

TCA
Board of Directors Meeting
September 21, 2016

Meeting called to order by Jo Cook at 6:02 pm.

Board members present were: Jo Cook, Ann Loose, Bobby Bull, Brian Bamman, Anita Doornbos, Scott Shors, Guillaume Dupont. Liz Briganti, and Chuck McGuire were in attendance.

1) Approval of August Meeting Notes:

Approved – unanimously.

2) Chuck's Presentation of Proposed Plan for Boys/Girls Locker Rooms:

- Board approved to move forward with updating and renovating the Boys/Girls locker rooms first and foremost ahead of other capital improvements. This decision was made to satisfy the existing members and the Summer Family members.
- Board approved to finalize estimates for locker rooms, tennis court lighting, and new pool deck.
- The Board agreed to go to the Membership to request permission to obtain new financing to help pay for needed improvements and renovations.

3) Liz Briganti – Managers Report

- 213 Total Members with a record 89 Summer Family Memberships.
- 60th Anniversary Party was a success! Great evening for the Members to reconnect with friends and see the positive energy at the club. There were 114 attendees and we have photos from the event to add to our album. Kudos to Jo and her committee for excellent planning. The photo booth was awesome! Bobby Box music and dancing was enjoyed by all. Dinner was fabulous.
- The Saturday Tennis Exhibition was a success with the juniors and pros battling the wind to entertain everybody. Thanks to Barb for an unbelievable Bloody Mary Bar. Especially the bacon!
- Family Fun Day was well received and sales were the same as July 4th.
- Received proposals and estimates for new pool deck.
- Estimate in-hand for club perimeter painting from Bob's Painting.
- New tennis court lighting proposals received by Bobby and Becky. Two (2) separate estimates have been accepted and are on file.
- Thank you to Dave/Peggy DeGrazio and Mimi/Larry Smith for hosting a wonderful dinner at our Mix It Up.
- Received loan quote from our banker at USBank. Ranges from \$50K to \$150K @ 4.76% IR Fixed 4 Years, 10 Year Amortization, \$530/Month to \$1580/Month PMT. Those are options on the table from Kevin Urquhart.
- Liz/Monica feel that the Boys/Girls Locker Rooms should be top priority.

- Manager Report approved.

4) Bobby Bull – Treasurer’s Report

- In terms of Revenue, the month of August was favorable at \$49,373. In terms of Expenses, TCA spent \$53,005 which equates to 14% lower than Expenses for August 2015. Net Operating Income was unfavorable at (-\$3,632) for a couple reasons. One reason is because revenue is still catching up after the summer months. Other reasons why the NOI is negative is because TCA purchased a new ice machine for \$4000 and TCA paid deposits and spent money preparing for the 60th Anniversary Party. If you back out the ice machine expense and party expense, TCA would have a positive \$3,043 NOI.
- The party expenses came in on budget, however, the number of attendees was much lower than anticipated. We projected 160 attendees. Objections heard the most was that the \$60/Ticket was too high or members were “out of town.”
- TCA has ~\$60,000 in the Savings Account. Current Checking Account holds \$19,000.
- PlaySight costs \$450/Month starting in September and is going to be paid by TCA, donations have run out. There is an existing 2-year contract that is in-effect. Contract is on file.
- Bobby recommends continuing the cost containment strategy in order to pay for vast club improvements and renovations through cash flow.
- Treasurer Report approved.

5) Pro’s Report - Gui

- Gui is working on the Duke City Open where sign-up is low. Only 25 people have signed up thus far. May need to cancel and combine with the NTRP tournament in 2017.
- Gui and Alex want to start a tennis academy and want to gain support from the Board. They are working on a website and announcement.
- Alex is handling the 12 & Up age group and Juliana is taking over the 12 & Under age group.
- Pickle Ball lines (temporary) have been painted on Court 10. This is a trial run to test the noise level, pricing, member participation, and reception from the General Public. \$7 Guest Fee in effect.
- Live Ball and lessons are going well.
- Pro’s Report approved.

6) Committee Reports

- Membership/Fundraiser – 60th anniversary Party was a HUGE success and everybody enjoyed the party. The Honorary Members were very excited and please look at the photos.
- Long Range Plan – Ann. The matrix has been completed and Chuck has completed the drawings for the locker rooms.

- Building and Grounds – Scott. Suggested that we have a workday to help Roger with the windscreens.
- Swimming – Anita. No Report.
- Tennis – Becky. No Report.
- Social – Jo. The 60th Party was a BIG HIT!

7) Old Business

- Studio/Office Lease with NNMTA and NM Youth Tennis Foundation has been signed with October 1st move-in date.
- Letter(s) from Barry Easter and William Ford has been handled by Jo Cook.
- PlaySight Contract is on file in the Manager's Office.

8) New Business

- Pickle Ball lines (temporary) have been painted on Court 10. This is a trial run to test the noise level, member participation, and reception from the General Public. Hoping TCA attracts new members with this new amenity. \$7 Guest Fee in effect.
- Patrick Martinez membership suspension has been handled by Jo Cook. Patrick has been suspended per the By-Laws pending the outcome of his case.
- Senior Olympics – contact person is Marianne Chiffelle will be held at TCA in 2019. This was approved by the Board of Directors. Senior Olympics is a week-long commitment and good exposure for TCA.

Motion to adjourn by Ann Loose and seconded by Bobby Bull.

Meeting adjourned approximately 7:17 pm.