

## CROSS IN HAND LAWN TENNIS CLUB – ANNUAL GENERAL MEETING REPORT

Club President – Michael Eldridge. Trustees – Bryan Hamblin, John Tetzlaff.

Life Members – Michael Eldridge, Joyce Eldridge

### Your Committee:

Tania Spooner - Chairperson (TS), Stephen Muggeridge –Treasurer (SM), Rob French – Joint Membership Secretary and Secretary (RF), Helen French – Joint Membership Secretary (HF), Nick Andrews (NA) of Elevate Tennis Coaching (Elevate), Corrie Huntley – Welfare Officer (CH), Geoff Morphew – Match/Tennis Secretary and Junior Liaison (GM), Martin Stringell - Provisions Manager (MS), Suzi Christie (SC) – Club Development and Colin Dunne – Club Development (CD).

Management Committee role becoming vacant at the meeting: Membership Secretary.

**Notice of the AGM was sent to all members by email on 6th November 2021 and posted in the clubhouse in accordance with the constitution. This document was issued by email to members on Wednesday 24th (and posted in the clubhouse) and will be followed by the AGM, held via Zoom, on Tuesday 30th November.**

**Although, under the current constitution, your votes are not binding, please feel free to respond to this note with your votes/views on the Proposals C2, C3 and C4.**

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### **1) (TS) Chairperson’s report, including Safeguarding, Welfare, Safety and other policy matters.**

Dear Members.

I am glad that we can safely come together this year for the club’s AGM on Zoom, a platform which has also allowed our regular committee meetings to take place and those with Tennis Sussex. A special thanks to the person organising those members who are without Zoom to gather at the clubhouse.

The community spirit of Cross in Hand has always been essential to the club, with social gatherings at the bar and curry nights in the clubhouse sorely missed over the past year and a half. The Covid situation has also impacted our social tennis evenings. However, it seems we have managed to keep going and enjoy our tennis nevertheless, and I fully expect matters to improve over the next year as the Covid threat recedes.

The committee has continued to work hard to maintain the running of the club. In my second year of being chairman I am impressed as ever by the commitment and conscientious work of the Secretary and other committee members. Whilst there have been no major projects to manage, unlike last year when the new courts were built, there have been some important breakthroughs. In particular we have tracked down the title deeds of the club, which had been missing for some years and because of this we now know exactly what land is ours and what belongs to the Council.

The recovery of these title deeds was a result of some determined detective work by Rob French our Secretary. The titles were tricky to find because they were being held under the names of Michael our Club President, John our former Chair and two other past committee members. Rob and the Land registry will work to establish a more straightforward legal solution.

In other important legal and admin matters, we have worked with the Parish Council to update and extend the lease on the Hardy Roberts land on which courts 3/4/5/6 reside, ensuring more protection for the life of our tennis club. The club is now open earlier in the morning, and importantly our lease period is back up from 43 to 50 years. These positives should allow us to move confidently forward with future investments, such as the floodlights on the leased land.

We will be proposing a phased replacement for our tennis court floodlights, in the hope of a top-end final product. Our plans meet with LTA specifications for the current pole configuration but would also work with 8m or 10m corner poles, which is the preferred LTA arrangement and one that most tennis clubs use. New LED

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headlamps would be set upon the existing poles before new poles are installed as and when we can afford them. Rob has agreed to manage the project.

We have Suzi Christie, our fundraiser, to thank for improvements to our club's facilities. In addition to the floodlights, there is a case for restoring and improving the hitting wall/mini court. These are the two projects that we would hope to fulfil in the next 1-2 years, and you can read more about them in the rest of this report. We especially ask our members to support these projects, as they did the rebuilding of the courts, as it is likely we will need to stretch our finances to the maximum. The committee would recommend moving on these projects as the right thing to do.

Last week Corrie, our welfare officer, held an LTA Safeguarding workshop which was attended on Zoom by all members with group responsibilities. This training which delivers LTA's key safeguarding strategies, must be undertaken regularly by everyone on the committee, and all new and old team captains. That said, it is the responsibility of every single member to ensure the safety of our children and other vulnerable members.

With regard to our grounds and court maintenance, we have many people to thank for volunteering their time. Going back to last Autumn, Jo and James swept our courts clear of tons of leaf litter. Clearing leaves is something I urge everyone to do over the next few weeks. Compost structures have been built at the back of the grounds for leaf piles.

The compost areas were built by our budget-friendly gardener with pallets supplied free by members. It was partly due to thrift but also with wild-life friendliness in mind that the gardeners were instructed to mow paths through the grass, allowing some areas of wildflower growth. We would hope to have the member's approval for ongoing efforts to improve biodiversity within our tennis club grounds. Anyone interested in this area of progress, please be in touch. Both the Wealden council and LTA are encouraging us to act with sustainability and the environment in mind.

Last week, Martin Stringell was helped by Tony Keeping and Sri Narasimhan to lay more sand on courts 3, 4 and 5. Martin has asked me to mention, "Sand on courts needs to stay on court. Please bang or brush your tennis shoes before leaving the courts." You will have noticed the new sign reminding us all to do this. As men's club captain, Mart would also like to say what a pleasure it is to run match practice with such enthusiastic, competitive players and to thank all the members that have turned out to play for the teams.

We have John Cowell to thank for replacing the paving stone slab outside the clubhouse and removing a potential trip hazard. Nick Dibb and Colin Dunne deserve a huge thanks for trimming the Lonicera above courts 3 to 6 and cutting back the Autumn undergrowth.

Thank you to Janey for recommending OZTrees, who were employed to reduce the height of the spruce hedge outside of courts 1 & 2 at a reasonable price, which we spread over the financial year.

We can especially thank Colin Dunne, our newest committee member, for much tidying of the grounds, including the removal of a dead tree by the benches. There are endless maintenance jobs that need doing. Please be in touch if you have any spare to help. Colin will organize a work party at some point. Please join in if you would enjoy repainting the external rendered walls of the clubhouse and washing down soffits and fascias.

I will end this long list of thanks with a massive hand to Geoff Morphew, who with Rob has been maintaining the faulty lights over the past few years. Last weekend, Geoff and Rob gathered a band of merry men to erect a scaffolding tower. Richard Herson and John Cowell came down only to find that a vital component was missing, making the tower unsafe to use. Geoff, Rob, Nick D and Colin then came along on the Monday and the new (20 year old) bulbs were shining brightly that evening. Brilliant. Geoff and Rob have also ensured that the emergency lights in the clubhouse now work, keeping us safe and safely insured.

In terms of Team results this year, our Men's and Ladies' teams have excelled, but Ladies team 3 deserve special congrats for moving up the ranks. The number of teams was expanded to enable more people to enjoy match-play. The results in the Horam league are indicative of just how good we are for such a small club. If you are not playing matches already and would like to, please get in touch with me or anyone on the committee and we will introduce you to the team organisers.

From the detailed reports that follow you will be excited to see great results in membership, finance, development and club coaching.

I would like to thank Stephen our Treasurer for keeping a good eye on the money, and Nick for providing us with a brilliant coaching team. Thanks also to Andrea Law for volunteering her time and skills to do our accounts. A huge

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thank you to Rob and Helen who have worked tirelessly and brilliantly as our Joint Membership Secretaries for the last five to six years, maintaining and increasing our club membership over that time. They have vastly improved the membership systems and taken steps to modernise and take advantage of the available on line/automated solutions. This is a very important role and is critical to keep membership subscriptions coming into the club. Rob and Helen will be a very hard act to follow.

With regard to the social sessions on Tuesdays, Fridays and Sundays, I would like to make a personal suggestion that I (and anyone else on the committee) get together with interested parties and put plans together on how we might improve attendance at these sessions. We could try out ways to bring people down to the club, perhaps with a Winter social, and future seasonal events.

Finally, thanks to Michael Eldridge our Club President, and Bryan Hamblin and John Tetzlaff our Trustees. Their role in keeping watch over the club continues to be an important safeguard for us all as members.

### **2) (SM) Treasurer's report, including accounts and projections:**

#### Result for the year

I have pleasure in presenting my report for the year to September. You will have seen from the accounts that the club produced a surplus of £21,796, compared to £26,466 in the previous year, and we saw our bank balance rise from £13,575 to £30,180 during the year, a good start to the process of restoring the resources of the club to a healthy position following the major court expenditure in 2019/2020.

Grant income of £10,931 (2019/20: £10,000) has been a major factor in the club's ability to continue operating steadily through the pandemic, and as you will know, this year allowed us to keep membership subscriptions at a reduced level for those who have stuck with the club through the last two years. I should point out that a grant of £1,500 from the parish council was received as a contribution to building (or repairing) a hitting wall, which features in our plans for the future, of which more below.

We also saw an increase in 100 Club profit from £275 last year to £1,210 as members responded generously at renewal, whilst visitor fees, match fees, use of the courts for coaching, and floodlighting income all started to return to more normal levels as the club steadily opened more broadly during the summer of this year. Visitor fees were supplemented by £487 of income (net of charges) for the play and pay facility we made available during the year.

Expenses for the year totalled £14,295, somewhat higher than last year's £8,301, the most notable impact coming from an increase of £4,591 and repairs and maintenance costs. The major items of expenditure in the year related to general court maintenance (including a resupply of sand) totalling £1,632, the cost of making repairs to the emergency lighting of £1,032, and the cutting back of the conifers around the courts (£3,000).

We did not pay the retention balance of £730 due to Martin Gurr, who built our new clay courts, as he failed to respond to our requests to carry out snagging work. We don't have any expectation that he will seek payment in view of the clear breach of the contract. The outstanding work itself has largely been remedied where necessary by our volunteer workforce.

You will also have noted increases in spend on tennis balls (with a large stocking up towards the end of the financial year), and match fees as normal tennis resumed, whilst the LTA were unable to rebate the club membership as they had in the previous year. Other costs remained comparable to the previous year.

#### Future prospects

I am attaching two versions of our projections into the future, which are designed to act as a check on our ability to sustain the capital expenditure required to keep the fabric of the club in good order through our normal income over the replacement cycles ahead.

In the immediate future the Committee are likely to propose repairs and update to the hitting wall and mini court in order to reinstate the usefulness of this neglected asset. We're currently estimating costs for this, detailed quotes will be sought and shared in the near future.

In addition, we have reached the point where an upgrade to the floodlighting has become a priority, given the state of repair and the cost and unavailability of replacement parts. We are planning an upgrade to LED lighting, as well as replacement of the poles: we are looking at a likely two stage process, with the work for courts 3,4, and 5 carried out in April next year, and the remaining courts a year later, with the poles replaced in later years as finances allow. As an alternative we may consider a more front-loaded project, with all court lighting other than 6

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repaired next year, with 6 to follow later. The latter scenario has obvious benefits in terms of reduced disruption and quicker realisation of electricity savings as we introduce LED, but would require some form of short-term financing through a repeat of the member pledges that worked so well last year. The membership will of course be kept informed of progress as plans start to take shape.

You will have noted that the projections don't make allowance for inflation in future years: many of you will have noted that the issue is becoming more prominent, not least in relation to energy costs. For now my assumption is that membership subscriptions will need to keep pace with the inflation that the club experiences, whilst we continue to manage the finances as prudently as possible.

I have deliberately kept my report quite brief in order to make it as readable as these kinds of report can be: as members you are entitled to ask for further information if needed. Please feel free to raise any questions or comments with me or other members of the Committee either during the AGM, or before and after by email. My address is [stephenmuggeridge@btinternet.com](mailto:stephenmuggeridge@btinternet.com)

Finally, I should like to thank Andrea Law for her continuing and valuable work as independent reviewer, and to Rob French for managing the club's daily affairs and the support he provides to my efforts.

### **3) (HF/RF) Membership update:**

As everyone no doubt remembers, we had periods of full lockdown during the 2020/21 membership year, although the courts were open when we started 2021/22, albeit with legal restrictions on group play. To support our investment in courts 3-6, we applied the full membership prices last year, with a promise that we would look at how to give value back to those that renewed early, even though the club was closed at that time. We set aside an amount from the COVID business support grants for this and were very pleased that we could then give a great price to returning members, and an even lower one to that early renewal group. Even more pleasing was the generosity that many showed, putting back some or all of that discount into the 100 Club. Thank you to everyone who did that as you are already contributing towards the next investments that we need to make, and please read on as we have a suggestion for next year! As has been the pattern in the last 5 years, we have had a steady trickle of new members, this year more than compensating for natural losses as people retire or move away. Numbers have been more or less flat over that period, and (just about) able to support the facilities that we have, with careful cost management.

As a reminder, the membership numbers relate to the membership year i.e. from 31<sup>st</sup> March 2021, and not the accounting year. That said, only £260 in membership fees has come in since the accounting year ended on 30 September, hence the financial and membership figures will be closely aligned.

Clubspark continued to work really well although it would be nice to get some additional features, particularly a secure way for members to look up contact details and an area just for club notices, that is not seen by everyone who looks at the website. Enabling the limited pay and play option last year has not overly changed our court utilisation figure, which never exceeds 35% overall, and it does mean that we are now registered for online payments. Whilst that is one more thing to manage, it does give the option of automatic membership renewal, should the transaction percentage cost come down. It would currently add up to ~ £1,000 of extra cost annually, so we will stick with internet banking for now. We cannot accept cheques anymore, but we only had one come in last year so it is not a big thing to use cash instead and one of the committee then makes the bank transfer.

Total membership income, including 100 Club, was £20,807 vs. £21,565 for 2020/21 (which also included lower renewal income than usual due to the first COVID lockdown) and £23,714 for the year before. The "real" figure, excluding 100 Club, was a further £900 down year-on-year, but bear in mind that we had conservatively budgeted for using more of the support grant as discounts. Ideally we do need to increase the membership, and also think about the effects of inflation on our costs.

We have 215 members in total, up from 193 in 2020/21 and 201 the previous year. It's not surprising that we were low across the COVID period and that is of course why support grants were made available, and it is nice to see a bounce-back. Although adult categories have grown, no doubt we would all like to see more juniors coming through and staying with the club and with tennis in general.

We intend to carry on offering the early renewal discount and non-member surcharge. Membership categories and fees will be discussed in detail by the committee in February. We have not increased fees for the last few years, since the year before COVID struck.

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The 100 Club was up due to everyone's generosity, producing an income (before prizes) of £1750 vs. £850 the year before. Which brings us to our suggestion, which is that we ask everyone to make the same or even more generous contributions next March, and we put all the 100 Club profit towards installing a defibrillator. Many have asked for this and the time seems right, with all the electrics now brought up-to-date. Something for us all to think about!

Thanks go to the coaching team, led by Nick and Dan, for continuing to help the club by bringing us new members, who graduate up from paying the coaching surcharge. This works really well for us, and the pay and play facility is doing a similar job, albeit on a smaller scale. As a reminder, we set it up so that courts are only available to book in daylight hours, with just 72 hours advance booking (vs. members who have 2 weeks), automatic card payment only and no refunds within 24 hours of the booking. The LTA are very happy with us for making tennis available to all, which is their core mission, and publicise the club as a result, and it is bringing in much needed cash and new members, just as we had hoped. It also enables us to apply for grants. As an example, we have applied to Wealden for support for the floodlight conversion, which would not be possible as a full members-only club. Having facilities which promote healthy exercise available for the local community, regardless that they are limited, and members take preference, is a basic requirement.

And now the details of the membership across the categories, which will all be impacted by the discounting -

### Adults - across all categories (Adult, Adult Student but excl. Parent Hitters)

Adult member numbers for 2021/22 stand at 118, compared to 98 for the previous year, which is great news.

Many new joiners have gone straight into the heart of the club, are playing in teams, etc.

Adult subscription income is £14,271 vs. £15,918. , but don't forget the early renewal discount was £60 or £45 for an adult, so £120 or £135 vs. the normal fee of £180.

### Juniors (including Parent Hitters)

Junior subscription income is £1,970, down from 2,040. This includes Parent Hitters (£331 vs. £440) but excludes Families. Junior numbers stand at-

Junior 5 and under = 2, down from 3 and 8 the year before that.

Junior 12 and under = 28, up from 20, which is good to see.

Junior 18 and under = 17, down from 19.

Parent Hitters = 12, down from 14.

We do know from the coaching team that there are a lot of competing sports/other interests for the juniors.

### Families

Use of the Family category was stable, which is great news. We have 9 families (37 members) vs. 9 (35 members) the year before. Income was £2,814 vs. £2,758 last year.

### Non-member surcharge

The Non-member surcharge, which applies to adults and juniors at coaching sessions, has brought in an additional £357, down from £654 across the financial year. This is not really surprising given the COVID restrictions.

We are stepping aside after 6-7 years in the membership secretary role. During this period there has been huge progress in simplifying the admin for the committee and the members and ensuring that more of the income finds its way to the club coffers and is not lost through unnecessary spend, and more than half of the current membership have joined the club. We are more than happy to help the next incumbent get into their stride and would like to thank all the members who are so polite and have also understood and taken to the changes we have made along the way.

## **4) (NA) Coaching Report from Elevate Tennis Coaching:**

As with everything, the coaching at the club has had to deal with many different challenges over the last year, mainly covid related. There were long periods of time when we couldn't work and that has not made things easy. It was great though, once we were allowed back on court, to find ourselves busy again.

### Adult Coaching

Both Dan & I have seen an increase in players taking on individual sessions. We have seen more new members over the last year and many have come as a result of a taster session with a coach.

The Adult coaching programme was expanded by the introduction of an additional session, aimed at those intermediate/advanced players who were looking to develop their singles & doubles tactical play. This ran throughout the summer and was a success and I believe enjoyed by those who participated. I hope to reinstate this session in the spring to coincide with the new season of league matches. We still have our Cardio session on a Saturday morning where Dan puts his clients through their paces with great drills and lots of energy. The Friday

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morning “skills & drills” session has a loyal following plus some new faces this year which has been great to see. I will be looking to add to the adult coaching programme with an adult beginner’s group and an Improvers session. We have seen another one of my coaching team, Darren Linegar, come back to the club this year.. Darren, who is known to some of you, is available for individual and group coaching and he brings with him lots of experience and enthusiasm.

### Junior Coaching

This year we were lucky to be able to restart the junior holiday camps, which didn’t take place last year. Over the course of the year, we ran four weeks of well-attended camps and look forward to building on this in 2022, hoping to get back to something resembling pre-2020 numbers.

We have junior players attending all sessions in our junior coaching programme. Mini-Blue 4-6yrs, Red Ball 5-8yrs, Orange Ball 8-9yrs, Green Ball 9-11yrs, Baseliners 12-14yrs & our futures squad 13-18yrs. We have seen much progress made by all. It’s been great to see that some of our future squad’s players now taking regular places in the club’s adult teams.

We had three junior teams entered into the inter-club leagues last year. Covid reared its head and caused issues so unfortunately we didn’t manage to fulfil all our fixtures, although we did have some great results especially for our orange ball team that played in a one-day event at Beads school. Up against top players in the county, our juniors did CIH proud. Although not in contention for the overall win, our players gained a victory over two teams which was a fantastic achievement for their first competition.

As in past years, we ran two LTA’s Tennis for Kid’s sessions (which has been re-branded as “Youth Start”) and we will be running them again in April/May 2022. These sessions are aimed at players aged 4-6 and 7-11 years who have never played before. We will also be hosting the Junior, Road to Eastbourne event next May

Our overall aim for next year will be to increase player’s participation in both adult and junior coaching, introduce more members to the club and meet the coaching needs of the membership. Thank you to the members and the committee for all your support.

5) **Committee and Member proposals.** No proposals were received from Members (M).

The following proposals have been sponsored by the Committee (C):

**Proposal C1** - Minor updates will be made to the Constitution, after consultation with LTA, in order to –

- Rephrase gender-specific clauses e.g. 9.12 (a), references to Chairman, etc.
- Add an explicit requirement to adhere to all applicable laws and regulations under 3(g).
- Reduce age discrimination, e.g. 18.4 and voting at AGM/EGM. Regarding the latter, the Management Committee will have the flexibility to consider taking votes at AGM/EGM from the Junior category 18 and under (13-18 years) on motions or matters at concerning juniors.
- Cross reference AGM/EGM notices being posted in the clubhouse e.g.12.2 to the existing 26.1, which allows for electronic delivery.

No vote is requested as these are procedural updates only.

**Proposal C2** - Allow for email voting on member and committee proposals, via email (or other electronic means that is equally accessible).

**Proposal C3** – Per 24.1, allow for the spend required to upgrade the current floodlights to LED, taking in pledges or loans to cover the cashflow of the club should it required. Members will be kept informed of all significant commitments by the committee.

**Proposal C4** – Allow for the continuance of limited pay and play. Pay and play has not overly impacted court utilisation and is a nice but relatively small income stream, and most importantly it means that the club can apply for community grants in a way we could not as a members-only facility. We have just sent one into Wealden for £3000 towards the floodlights based on CO2 reduction and benefit to the local area. It is also very high on the LTA’s priority list to as they are driving “tennis for all”. Limited, in clubspark terms, means a much shorter booking period than for members and daylight hours only and, to be simple to administer, fees are taken by card payment with no refunds within 24 hours of the booking.

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### 6) Election of Officers.

The formal authorities for the club (the current account, automated payment gateway and HMRC) are held by RF, SM and TS. Each has signed the Declaration for Fit and Proper Persons, along with HF, for the 2021/22 year. The club currently has two Trustees, which is the minimum, and the ideal number is three or four. Please let the Chairperson or Secretary know if you would like to contribute to the club in this way.

**RF and HF are standing down as (Joint) Membership Secretaries after 5-6 years, and the role is vacant.** All other Committee members seek to continue, including RF as Secretary, and Andrea Law as Independent Examiner. Nominations to the Committee (or the Independent Examiner) and the role which you are proposing to fill should be received before the AGM, so **by the end of Sunday 28th November.**

### End of AGM Report

#### Appendix 1 – Cashflow projections Scenario1 – Floodlights 3+3

CiHTC cashflow projections	2018/2019 actual	2019/2020 actual	2020/2021 actual	2020/2021 original	2021/2022	2022/2023	2023/2024	2024/2025	2025/2026	2026/2027	2027/2028	2028/2029	2029/2030	2030/2031
Subscription income	23,716	21,110	19,361	24,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Other tennis income	5,594	2,516	4,490	5,400	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950
Grant income		10,000	10,931	-										
Sponsorship, fundraising etc.	1,331	1,891	1,870	1,200	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100
<b>Total income</b>	<b>30,641</b>	<b>35,517</b>	<b>36,652</b>	<b>30,600</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>
Tennis expenses	1,636	930	2,015	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800
Court and floodlight maintenance	3,116	231	2,664	5,000	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800
Grounds and clubhouse maintenance	3,462	2,968	5,102	3,600	3,720	3,720	3,720	3,720	3,720	3,720	3,720	3,720	3,720	3,720
Electricity,rates and utilities	4,110	3,337	2,764	4,200	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540
Fundraising costs	969	611	450	800	600	600	600	600	600	600	600	600	600	600
Other expenses	1,585	473	2,166	1,800	2,506	2,506	2,506	2,506	2,506	2,506	2,506	2,506	2,506	2,506
<b>Total expenses</b>	<b>14,878</b>	<b>8,550</b>	<b>15,161</b>	<b>17,200</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>
Normal tennis income/(outgoing)	15,763	26,967	21,490	13,400	17,084	17,084	17,084	17,084	17,084	17,084	17,084	17,084	17,084	17,084
Starting balance		91,063	13,689	13,689	30,180	14,924	7,288	21,372	8,456	5,540	7,424	24,508	41,592	8,676
Pledges		5,000	5,000	5,000		3,000	3,000		2,000	2,000				
Rebate 2019/2020 membership				1,000										
Capital costs														
Courts 1 and 2								30,000						
Courts 3 to 6		109,340		3,640									50,000	
Hitting wall				2,500	4,620									
Floodlights-LED heads					27,720									
Floodlights-LED poles									22,000	13,200				
<b>Closing balance</b>		<b>13,689</b>	<b>30,180</b>	<b>14,949</b>	<b>14,924</b>	<b>7,288</b>	<b>21,372</b>	<b>8,456</b>	<b>5,540</b>	<b>7,424</b>	<b>24,508</b>	<b>41,592</b>	<b>8,676</b>	<b>25,760</b>

#### Appendix 2 – Cashflow projections Scenario2 – Floodlights 5+1

CiHTC cashflow projections	2018/2019 actual	2019/2020 actual	2020/2021 actual	2020/2021 original	2021/2022	2022/2023	2023/2024	2024/2025	2025/2026	2026/2027	2027/2028	2028/2029	2029/2030	2030/2031
Subscription income	23,716	21,110	19,361	24,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Other tennis income	5,594	2,516	4,490	5,400	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950
Grant income		10,000	10,931	-										
Sponsorship, fundraising etc.	1,331	1,891	1,870	1,200	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100
<b>Total income</b>	<b>30,641</b>	<b>35,517</b>	<b>36,652</b>	<b>30,600</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>	<b>31,050</b>
Tennis expenses	1,636	930	2,015	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800
Court and floodlight maintenance	3,116	231	2,664	5,000	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800
Grounds and clubhouse maintenance	3,462	2,968	5,102	3,600	3,720	3,720	3,720	3,720	3,720	3,720	3,720	3,720	3,720	3,720
Electricity,rates and utilities	4,110	3,337	2,764	4,200	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540	3,540
Fundraising costs	969	611	450	800	600	600	600	600	600	600	600	600	600	600
Other expenses	1,585	473	2,166	1,800	2,506	2,506	2,506	2,506	2,506	2,506	2,506	2,506	2,506	2,506
<b>Total expenses</b>	<b>14,878</b>	<b>8,550</b>	<b>15,161</b>	<b>17,200</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>	<b>13,966</b>
Normal tennis income/(outgoing)	15,763	26,967	21,490	13,400	17,084	17,084	17,084	17,084	17,084	17,084	17,084	17,084	17,084	17,084
Starting balance		91,063	13,689	13,689	30,180	6,444	13,528	30,612	17,696	12,780	7,597	24,681	41,765	8,849
Pledges		5,000	5,000	5,000	10,000	10,000								
Rebate 2019/2020 membership				1,000										
Capital costs														
Courts 1 and 2								30,000						
Courts 3 to 6		109,340		3,640									50,000	
Hitting wall				2,500	4,620									
Floodlights-LED heads					46,200					9,067				
Floodlights-LED poles									22,000	13,200				
<b>Closing balance</b>		<b>13,689</b>	<b>30,180</b>	<b>14,949</b>	<b>6,444</b>	<b>13,528</b>	<b>30,612</b>	<b>17,696</b>	<b>12,780</b>	<b>7,597</b>	<b>24,681</b>	<b>41,765</b>	<b>8,849</b>	<b>25,933</b>