

What a YEAR! COVID has been a horrible global pandemic, but at the same time, it has really boosted tennis popularity! The tennis community is seeing this massive growth right across the board with many community clubs and indoor facilities at or above capacity. Additionally the National Bank Open saw their largest numbers this year in both Montreal and Toronto in terms of attendance. It is so wonderful to see the popularity of tennis! As such, our own Milton Tennis Club has seen tremendous growth unlike I have ever seen in my 16 years on the Executive.

You will see in Divya's membership report that we were once again FULL with over a 1000 members! It is not fun turning away people with interest in playing at our club, but for our juniors we kept this membership open to ensure our youngest members of the community still had the opportunities to try and learn our sport. We also referred any adults to our "sister" club at Nassagaweya who also have a lovely tennis community in Campbellville – a short 15 minute drive from MTC.

With these numbers, the Executive worked very hard this year to ensure that all programs were well organized, communicated and run smoothly. I am very proud of this team because as a volunteer club we offered something for everyone!

Here are a few highlights:

- MTC paid for all fees associated with the five intercounty teams and two lakeshore teams to enable competitive play for the adult players.
- MTC also supported the Junior Team (after at 3 year break due to COVID) by running weekly Coach led practices including balls and instruction during the Intercounty Season. This resulted in a wonderful year-end victory at the Sobey's Centre as described by our Junior Director.
- MTC also paid for Matt Flood to manage the Adult House league this year which was a nice success for the players not wanted to play intercountry/Lakeshore leagues but still wanted to compete closer to home
- MTC's partnership with ACE Tennis was a very good success story this year with programming run for both juniors and adults. Much better organization and communication this year with Coach Kyrylo more involved in the day-to-day activities supported by Coach Mike Donski and Coach Mihai who have become favourites among our members!
 - Free lessons for new members at the first SOCIAL is always popular and ACE had all 10 of their coaches on hand giving lessons on serve, volleys groundstrokes
 - MTC and ACE gave away over \$500 in prizes to members at this event alone
- Hydrogen run by Coach Mike also financed and supported the Milton OPEN this year with Cash prizes of \$3k for this tournament, but as well ran a wonderful junior event with prizes, ice cream and fun tennis games for all MTC members for free. This year it included not only singles draws, but also doubles. Members really enjoyed watching the high level of tennis. It was so entertaining! Big THANK YOU to Coach Mike for a great event!
- MTC under Teo's direction also completed several projects at the club to maintain and keep up the clubhouse and deck. Some people forget that this sight is over 15 years old and we are now facing quite a bit of maintenance!

Finally my report on MTC hosting U16 Junior Nationals:

It was a success! It was a tonne of work, and my thanks go out to everyone who helped and volunteered their time for this event. It was very special to have one of our own, Andrea Cabio, capture the Girls U16 Doubles Title!

Driving athletes, gift bags, player social, and food were all new tasks at this year's event since last year we were in COVID and following strict protocols.

Here is the overall budget for the event:

Tennis Canada Grant			\$10,000.00	Deposited
Store	Item	Category	Cost	Paid by
Switzer Carty Transportation	Bus to pick up players from Oakville GO	Transportation	\$355.95	Susan
Switzer Carty Transportation	Bus to take players from MTC to Champs	Transportation	\$474.60	Susan
4imprints	Cell Card holder for Player gift bag	Player Gift Bag	\$418.83	Susan
Champs Family Entertainment Bowling Centre	Player Social on Day 1	Social	\$1,580.00	Susan
Costco	Water/Granola Bars/Fruit for athletes	Food/Water/Ice	\$301.27	Susan
Real Canadian Superstore	water/Gatorade/Ice	Food/Water/Ice	\$158.26	Susan
Real Canadian Superstore	banana/apples	Food/Water/Ice	\$94.31	Susan
Real Canadian Superstore	banana/ice/bars	Food/Water/Ice	\$119.13	Susan
Shoppers Drug Mart	Batteries	Materials/Supplies	\$17.40	Matt
Staples	Labeller and tape	Materials/Supplies	\$92.41	Susan
Staples	Printing for Drivers	Materials/Supplies	\$65.22	Susan
Metro	foil/plastic wrap/cooking spray	Food/Water/Ice	\$21.85	Susan
Metro	water	Food/Water/Ice	\$19.92	Susan
Shoppers Drug Mart	Markers for Drawboard	Materials/Supplies	\$20.19	Susan
Dollarama	Towels to dry courts/lines	Materials/Supplies	\$36.16	Susan
Bar Burrito	Lunch for Tournament Director	Food/Water/Ice	\$12.20	Matt
Firehouse Subs	Lunch for Tournament Director	Food/Water/Ice	\$23.00	Matt
Mr. Mirchi Shwarma	Lunch for Tournament Director	Food/Water/Ice	\$11.02	Matt
Long & Mcquade	Speaker and Mic	Materials/Supplies	\$54.23	Kim
Turo	Van rental	Transportation	\$584.06	Matt Flood
Shell	Gas for van	Transportation	\$50.00	Matt Flood
Petro Canada	Gas for van	Transportation	\$25.00	Matt Flood
Oubaida Ikhbarbane	81.5 hours x 22.50 per hour	Wages - TD	\$1,833.75	MTC
Matt Caufield	81.5 hours x 15.00 per hour	Wages - TD	\$1,222.50	MTC
Staples	Ink for Printer	Materials/Supplies	\$124.50	Matt Flood
A'Propos Promotions & Mgmt	photographer - Peter Figura	Photographer	\$847.50	Susan
MTC Memberships for drivers	13 x \$140.00	Transportation	\$1,820.00	MTC
Total Cost			\$10,383.26	
Delta for Ace and MTC			-\$383	

As you can see, we operated at a loss. I emailed Tennis Canada and was successful in securing an additional \$5k for this year's event, which will be shared with Ace tennis per our contractual agreement.

Lots of lessons learned and takeaways for improvement for next year.

The format has changed and a 2-day qualifying event will be taking place – extending the tournament by 2 days. **The dates are Tuesday August 15th to Tuesday August 23rd.** Fortunately, I was able to secure an additional \$10k for the event next year.

Here is the link to the photos from U16 Nats:

<https://www.flickr.com/photos/pifphotography>

This event highlighted the need for further enhancements to our club for our members & the event that I would like to pursue/investigate:

- Ice machine (2023)
- Signs for MTC etiquette, sign in with court monitor etc. (2022)
- New MTC flags – old ones are ripped (2022)
- Large Tent to cover the mini tennis court during the summer for campers (2023)
- Flooring in the clubhouse (2023)

Finally, I must say a big THANK YOU to Ann Santos and Abegail Cabio for stepping up and helping the club this year with the staffing and running of the clubhouse. Our VP of many years, Anjali Pagay resigned due to her increased workload at work and home.

The three of us with Matt Flood and Kyrilo Tabunshcky worked very hard to keep the courts and clubhouse, including toilets clean and functioning. A lot of work is involved in ensuring the club and clubhouse runs smoothly:

- Staffing/timesheets/payroll
- Communication to the membership
- Court bookings to ensure programs have the right allotments
- Managing membership queries
- Cleanliness of clubhouse and courts
- Refunds
- Timely payments of guest fees and ball purchases

We also successfully implemented a new POS system called Square, which we piloted this year for debit purchases only on balls. Next year, we will fully roll it out for all purchases including house league, MTC events and tournaments. Financially we feel we can absorb the fees to offset the manual labor that goes into processing the etransfers in Jegy.

The key to managing this has been regular meetings with Coach Kyrilo and Club Manager Matt. Communications between the Executive and head Pro and Club Manager is key to a successful operation.

ACE PROGRAMMING

Coach Kyrylo is providing a report on this, but I did want to state that having Ace manage our Junior and Adult programming has been a good success story and we will look to continue this over the next 2 years with a renewal of their contract starting in 2023.

Their ability to staff with strong tennis coaches based on the volumes is invaluable. Coach Kyrylo accommodated every request for programming that we made to him like Junior Intercounty practices and training, and Adult doubles training and the Hitting Partner program!

Coach Kyrylo and ACE also donated hundreds of dollars in prizes to all of our social events and tournaments at no charge. He also supplied all of our club teams with cases of tennis balls AT COST, saving us a money on the rising cost of tennis balls! Additionally, his presence at the club to help with any hiccups was extremely helpful. He spent hours on his day off helping to erect the fence after it blew over in May so that courts were playable and safe.

His family was also very active at our club participating on the teams and tournaments.

Most of all, the passion for growing the game of tennis was most evident with all the tournaments he helped to schedule and run for the OTA and MTC membership. I really appreciate that Coach Kyrylo strives to bring a very positive energy to the club!

Milton Tennis Club

Profit and Loss

January - September, 2022

	TOTAL
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INCOME	
CLUB PROGRAMS	3,748.78
GOVERNMENT SUBSIDIES	5,607.19
INTEREST INCOME	40.12
MEMBERSHIPS	95,485.06
PRO SHOP	1,184.23
TOURNAMENTS	5,036.85
U16 TOURNAMENT	-383.26
Total Income	\$110,718.97
GROSS PROFIT	\$110,718.97
EXPENSES	
ASSOCIATION FEES	3,318.00
INSURANCE	3,493.37
INTEREST & CHARGES	377.75
MEALS & ENTERTAINMENT	1,103.44
PROFESSIONAL SERVICES	3,076.24
RENT	2,512.70
REPAIRS & MAINTENANCE	4,673.22
SUPPLIES & OFFICE	9,828.81
TOURNAMENT EXPENSES	1,135.71
UTILITIES & TELEPHONE	3,678.56
WAGES	26,114.56
Total Expenses	\$59,312.36
PROFIT	\$51,406.61
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Milton Tennis Club

Balance Sheet

As of September 30, 2022

	TOTAL
Assets	
Current Assets	
Cash and Cash Equivalent	
CASH AT BANK	67,972.74
Total Cash and Cash Equivalent	\$67,972.74
DEPOSITS	0.00
PREPAIDS	0.00
TERM DEPOSITS	109,840.00
Total Current Assets	\$177,812.74
Total Assets	\$177,812.74
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accounts Payable (A/P)	
ACCOUNTS PAYABLE	0.00
Total Accounts Payable (A/P)	\$0.00
Total Current Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
Retained Earnings	126,406.13
Profit for the year	51,406.61
Total Equity	\$177,812.74
Total Liabilities and Equity	\$177,812.74

Milton Tennis Club
Notes on the Unaudited Financial Statements
As at September 30, 2022

1. THE CLUB

The club was incorporated without share capital, under the laws of Ontario in August 1981 and comprises its members. It is run as a not-for-profit organization by volunteers.

The club leases its property from the Town of Milton and incurs its own expenses which are funded by membership fees, proceeds from various programs and tournaments. Any residual income which remains at the end of the year is put aside for extraordinary expense necessary to maintain and upkeep its facility.

2. ACCOUNTING POLICIES

A) Cash Method

The Club has used the Cash method of reporting since inception, with the exception of the 1985 fiscal year, when the Accrual Method of reporting was used.

B) Year End

In 2006 the Club constitutionally changed its fiscal year-end to December 31st from September 30th. This brought the fiscal year-end to coincide with the calendar year but not the Club's operational period. Therefore, the Club presents the final 2021 Financial Statements at the AGM. However, the values shown below are as at the interim period of September 30, 2022– see attachments.

3. TAX FILING

The Club is tax-exempted but required to file a Federal T2 income tax return. The Province of Ontario does not require a corporation tax return. There are no liabilities in either case. Tax filing requirement has been met and is up-to-date.

4. RESERVES

GIC Account	Amount	Interest	Term	Maturity Dates
8065134-19	17,320.21	1.60%	2 years	09-Dec-23
8065134-22	20,065.75	0.20%	1 year	15-Mar-23
8065134-26	35,996.84	0.40%	14 months	19-Nov-23
8065134-27	11,330.83	0.50%	14 months	13-May-23
8065134-29	25,127.18	2.50%	3 months	23-Dec-22
TOTAL	109,840.81			

5. REVENUE

	As at 09/30/2022	FY2021	FY2020
GOVERNMENT / OTA SUBSIDIES	5,607.19	1,107.57	
INTEREST INCOME	401.01	201.76	500.99
MEMBERSHIPS	95,485.06	84,469.47	52,460.04
PRO SHOP	1,184.23		145.00
TOURNAMENTS	8,785.63	5,784.61	3,837.48
U16 TOURNAMENT	-383.26	2,343.20	
Total Income	\$ 111,079.86	\$ 93,906.61	\$ 56,943.51

6. CLUB MANAGER and COURT MONITORS

The cost of managing the Club in 2022 has remained steady from 2021 in spite of the increase in total membership. The breakdown of the payroll for court monitors is as follows:

Matthew Flood	11,213.54
Matthew Caulfield	6,009.90
Mark Eskander	5,215.08
Maya Coniker	2,378.80
Emma Tocheri	1,224.60
Sachin Fairfax	1,120.20
Sasha D'Souza	452.40
Alice Ovcharova	390.00
Rachel Krzyzak	280.80
Lauren Shenouda	249.60
Andres Vergera	124.80
Court Monitor Payroll	<u>28,659.72</u>

Milton Tennis Club

Profit and Loss

January - December 2021

	TOTAL
INCOME	
GOVERNMENT SUBSIDIES	1,107.57
INTEREST INCOME	201.76
MEMBERSHIPS	84,469.47
TOURNAMENTS	8,127.81
Total Income	\$93,906.61
GROSS PROFIT	\$93,906.61
EXPENSES	
ADVERTISING & PROMOTIONS	625.20
ASSOCIATION FEES	2,924.29
INSTRUCTORS	700.00
INSURANCE	3,164.48
INTEREST & CHARGES	352.75
MEALS & ENTERTAINMENT	1,464.66
PAYROLL TAXES	2,470.02
PROFESSIONAL SERVICES	1,073.50
REFUNDS & DISCOUNTS	-10.00
RENT	2,394.07
REPAIRS & MAINTENANCE	3,121.24
SUPPLIES & OFFICE	14,154.35
TOURNAMENT EXPENSES	2,411.04
UTILITIES & TELEPHONE	8,905.12
WAGES	29,502.22
Total Expenses	\$73,252.94
PROFIT	\$20,653.67

Milton Tennis Club

Balance Sheet

As of December 31, 2021

	TOTAL
Assets	
Current Assets	
Cash and Cash Equivalent	
CASH AT BANK	42,951.40
Total Cash and Cash Equivalent	\$42,951.40
TERM DEPOSITS	83,453.62
Total Current Assets	\$126,405.02
Total Assets	\$126,405.02
Liabilities and Equity	
Liabilities	
Total Liabilities	
Equity	
Retained Earnings	105,751.35
Profit for the year	20,653.67
Total Equity	\$126,405.02
Total Liabilities and Equity	\$126,405.02

	As at 09/30/2022	FY2021	FY2020
INCOME			
GOVERNMENT SUBSIDIES	5,607.19	1,107.57	
INTEREST INCOME	40.12	201.76	500.99
MEMBERSHIPS	95,485.06	84,469.47	52,460.04
PRO SHOP	1,184.23		145.00
TOURNAMENTS	8,785.63	5,784.61	3,837.48
U16 TOURNAMENT	-383.26	2,343.20	
Total Income	\$ 110,718.97	\$ 93,906.61	\$ 56,943.51
GROSS PROFIT	\$ 110,718.97	\$ 93,906.61	\$ 56,943.51
EXPENSES			
ADVERTISING & PROMOTIONS		625.20	317.50
ASSOCIATION FEES	3,318.00	2,924.29	1,719.00
INSTRUCTORS		700.00	1,800.00
INSURANCE	3,493.37	3,164.48	1,122.58
INTEREST & CHARGES	377.75	352.75	762.75
MEALS & ENTERTAINMENT	1,103.44	1,464.66	
PROFESSIONAL SERVICES	3,076.24	1,073.50	4,322.22
REFUNDS & DISCOUNTS		-10.00	1,650.57
RENT	2,512.70	2,394.07	1,328.83
REPAIRS & MAINTENANCE	4,673.22	3,121.24	
SHOP PURCHASES			1,179.07
SUPPLIES & OFFICE	9,828.81	14,154.35	8,800.52
TOURNAMENT EXPENSES	1,135.71	2,411.04	
UTILITIES & TELEPHONE	3,678.56	8,905.12	9,955.44
WAGES	26,114.56	31,972.24	28,663.68
Total Expenses	\$ 59,312.36	\$ 73,252.94	\$ 61,622.16
PROFIT	\$ 51,406.61	\$ 20,653.67	-\$ 4,678.65

Adult Programs Report – For 2022 AGM

Singles ladder:

There were 84 active participants this season including several new members to the club. 287 matches were completed well surpassing the total from last season. The ladder tournament was contested from mid-August to the end of September and involved the top 16 ranked players. Kamran Shamsi was defeated Tom Tao in the ladder championship match to be crowned ladder champion for 2022.

Interclub teams:

This season interclub play was back to the pre-pandemic level and with increasing interest from members our club added one extra team. There were four teams entered in the intercounty mixed league and two in the lakeshore league. In the intercounty mixed league our Milton-1 team, captained by Suriyan Partheepan, participated in the A-West division. They placed second in the division and advanced in the playoffs losing out at the quarterfinal stage. Our Milton-2 team, captained by Dave Fairfax, participated in the B-West division. They won their division and advanced in the playoffs all the way to the semifinals for a second straight year. By winning their division the team will be promoted up to the A division next season. Our Milton-3 team, captained by Hassan Zubair, participated in the B-West division. They had had a strong second half of the season and avoided relegation by finishing sixth. Our new Milton-4 team, captained by Alex Thangaraj, participated in the C-West division and had a good inaugural season finishing in third. In the lakeshore league our division 1 team, captained by Anjali Pagay, finished a strong second place while our division 2 team, captained by Dave Fairfax, finished in sixth place.

Wednesday Night House League:

The house league this season returned to a more traditional team format and was a very popular program organized by our club manager Matt. Four teams competed against each other on a weekly basis with the semifinals and final played over the last two weeks of the season. Congrats to all members of Team Raducanu the 2022 house league champions.

Singles Club Championships:

This year the format for the singles championships held from July 22nd to 24th was three draws - an A draw, B draw and a ladies draw. There was total of 39 participants in the singles tournament. Suriyan Partheepan won the A draw defeating Tibi Scarlatescu in the championship final. Henry Lin won the A consolation draw defeating Raghu Madhavan in the consolation final. Konrad Wysocki won the B draw defeating Brent Thompson in the championship final. The B consolation draw winner was Tahir Aziz who defeated Saeed Ahmed in the consolation final. Lilly Guo won the ladies draw defeating Donna Llorin in the championship final. Rhoda Breen won the ladies consolation draw defeating Charmaine Russell in the consolation final.

Doubles Club Championships:

This year the doubles championships were held during the last two weekends in September. A total of 84 players participated in the four draws.

Men's A champions were Andrew Sefa-Owusu and Tibi Scarlatescu who defeated Brian Fernandes and Richard Straka in the championship final. Jeff Truswell and Raj Pochiraju defeated Kamran Shamsi and Akash Mayur to win the A draw consolation final.

Men's B champions were Jason Llorin and Joshua Llorin who defeated Saeed Ahmed and Andrew Munk in the final. Bhagwat Verma and Timour Najeeb defeated Miguel Arpilleda and RJ Arpilleda to win the B draw consolation final.

Ladies champions were Susan Kitamura and Abigail Cabio who defeated Donna Llorin and Sasha D'Souza in the championship final. Rhoda Breen and Tracy Vitalei defeated Kandirra Wilson and Shannon Robinson to win the ladies draw consolation final.

The Mixed doubles championship match was a family affair! Joshua Llorin and Jana Llorin were crowned champions by defeating their parents Jason Llorin and Donna Llorin in the final. Syed Hussain and Lana Durham defeated Miguel Arpilleda and Maricriz Rodriguez to win the consolation final.

Social Report 2022 – Milton Tennis Club

What a fun summer! It was nice to be able to hold socials this year without the extreme covid restrictions.

We held the following:

- Opening Day Social/Mother's Day (80 people) – amazing turnout!
- French Open Social (25 people)
- Wimbledon Social (15 people) – I will check holidays next year.
- Back to School Social (30 people)

And our AGM at Champs Family Entertainment Centre with bowling.

Ace coaches were kind enough to provide prizes and instruction at some of our events as well. (Thank you to Doug and Kyrylo and the other coaches).

The feedback seemed positive from our attendees and everyone seemed to have a good time.

We would also like to recognize our volunteers and our executive for their help in the organization of these events and last but not least, our members who participated!

*We are hoping to see even better participation for 2023 which will be our 100th year! Lots of special events coming.

MTC Junior Director - 2022 Report

2022 Summer Tennis, another successful outdoor season! This year is the 3rd outdoor tennis season in which we have COVID-19 challenges but we still kept our club open! Since 2020 when the pandemic started, I'm proud to say that we're able to continue to offer outdoor tennis to our Milton Juniors. Special thanks to MTC Executives who dedicated their time in planning how to keep our club open and safe.

This year is another all time high Junior membership. We have a total of 525 juniors in our club this year, slightly higher than 519 last year. Our Partnership with Ace Tennis helps provide our Juniors multiple programs including GREENWIN CARES, which offers free lessons for the whole month of May. With continued partnership with Ace, we're able to provide a great opportunity for our juniors and families to have access to Canada's top Tennis Development Center and high performance coaches.

For the list of our Junior programs, please refer to this link: [MTC Junior Lessons](#). This link will be updated for next year's Outdoor Season.

Couple of highlights this season, we have hosted a couple of events, the U16 National Championship and Tennis Rocks Festival.

Below are our **MTC Juniors 2022 Achievements**:

- Club Junior Championship Tournament Winners: Neel Mandal (U14). Makayla Woodliffe (U12), Naomi Iamandi (U10)
- Tennis Rocks Interclub (Sobey's Stadium) : Team Milton Champions: Arihaan Rajawat, Liu Chenyu, Leo Chen, Makayla Woodliffe, Krishna Kaushal, Susie Wen
- U16 Nationals Doubles Champion: Andrea Cabio

Above events have all the pictures in our facebook page:

<https://www.facebook.com/MiltonTennisClub/>

I'm so happy and proud to see our Juniors able to play last October 2nd at the **Sobey Stadium** and win! This is a great way to end the season!

Looking forward to next year and hope to see more and more juniors having fun playing tennis. Wishing you and your family a safe and healthy indoor tennis season and looking forward to seeing you again soon.

Best Regards,

Abigail Cabio

MTC- Director of Junior Programs

2022: Membership Report (Divya Kala)

MTC Summer 2022 season was yet again a very successful one with increased memberships and many new families and individuals joining the club. We had to close off all new memberships (Except Juniors) even before the season began as the count reached the threshold of 650 memberships

Overall summary of the memberships by Category is available in the table below

Type	#	Comments
Family	318	Includes all members registered as Family Category
Adults	351	Members registered as Adult Category (
Juniors	351	Members registered as Junior Category
ACE Juniors	19	Members registered as ACE Junior Category
Senior	44	Members registered as Senior Category
Students	13	Members registered as Students Category
Total	1096	Unique members

End of season activities

1. Clear all pending payments related to memberships including any refunds required
2. Close/Cancel all pending transactions to clean up the records in preparation for next season
3. Update JEGY to close membership for the season (All codes to set to inactive and a message on the main page)

Challenges

Below here are some challenges encountered during membership processing

1. Due to increased participation in the junior programs, there were multiple requests to process the new memberships right away as parents wanted to register for the programs as soon as they registered. Need to have a defined process and better communication so members understand what to expect.
2. There were fewer refund requests this year. However, refund process needs to be clearly defined and explained to the members so they understand the long process involved in processing their refunds and issuance of cheque. Also \$20 deductible should be highlighted and must be reduced from the total amount to be refunded.