

# Budget Summary

- Current Membership income £17,000 per annum
- Budget Constraints
  - LTA new court loan requires £7,000 contribution until at least November 2011
  - Total Net Assets as at 30/10/2008 £7,000
  - Need to plan for future unavoidable expenditure
- Club Development Plans
  - £11,000 expenditure on court maintenance and improvements in next 12 months
  - Enable further expenditure of £11,000 from reserves (club would then have net assets of less than zero) through matched loans/grants/sponsorship/donations by spring 2010

# Fee Changes agreed

- Objectives
  - Simplify
  - Clarify
  - Use to benefit current members as soon as possible rather than future members
  - Encourage Participation
  - Grow Membership
  - Bring forward revenue
  - Enable use of 'Current Assets' and balance budget
- Changes need to be seen as a package of measures

# Key Changes

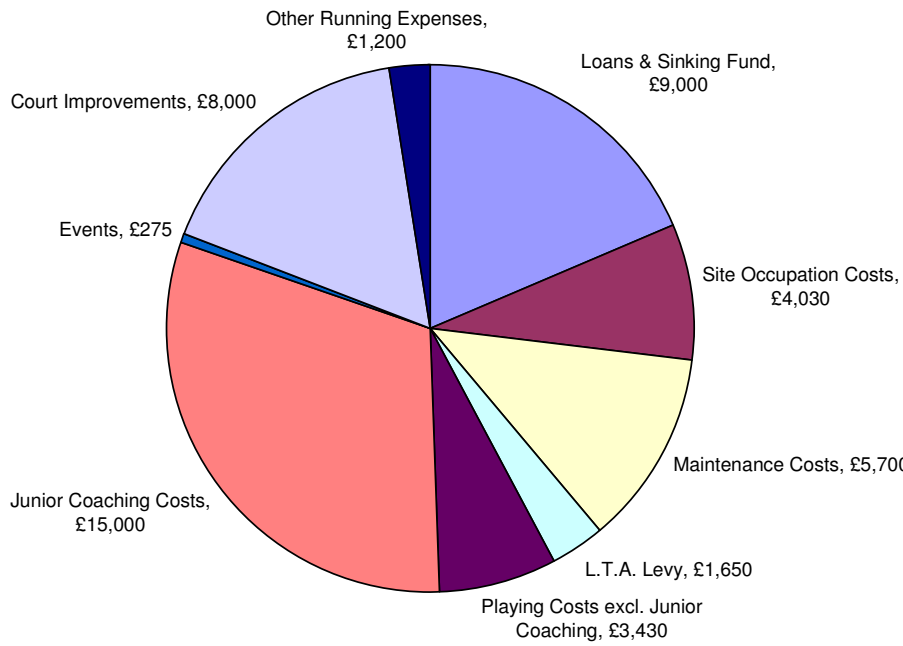
- Introduce 3 year memberships and winter memberships
- Discount of 10% for full payments before 31<sup>st</sup> March
- Standardise family discounts and include students
- Introduce Junior Parents non playing memberships
- Introduce over 65 and over 75 discounts
- Drop country memberships
- Enable Electronic Payments
- Clarify discounts

# Discounts

- 10% Discount for payments banked and membership forms received by 31st March
- Six month winter membership can be taken out from 1st October,  
60% of annual charge plus joining fee
- Joiners from Xmas day to pay 14 months of following year's discounted rate plus joining fee
- Joiners in February to pay 13 months of following year's discounted rate plus joining fee
- Joiners in March to pay 12 months of following year's discounted rate plus joining fee

# Budget Income and Expenditure

Costs 2008-9



Income 2008-9

