

DUFFERIN LAWN BOWLING CLUB PRESIDENT'S REPORT

Submitted at the Dufferin Club AGM
Thursday November 21, 2013

The lawn bowling club membership is 57, down 5 bowlers from 2012. Over the last two years there has been 35 new bowlers that have joined, 20 new members in 2012 and 15 new members in 2013. This shows that we must be doing something right. Our sport is gaining recognition. Thanks to Jim Thomson, membership.

Our open tournaments also showed a slight increase in participation and thank you to our new sponsor, Brantford Honda and all our sponsors Brant Pain Relief Clinic, McCleister Funeral Home, Brant Family Eye Care, BYO Breweries, Eagle Place Seniors, Tranquility Place Retirement Home, Gallery Lumiere, Brantwood Farms and Ingham Monuments. In 2014 we will welcome 3 new sponsors TD Waterhouse, King George Dental and Brantford Toyota to our tournaments. Thanks to Wilma Roblin and Jim Thomson, tournaments, for their job done.

Because of unexpected repairs to machinery, decrease in full memberships, lack of fund raising and our obligations to the Dufferin Club our bank account is nil. The remains of our term deposit will pay our OLBA fees in April 2014. Thanks to Charlie Nadjiwon, treasurer.

In late August 2014 the Dufferin Lawn Bowling Club will host the 2014 National Blind Tournament. It will bring 25 - 30 bowlers from BC to Newfoundland for the week long event. Along with our two monthly tournaments, district and regional playdowns that brings teams from across the province we are now hosting a national event and we are doing our share in promoting the City of Brantford.

I will look forward to the discussions between tennis, lawn bowling and the Dufferin Club on new changes to the club that will be made in 2014. The club has to be progressive and open to all ideas for the betterment of our sport and a prosperous future.

Submitted by
Joe Godwin
Past President Dufferin Lawn Bowling Club



ANNUAL REPORT 2013

Highlights

- *Raised \$1,047 for the Heart and Stroke Foundation of Ontario from Doubles Tournament*
 - *Introduced Online Registration, PayPal and Courtside Canada*
 - *Created a new Dufferin Tennis Club logo*
- *Purchased promotional t-shirts with the new logo that were handed out to all summer camp participants and sold to members*

Membership

The Dufferin Tennis Club had a total of 311 members in 2013, a decrease of 37 members from 2012. A total of 163 Adult memberships were purchased. There were 116 children under 18 years of age who joined free with the purchase of an Adult membership. There were also 12 Young Adult (under 25 years of age) and 16 Junior (under 18 years of age) memberships purchased. There were four Social memberships and five punch cards sold. Of the total number of members, there were 90 new members and 221 returning members.

The cost of Adult and Junior memberships increased \$10 this year; Adults to \$170 and Juniors to \$50. The price of Young Adult and Social memberships stayed the same. A \$20 discount was offered to returning Adult members until Mother's Day and a special reduced membership (\$150) was offered year-round on Adult memberships to new members. In July, the club offered a 10-visit punch card for \$70. All memberships were reduced to half price on August 15.

There was one corporate membership purchased by Maddock Accounting, Tax and Consulting Services, Inc for a fee of \$125. The fee also included a free ad in the 2014 brochure. Under this membership, the corporation was invoiced monthly at a rate of \$10 per adult guest per visit over and above the corporate membership; guests were clients of the corporation.

The club introduced online registration and PayPal for online payments for both memberships and junior tennis camps. A total of 12 people used the website to purchase memberships and another 10 for camp registrations. An additional fee (3 %) was added to online payments to cover PayPal service fees. Courtside Canada, which can be used for court bookings, leagues and tournaments, was also introduced this year.

Club Activities

The Dufferin Club opened on Saturday, April 27 with a joint Tennis and Lawn Bowling Open House. The weather was favourable for members to play tennis and socialize all day, but the rest of April and most of May was not very good weather for tennis.

Organized round robins ran throughout the season and included a Monday Evening Doubles, Friday Evening Mixed Doubles and Sunday Evening A&B Singles, which were all well attended for most of the

season. There were also Beginner/New Member and Junior Singles/Doubles Round Robins on Saturday mornings and a Women's Only Beginner/New Member Round Robin introduced Thursday evenings – all had low participation. The round robins provided members the opportunity to meet and play against other members of the same level.

There were four social events that allowed players of all levels to socialize in a friendly and fun atmosphere. The socials followed the Friday Evening Mixed Doubles Round Robin and were offered free of charge to members this year. There was a Serve 'em Up Social in May, Strawberry Social in June, Smorgas Bjorn Borg Social in July and the Grand Slam of Socials in August. To continue to provide the socials free for members in the future, the club will need to seek out sponsors to cover the food expenses.

Two free 1-hour stroke clinic were offered in June for new and beginner members. The Adult Tennis Camp for intermediate and advanced players, was cancelled in July due to a lack of participants. Private lessons were available with Dave Stewart, club pro, and Aldo Pignotta.

The junior tennis summer camps, organized by Dave Stewart, were well attended this summer. The cost of the camps increased by \$10 to offset the cost of the t-shirts provided to all participants. There were 123 participants in the camps over the eight-weeks offered.

In 2013, the Inter-Urban team continued to play in Division 1. Despite a fourth place finish during the regular season and a semi-final loss in the playoffs, the team was very competitive in most matches and looks forward to continuing to grow stronger next year. Congratulations to all for an excellent effort.

The club hosted its eleventh annual Heart and Stroke Marathon on Saturday, June 22. The tournament was changed from mixed doubles to doubles this year. The tournament was organized by court staff, Megan Melling, and raised \$1,047.

The club organized and hosted a number of competitive tournaments during the season. There was a BBQ Open tournament, new this year, offered in early May. The Woody Open Singles was held later in June and was very well attended. There was a Calcutta and Chili Open in June. Prizes for the winners and finalists were purchased and awarded at the end of each tournament. The Parent-Child Doubles Challenger, scheduled for August, was cancelled due to lack of participants. The Club Championships were played in August and September. Trophies for the winners and finalists of the Club Championships were awarded during the Closing Party.

The BCSSAA High School Junior and Senior Tennis Championships were held in October with all six high schools participating. Much excitement was generated during the practices leading up to the tournament and the tournament itself. BCI won both the Junior and Senior Tennis Championships. Adam Bakker, a junior club member and staff member, won the BCSSAA Senior Boys Single title and tied for first among the high school level competitors at CWOSSA. As a result, Adam will compete at OFFSSA at York University in June 2014.

The season concluded with the Closing Party on October 5, and included a doubles round robin, BBQ and

awards presentation. All food was supplied by Strodes BBQ & Deli and the Bun Shoppe. The cost was \$10 or free for people who contributed a salad, side dish or dessert.

Promotion

The Dufferin Tennis Club continued with increased advertising throughout the year to promote the club and the sport. Free ads were placed on the radio (92.1 CKPC) and on Rogers Cable. Print ads were placed in the Brantford Expositor and Brant News. A mobile sign was placed at the club entrance for most of the year and changed monthly to promote different deals/programs and space on the Rotary Sign was purchased for several weeks.

The club had a display/booth at Lion's Park on Canada Day, at the Grand Opening of the Wayne Gretzky Sports Centre and at the Brantford Casino, which hosted a large promotional event for all hospitality and sports-related organizations in Brant County.

A new logo was created for the club and subsequently used in all print material and also on promotional t-shirts that were given out to junior tennis camp participants and also sold to members.

Tournament Winners

WOODY OPEN

- Winner – Tony Parpotta
- Finalist – Eric Hurlburt
- Consolation Winner – Greg Archi

JUNEBUG DOUBLES

- Winner – Greg Archi and Ajay Sharma

CHILI OPEN SINGLES

- Winner – Lee Follis
- B Winner – Adam Bakker
- C Winner – Tony Lynch
- Chili Cook-off Winner – Paul Bakker

HEART AND STROKE MIXED DOUBLES MARATHON

- A Winner – Anca Gaston and Ron Beckett
- B Winner – Marilyn Yuill and Cody Dennis

CLUB CHAMPIONSHIPS

- Singles Champion – Tom Varga
- Singles Finalist – Lee Follis
- Singles B Champion – Greg Archi

- Junior Singles Champion – Michael Farrugia
- Junior Singles Finalist – Jackson Adams
- Doubles Champions – Ajay Sharma and Tom Varga
- Doubles Finalists – Lee Follis and Adis Medanhodzic
- Doubles B Champions – Adam and Paul Bakker
- Doubles C Champions – Dave Carter and Richard Eyre
- Mixed Doubles Champions – Bev DeBeer and Lee Follis
- Mixed Doubles Finalists – Anca Gaston and Ron Beckett
- Mixed Doubles B Champions – Debbie and Adam Bakker
- Over 40 Singles Champion – Aldo Pignotta
- Over 40 Singles Finalist – Dave Cureatz

Fundraising

The 2013 Executive continued to raise money for court repairs. Fundraising activities included the solicitation:

- The solicitation of corporate sponsorships and donations;
- The sale of corporate memberships to local organizations and businesses;
- The sale of advertising space in the yearly brochure;

- The sale of fundraising items; and
- A private donation campaign drive.

Advertising space was purchased by Ancaster Track & Tennis; Dr. Bill Tsuchida; Brant County Ford; Bond Fencing; CBI Physiotherapy and Rehabilitation Centre; Fairview Remedy's Rx; Image Dental Arts (Dr. Rae Dorion); Just Tennis; Lefebvre and Lefebvre LLP Lawyers; Millard, Rouse & Rosebrugh LLP Chartered Accountants; and Scotiabank.

Finance

The Dufferin Tennis Club generated \$42,950.88 in total revenue from membership fees, junior tennis camp registrations, club activities and product sales. Expenses paid to the junior tennis camp instructors, for advertising and the purchase of supplies and equipment totalled \$24,675.54. To date, \$25,000 has been transferred over to the Dufferin Club of Brantford to cover court staff pay and common expenses. There was a net deficit of \$6,725.66, which included an overpayment to the tennis camp instructor of \$1,000. As of October 31, the club had a balance of \$14,217.36 in the general operating bank account.

In terms of fundraising, the club raised \$2,250 for court repairs. The majority of this money was raised through brochure advertisements and the other half through private donations. There is currently \$20,671.11 available for future repairs.

Court Staff

The Tennis Club was open April 27 through September 29. The clubhouse was open and courts supervised Monday to Friday from 5 pm to 10 pm the entire season and from 9 am to 12 pm in July and August. There were also supervised hours Saturday and Sunday from 9 am to 2 pm and from 4 pm to 8 pm.

Staff consisted of Lee Follis, Megan Melling and Adam Bakker. Shasta Ritchie joined the staff at the end of August to help cover hours in September. Additional hours were covered by volunteers from the Executive.

Executive

The 2013 Executive consisted of:

- Pete Pongrac, President
- Ron van Pampus, Fundraising
- Ron Stinson, Treasurer
- Greg Swierz, Secretary
- Aldo Pignotta, Property Manager
- Lee Hendon, Co-Tournament Director
- Ron Beckett, Co-Tournament Director and Inter-urban Captain
- Caroline Freibauer, Social Director
- Andrea Hebb, Website Director
- Paul Bakker, Junior Development

The Executive for the 2014 season still needs to be confirmed.

Goals for 2014

1. Eliminate the 2012 and 2013 operating deficits mainly caused by the reduction in Adult membership fees from three years ago and the offering of \$20 discounts on Adult memberships the last two years.
2. Continue with a marketing strategy to promote the club to increase memberships, better manage the club and promote the sport of tennis.
3. Repair and re-paint courts 4, 5, and 6.
4. Replace the exterior tennis court lights with a new, brighter and more energy efficient lighting system.
5. Increase staff responsibilities including taking over certain tasks currently completed by the Executive.
6. Improve and promote the junior program, socials and tournaments to increase participation.

**The Dufferin Club of Brantford
Financial Report**

For the year ended October 31 **2013** **2012**

General Account

Balance as of November 1 **\$6,129.41** **\$5,058.66**

Receipts

Government of Canada Student Funding	2,061.00	2,085.00
Movie revenue	350.00	1,000.00
Province of Ontario Student Funding	-	2,980.00
Sewer rebate	-	1,878.35
St. Leonard Student Funding	1,542.00	1,660.00
Transfer from lawn bowling group	10,000.00	11,100.00
Transfer from tennis group	<u>25,000.00</u>	<u>21,000.00</u>

38,953.00 41,703.35

Expenses

Advertising	170.00	282.50
Hydro	7,993.06	6,535.98
Grounds maintenance	1,759.85	1,715.79
Insurance	3,853.44	3,303.72
Kitchen supplies	281.07	334.08
Lawn care – groundskeeper charges	8,151.08	7,292.08
Office supplies	772.45	219.57
Repairs	100.00	1,102.89
Telephone	1,147.13	1,643.41
Wages	<u>13,579.00</u>	<u>15,152.58</u>

37,807.08 37,582.60

Transfer to Capital Improvement Fund	(2,612.75)	(3,050.00)
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Balance as at October 31 **\$4,662.58** **\$6,129.41**

Capital Improvement Fund Account

Balance as of November 1 **\$10,350.37** **\$9,436.87**

Transfer from General Account	2,612.75	3,050.00
Transfer to Lawn Bowling Club	(1,336.22)	(2,136.50)

Balance as at October 31 **\$11,626.90** **\$10,350.37**

Payable to Lawn Bowling Club	-	1,336.32
Pending transfer to Capital Improvement Fund Account	2,100.00	-



BRANTFORD CHARING CROSS
39 KING GEORGE ROAD
BRANTFORD, ON N3R 5K2

TD Canada Trust

Tel: 1-866-222-3456
TTY: 1-800-361-1180

TDCDA11100_1161589_003 E D 00224 05065

THE DUFFERIN CLUB OF BRANTFORD
50 CASSON LANE
BRANTFORD ON N3R 7Z5



Statement of Account		Account Type		Statement From - To	
Branch No.	Account No.	BUSINESS CHEQUING ACCOUNT - CAD COMMUNITY PLAN PLUS		SEP 30/13 - OCT 31/13	
0224				Page 1 of 3	
DESCRIPTION	CHEQUE/DEBIT	DEPOSIT/CREDIT	DATE	BALANCE	
BALANCE FORWARD			SEP30	11,732.34	
BRANTFORD HEC BPY	137.04		OCT01		
BRANTFORD HEC BPY	139.59		OCT01	11,455.71	
DEPOSIT		350.00	OCT07		
CHQ#00266-0100333989	88.80		OCT07		
CHQ#00268-0500559703	562.50		OCT07	11,154.41	
CHQ#00264-0100054751	561.88		OCT08		
CHQ#00267-0500118079	175.15		OCT08	10,417.38	
GC 0341-DEPOSIT		1,542.00	OCT09	11,959.38	
CHQ#00263-0500228944	84.75		OCT11	11,874.63	
CHQ#00265-0500356782	178.64		OCT15	11,695.99	
BRANTFORD UTIL BPY	234.38		OCT17	11,461.61	
CHQ#00269-0200418587	533.93		OCT18	10,927.68	
CHQ#00270-7600127698	638.20		OCT21	10,289.48	
GC 0341-DEPOSIT		6,000.00	OCT25	16,289.48	
MONTHLY PLAN FEE	4.95		OCT31		
ACCT BAL REBATE		4.95	OCT31	16,289.48	
8 CHQS ENCLOSED NEXT STATEMENT DATE IS NOV 29/13				No.	Amount
MONTHLY AVER. CR. BAL.				Credits	4 7,896.95
MONTHLY MIN. BAL.				Debits	12 3,339.81
DEP CONTENT- CASH 0 ITEMS 4 UNC BATCH 0					

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Please ensure that you report in writing any errors or irregularities found within this statement within 30 days of the statement date. If you do not, the statement of account shall be conclusively deemed correct except for any amount credited to the account in error.

Accounts issued by: THE TORONTO-DOMINION BANK

JTA8448434-0014927-05065-0002-0001-00-

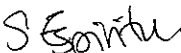
NOTICE TO READER

On the basis of information and bank statements provided by management of the Dufferin Club of Brantford, I have compiled the Financial Report of the Dufferin Club of Brantford for the period November 1, 2012 to October 31, 2013 and reconciled the statement of income and expense and found them to be in order as more particularly described in the Financial Report attached herewith.

In addition, I have reconciled the Capital Improvement and Maintenance Fund transactions for the period ending October 31, 2013 and found it to be in order.

November 21, 2013

DUFFERIN CLUB OF BRANTFORD



Sheana K. Espiritu, CPA, CA
Director of Taxation and CRA reporting