

## Minutes

March 29, 2023, 5:30 p.m.

### In Attendance:

	Jim Schloss	X	Jeff Hagemann
X	Allen Parkman	X	Dolores Busch
X	Liz Briganti	X	Beth Kittelson (phone)
	David Broudy	X	Chris Philips
X	Eric Meiers	X	David Zumwalt
X	Don Newman		

### Agenda Item

**Time**

**1. Call to Order**

**5:32**

**2. Approve Minutes from March 2**

**5:33**

- Dolores moved to approve minutes from last meeting, Alan seconded, all affirmed

**3. Review of Action Items from Previous Meeting**

**5:34**

- Liz to procure "visitors must sign in at the front desk" signage for both gates (Court 5, Court 6) -- signs purchased and showed to board members (CLOSED)
- Liz to purchase pool mats due to slick surface around pool (CLOSED)
- Liz to check with IAB Mechanical about extending payments over 90-day period -- complete (CLOSED)
- Re-order meeting structure to include review of action items to start each meeting; board agreed to permanently include in future board meetings, motioned by Dolores, seconded by Alan, all affirmed (CLOSED)
- Liz to re-check insurance coverage for high school -- high schoolers are indeed covered (CLOSED)
- Board to discuss block times versus reservations (OPEN)
- Liz to call Phoenix-based tennis court construction for estimate (OPEN)
- Acid wash pool (OPEN)
- Discussion of adding 2-hr block times starting at 7 a.m. (OPEN)
- Liz to upgrade credit service (OPEN)
- David to implement "Clinic of Clinics" program once a quarter with deadline to register to maintain same skill level on each court -- first event scheduled for 31 March (CLOSED)
- David to renew "Match Preparation" seminar in March -- completed with only 6 participants (CLOSED)
- David to begin up-to-9-month USPTA certification process, involving 25 courses, \$ 300 fee, 6 credit hrs of continuing education each year --

David initiated the process (CLOSED); Alex is eligible for renewal, David to discuss with him (OPEN)

- David to discuss with teaching pros about raising rates \$5 to \$10/hr (OPEN)
- Jim mentioned possibility of re-examining percentage take if rates are raised (OPEN)
- Mini cash doubles tournaments on Fridays open to entire ABQ metro area, every week a different division (OPEN)
- Raise price of cans of tennis balls to \$5 as of 1 April 2023 (OPEN)

#### **4. Manager's Report (Liz)**

**5:44**

- Refer to Liz's Manager's Report included in separate email
- Insurance claim to be filed to get repaid for fencing and windscreen loss, covering all but the deductible
- Upgraded credit card fee to save club about \$8,000 per year
- Liz said USTA restarting grant program, will pay up to \$55,000 for reconstruction (of 9 courts or more) and up to \$12,500 for resurfacing, Liz to call USTA for clarification and complete application form

#### **5. Financial Report (Jeff)**

**6:02**

- Jeff to send February financials via email to board members
- Decrease in balance due to recent payment for starting blocks (approx. \$8,500)

#### **6. Tennis Report (David)**

**6:05**

- Match Prep session poorly attended (6)
- Clinic of Clinics – 14 total signed up so far
- Friday night money tournaments to start 25 April; heavy social media advertising to all clubs at least 2 to 3 weeks in advance, no paid advertising; partner with other clubs; winner's pot set to \$ 200; coordinate keg purchase with Nexus Brewery; post flyers at public courts (e.g., North Domingo Baca, Sierra Vista, Jerry Cline) and publicize via USTA blast; start with 3.0 Women; 32 teams; \$ 25 per person, 45 per team; events every 2 to 3 weeks to start
- Short on assistant tennis pros; David to hire a couple UNM tennis players
- Dolores motioned to approve plan, Alan seconded, all affirm

#### **7. Social Committee (Liz, sub for Jim)**

**6:25**

- Jim and Tatum to host next Mix It Up

#### **8. Long-Range Planning Committee (Eric/Don)**

**6:28**

- Eric: USPA will not provide funding, but will provide engineers at no cost

- Don: US Bank loan pre-approved (good for 120 days) for \$350k for 10-15 years with \$4,000 monthly payments; bank wants cost estimates for construction and P&L statements; work to commence in Fall, consists of rebuild for Courts 6, 7, 10, 11 and lighting between Courts 6 and 7, and Courts 10 and 11
- Chris recommended Long-Range Planning Committee provide payback plan to board
- David recommended club contract with local company to construct concrete base to reduce court construction costs
- Jeff suggested potential to convert loan to subordinated venture(s)
- Jeff volunteered to develop pro forma financial plan
- Dolores motioned that the Long-Range Planning Committee proceed with payback plan development, Alan seconded, all affirmed; no direct opposition to proceeding with mortgage loan option

**9. Set Date for Next Meeting**

**7:34**

- Wed May 3 at 5:30 p.m.

**10. Call for Motion to Adjourn Meeting**

**7:35**

- Dolores moved; Chris seconded; all affirmed

**Items For Action**

- Liz to call USTA to get clarification on grant availability
- Discuss club dues increase at next meeting