

September 18, 2022

Board Meeting to discuss 2023 annual membership fees

Attendees: Kelly Jernigan, Daniel Gant, Joseph Barbarie, Bob Siegel, Lyn Balagtas, Keith Chin, Helen Green, Simon Shen

Simon reported that at the present time we have 11k in bank, and this should get us to the end of the year.

There was a discussion regarding how much money is needed to run the club, memberships, and sources other than membership to bring income in for the club.

Membership fees are not enough to cover running the club for the year.

The \$4500 paid to Simon per month does not cover all the costs of employees, taxes, employee liability insurance.

The cost of goods has increased this year. Example, strings and supplies.

The city requires that someone is working in the clubhouse when people are playing on the courts. We are open 56 hours per week, that is \$3,600 monthly, not including taxes, liability insurance and other payroll expenses.

Kelly provided a list of 10 local clubs and their membership prices including adult, family, junior, senior pricing.

Kelly mentioned having members volunteer in the club house, and Lyn will look for volunteers at the high school.

Simon let us know that these volunteers will be handling money.

Club membership dues go towards the operating expenses of keeping the club open. Other income includes court rental fees, Simon's monthly \$500 fee, donations, t-shirts, events.

We spent 15K on capital improvements this year.

We are doing alright according to Simon.

We are not paying for electricity, so LED court lights would not save us on electrical cost, but they would be great lighting on the courts.

The approximate cost of an LED bulb is \$1500-\$1,800. There are 8 lights per court, it will cost approximately 12k per court, \$72,000 for the 6 courts.

We are not hiring another pro as we would need to give them more court space.

We are the only club with a couples' membership. It is in our by-laws. It was discussed that we may change and remove this from the SUP and by-laws in the future.

Families with children most often have 4-5 people playing, 2-3 children.

It was reported at the last meeting that we had 170 memberships, 312 members.

Our present fees:

Adult: \$315	We have 72 adult memberships
Couples \$395	We have 10 memberships (20 people)
Family \$435	We have 125 people making up this category
Junior \$95	We have about 10 memberships

There was discussion regarding raising single memberships. Some were afraid that as we have the 3rd highest membership fee compared to the other 10 clubs, that we could lose members if we raised our fee.

Bob makes a motion to go up 10% for single membership or \$30, to \$345. Helen seconded it. Vote taken:

Yes 3, No 4 votes. The board voted no on \$345 for adult memberships.

The board then discussed family and couples' memberships.

Family membership: 125 people. Now pays \$435. As each person is paying much less than 2 adults would pay, it was discussed to go up to \$550 (27% increase).

Motion to increase family memberships to \$550 was made by Joe, Keith seconded the motion, vote was taken. 7 Yes, in favor of this increase.

Couple memberships: we have 10 memberships (20 pp) now at \$395, discussed to go up to \$500 (27% increase). Same reasoning as for the family memberships, paying \$75 less per person than a single member does.

Keith made a motion to increase the couple memberships to \$500. Kelly seconded the motion. A vote was taken. 7 Yes, in favor of this increase.

The board went back to discuss adult memberships. There was a motion to go up 3%.

A vote was taken for single memberships to go from \$315 to \$325. 7 Yes, in favor of this increase.

Helen made a motion to leave juniors at \$95 as we are promoting junior tennis, and there are only 10 players. Second by Joe. 7 votes to leave it as is.

We are now more in line with Balboa and Barnes regarding the savings one gets for family memberships. Balboa doubles the adult membership for family, and Barnes only gives \$50 off. We are still offering better savings than Balboa and Barnes.

Summary of new fees:

Adult: \$325
Couples: \$500
Family: \$550
Junior: \$95

If there are any corrections, please let me know.

Helen