

Financial Report

December 31

2015

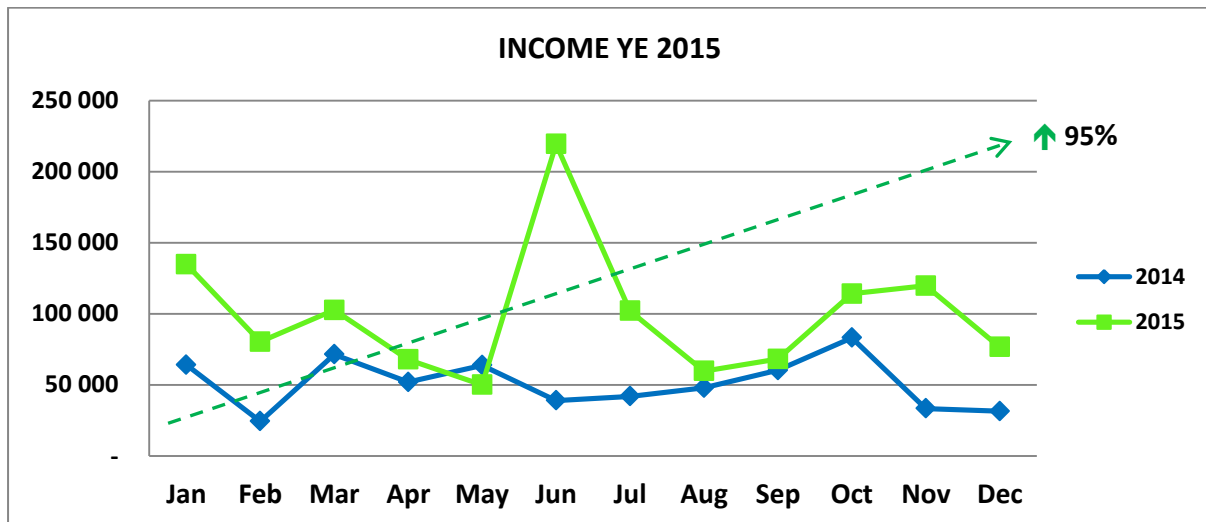
Reflection on the financial performance for the club over the period 1 Jan – 31 Dec 2015. The report provides a comparison on YTD figures between 2014 & 2015, as well as an outlook on the actual versus budgeted targets set.



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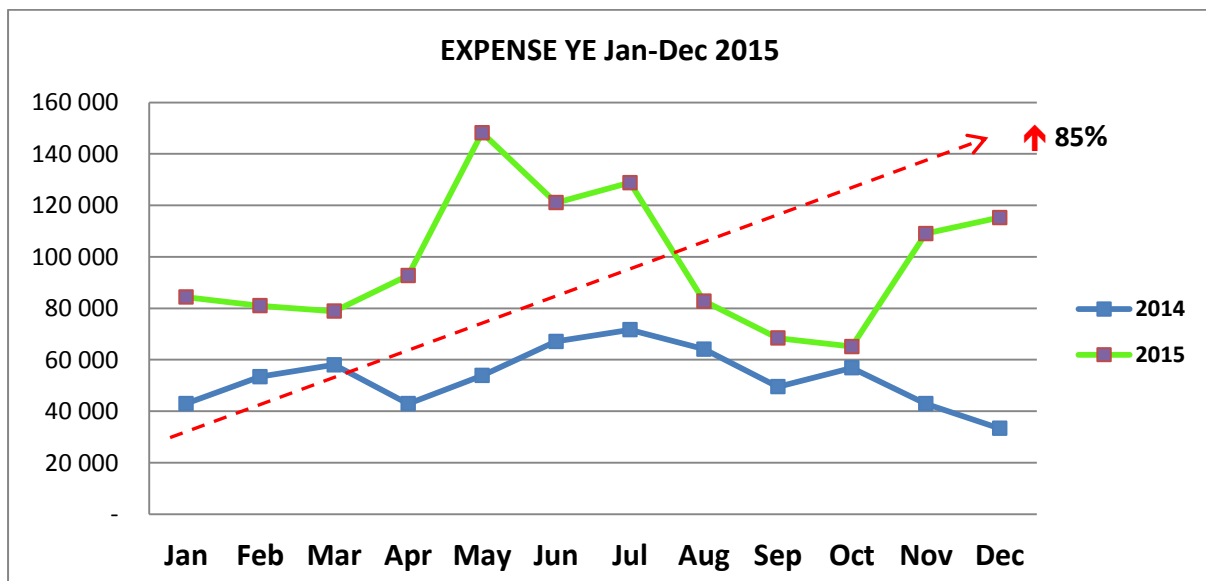
- 1. Income Analysis (comparative YTD 31 December 2015)**
- 2. Expense Analysis (comparative YTD 31 December 2015)**
- 3. Actual vs Budget Analysis (YTD 31 December 2015)**

Executive Summary



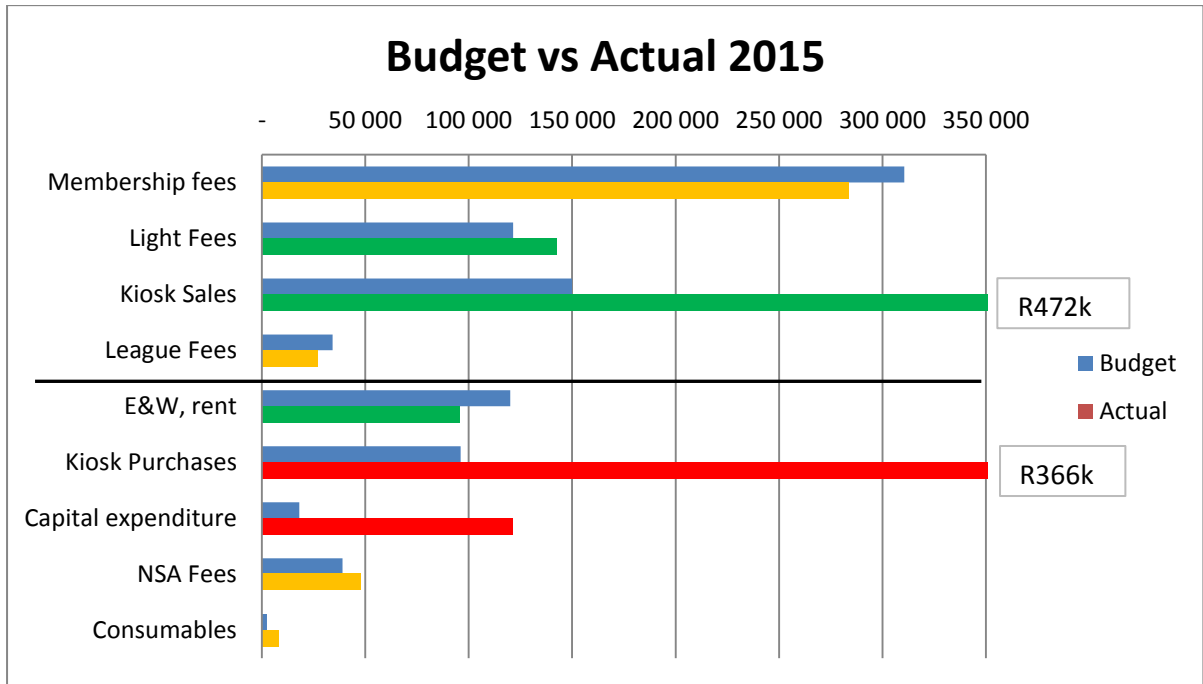
Notes:

- Increase in income contributed to **kiosk conversion, merchandise sales**; extending tournaments to outside clubs; introducing more social tournaments.
- June 2015 = Strawberry Pot Doubles



Notes:

- *May 2015 = NSA fees & CAPEX (roof extension & awnings)*
- *June & July 2015 = CAPEX (generator, installation, lights); kiosk stock replenishment; DTT expenses*
- *Nov & Dec 2015 = Summer league, NSA awards, kiosk stock replenishment, floor replacement*



Notes:

- High return on kiosk sales; saving on W&E; higher court usage
- Unrecovered subs and league fees; Higher kiosk purchases (off-set by sales); higher NSA fees; planned (roof extension, kiosk conversion, wall repairs) & unplanned capital expenditures (generator, lights conversion, floor replacement)