsors Directory 2002

ACCOUNTANTS

BANNISTER-JONES & CAMPBELL
Chartered Accountants
14 Leura St • Nedlands 6009
Contact Lance Bannister 9386 3234

BOTTLE SHOPS

WARATAH WINE BIN
133 Waratah Avenue • Dalkeith
Contact Barry 9386 8749

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