

# Fairlawn Swim and Tennis Annual Member Meeting

October 26th, 2016



# Agenda

- Introduction
- Club Updates and Improvements
- Financials
- Tennis
- Swim Team
- Synchro
- Voting
- Open Discussion

# Club Updates

- **Staff**

- After spending 6 years with FS&T, John Conner has finished his last year at the club. Thank You, John!
  - We are currently accepting applications for a new Pool Manager
- John Nauer will be returning as our Assistant Manager
- Alan Walker will be returning as our Tennis Pro
- Grounds Crew/Maintenance position was added this year

# Club Updates

## Check In

- In the 2016 season, we made updates by utilizing a member number at check-in and capturing guest names. In order to continue to be the hidden gem of a pool and tennis facility, we must continue to improve our processes from a membership perspective.

# Club Updates

## Communication

- All FS&T communication are now centralized to: [fairlawns-swimtennis@gmail.com](mailto:fairlawns-swimtennis@gmail.com). Members can utilize one method for communicating with the board.
- Billing and membership questions
- General questions/concerns about the club
- This email is reviewed daily

# Financial Highlights

- Over \$17,000 in Facility Improvements
  - Planned Improvements
    - Pool cover
    - Pool filters
    - Replaced worn deck chairs and lounges
    - Replaced grills
    - Pool vacuum
    - Pool deck repaired and resealed
    - New tennis nets and windscreens
  - Unplanned Improvements
    - Well Pump (Club remained opened during the repair)

# Financial Highlights

- Membership increased
  - Overall increase of 12 members
  - Revenue slightly increased by \$3,000
- Loan that funded 2012 capital improvements will be paid in full in December 2016
- Real Estate Taxes were prepaid in 2015 through the successful appraisal process
- 2015-2016 and 2016-2017 insurance was paid in 2016

## Membership

<u>Year</u>	<u>Dues</u>	<u>Members</u>
2007	Pre-Assessment	370
2009	With Assessment	170
2013	Last Year with Assessment	252
2014	No Assessment	288
2015	No Assessment or Dues Increase	301
2016	No Assessment or Increase	313



# Finance Details

<b>Cash Balance Rollforward</b>	<b>FirstMerit &amp; PayPal</b>	<b>Huntington</b>	<b>Total</b>	<b>FY2015</b>	<b>Change</b>
Balance at 10/1/15	6,296.74	31,270.04	37,566.78	69,425.90	(31,859.12)
Dues/Fees Collected	238,347.11	3.33	238,350.44	233,282.17	5,068.27
Expenses Paid	(196,744.62)	(11,169.91)	(207,914.53)	(250,761.45)	42,846.92
Transfers	14,000.00	(14,000.00)	-	-	-
Capital Items	-	-	-	-	-
Debt Principal Paid	(14,379.84)	-	(14,379.84)	(14,379.84)	-
<b>Balance at 9/30/16</b>	<b>47,519.39</b>	<b>6,103.46</b>	<b>53,622.85</b>	<b>37,566.78</b>	<b>16,056.07</b>

<b>PROJECTED cash at 9/30/16</b>	<b>53,623</b>
----------------------------------	---------------

## **Loan Balance Rollforward**

Balance at 10/1/15	17,974.63
Principal Paid	(14,379.84)
<b>Balance at 9/30/16</b>	<b>3,594.79</b> expected payoff in Dec 2016

## **Membership Rollforward**

	<b>2016</b>	<b>2015</b>	<b>2014</b>
Balance at 10/1/15	301	288	256
New Members	53	45	59
Resignations	(41)	(32)	(27)
<b>Balance at 9/30/16</b>	<b>313</b>	<b>301</b>	<b>288</b>

# Future Club Capital Improvements

- Refinishing rear tennis practice wall boards
- Replacement of railroad ties at the front of tennis courts and next to driveway adjacent to picnic area
- Repairing and repainting gazebos, guard shack and rear tennis hut
- New steel entry doors throughout facility
- Options for driveway overhaul/resurfacing
- Assessment of fencing along driveway
- New façade for building exterior walls
- Lighting update/repair underneath deck
- New sprinkler heads for tennis courts
- New chairs and grills, increasing the number on hand in addition to replacing old/broken ones

# By-Laws Update

## ARTICLE V — Membership (Currently Reads)

**Section 1 – Classification.** Membership shall consist of three classes: Senior Members as defined in Section 7 below, Single Members, and Regular Members. Regular Members are limited to 290 unless otherwise provided by the Board of Trustees. Persons who shall qualify as otherwise provided herein, are eligible to membership. The membership of any person extends the privileges of the Club to all members of the immediate family including any unmarried sons or daughters living at home.

### Proposed Change:

**Section 1 – Classification.** *Membership shall consist of three classes: Senior Members as defined in Section 7 below, Single Members, and Regular Members. Regular Members are limited to 290 unless otherwise provided by the Board of Trustees. Persons who shall qualify as otherwise provided herein, are eligible to membership. The membership of any person extends the privileges of the Club to all persons residing, permanently or temporarily, in the member's home regardless of relationship. The Club reserves the right to request documentation supporting residency status. Additionally, childcare providers who do not reside in the member's home are included in the membership during the hours they are caring for children included in a membership. All residents of a member's household and childcare providers must be specifically named on a membership for admittance to the Club.*

# New Refund Policy

Membership to Fairlawn Swim & Tennis Club is open to the entire community. The Club does not discriminate on the basis of race, color, religion, sex, origin, age, veteran status, disability, family structure, or sexual orientation. The Club is committed to providing an environment where all are welcome. Fairlawn Swim & Tennis Club reserves the right to refuse or cancel a membership.

Cancellation requests will be accepted via e-mail or phone. Timely received requests will receive a full refund less \$50 service fee. A timely received request is defined as the later of either:

(1) 11:59 pm on the first day the pool is open for the season

OR

(2) 11:59 pm on the 10<sup>th</sup> calendar day after the member's invoice was issued.

Cancellation requests received more than 10 days after the invoice date will be accepted but will not be eligible for a refund.

Refunds will be returned in the same manner as payment was received (e.g.: credit card payments will be refunded to the original credit card used for payment, check payments will be refunded by check).

# Proposed Increase in Membership Fees

- The increase of dues at **\$35 per membership** would increase our revenue (and cash) approximately \$11,000 per year based on membership at the of the 2016 season. Funds are needed for:
  - Increasing operating expenses:
    - Payroll expenses have increased over 30% over the last 5 years due to increased hourly wages combined with increased staffing needed to manage the increased membership.
    - Annual maintenance of Hartrue tennis surfaces.
    - Security service who visits the Club every night to secure the property and lock the gate after closing
  - Planned capital expenditures discussed earlier in this presentation.

# Tennis

## Court Usage and Condition

- Weekends busy
- Evening play up
- Noticeable increase in overall court use
- New Maintenance staff position added to staff and assisted with court maintenance.
- New nets and wind screen added this year



# Tennis



- Junior Programs
  - 62 total participants (-6)
  - 30 Junior Interclub players (+4)
- Adult Programs
  - Cardio Tennis, Free Clinics had big turnouts
  - 60 participants (-5)
  - Very Successful Ladies Day Event (16 players)

# Swim Team

Swim Team had 110 Swimmers

Team Record was 5-2

Second place at Champs

We Sent 8 Swimmers to B Champs and 60 Swimmers to A Champs

Our Team activities included:

- Swim Team Movie
- Breakfast and Pictures
- Pep Rally with an Olympic Theme
- Swim Team Movie Day






# Synchronized Swimming

- Synchronized Swimming had 23 Participants
- Show went on as planned despite rain storm earlier in the day!



# Voting

## How it Works

- Board of Trustee member explains how many positions are available for a three (3) term.
  - However, anyone present can be added to the ballot if they so desire.
  - Each candidate is provided an opportunity to speak to the Club members present at the meeting.
  - Ballots are passed out. One ballot per membership: Senior, Single, Regular.
  - Members vote.
  - Ballots are counted and a member of the current Board of Trustees announces the new Board of Trustees member(s).
- 

# Board Vacancies

We currently have 4 vacancies on the Board



# Open Discussion