

Hop Brook Tennis Club Board Meeting November 20, 2022

The meeting of the Hop Brook Tennis Club Board was called to order by Ted Almy at 7:12pm via zoom.

Present: Ted Almy, James Peters, Marc Philo, Althea Schwartz, Tracy Tietje, and Jennifer Larwood

Absent: Charlie McCormick

I. Operating Results

Todd Raymond reviewed the financials to be presented at the Annual Meeting.

The 2022 Operating Results reflect a loss of nearly \$9,000, primarily driven by overages in capital spending. Todd pointed out that we did budget for a loss (roughly \$6,000), just not as big a loss as we experienced. The overruns in capital spending were due to improvements in court lighting. It was generally agreed that this was money well-spent both because of the significant upgrade in lighting quality for both the tennis and the paddle courts, and for the projected savings in electricity going forward.

With regard to the 2023 Budget, in order to reflect a break-even scenario, we have reduced capital spending to just under \$2,000 (and nothing in particular is planned).

II. Membership

Membership at 9/30/2022 was calculated to be 119 full and 58 associate members. For the 2023 Budget, Todd Raymond (and Ted Almy) assumed that 2 full members quit and 4 drop to associate as a result of the dues increase. All other activity was assumed to net to zero (i.e. Normal attrition is projected to be offset by new members). Todd mentioned that there are two new members after 9/30 (so not yet reflected in the numbers) and two prospective members whose applications he recently sent around to the Board for approval.

III. Cash Flow

Todd used these membership assumptions and applied the proposed dues increases to them. This was another significant assumption in the 2023 budget allowing for a break-even budget: increased dues.

Todd reviewed the cash flow analysis through 9/30/22. Our projected cash balance on that date, of roughly \$31,000, should be enough to handle projected expenses 10/1/22-2/28/23 of \$23,000. This would leave us with a cushion of \$8,000 until membership dues start rolling in. (Todd says he will begin sending out dues invoices at the end of January.)

IV. More Membership

Todd distributed a Customer Contact List in which he displayed the names of the current members, noting who the new members were, and also identifying which members withdrew during the year. These details will not be distributed at the Annual Meeting.

Todd also circulated the Membership Summary which summarizes the more detailed Contact List and compares it to prior years' member count and dues amount. This recap will be distributed at the Meeting.

Ted remarked that the direction of the membership numbers is encouraging. At 119 full members, we are almost back up to the 2014/2015 levels, after dipping to 104 full members in 2020.

Althea Schwartz mentioned concern that the dues increase would result in a higher number of members dropping to associate than is reflected in the budget. Ted Almy and Todd Raymond think that new membership will offset those declines.

The Board unanimously approved the proposed 2023 Budget.

Ted noted that we need to appreciate the affect that inflation is going have on our expenses, and how the dues increase is necessary to offset this.

V. Long-Range Planning

Marc Philo agrees that the proposed Budget for 2023 is solid from an operational standpoint, but we can't lose sight of the need to develop a longer term plan. We need a plan that looks out 3-5 years and identifies capital investments to be made. The club needs to determine how the necessary capital fund will be built – Either through monthly, or annual assessments, donors, or some other method. Our current dues structure does not provide for any longer range planning. Ted suggested that we address long-term planning at a later meeting with the membership. He agrees that we should have a plan that positions the club to be a vibrant and financially solvent club. Althea noted that in addition to planning for maintenance and club additions, we need to create a plan/campaign to encourage younger members to join.

Ted Almy circulated the agenda for the Annual Meeting to take place December 3rd at his house on Westledge Road. It will be a brief meeting – all business.

Marc Philo expressed concern that the proposed dues hikes are a higher percentage hike for full than for associate members. Others thought the full members should bear the brunt of the increase, because they put the most strain on the club, while associates aren't as involved.

VI. New Membership

The Board unanimously approved the membership applications (single-sport, paddle) of Carl Sgamboti and Adrian Rodriguez. Jennifer Larwood questioned the method the Board currently uses to approve membership – given that beyond a sponsor, prospective members don't have to produce recommendations or sit through interviews as in the past. Ted Almy conveyed the Board's current position as having evolved from the time-consuming nature of the previous method combined with our eagerness for new members. As long as there are 8 approvals, the By-Laws are satisfied, so the 8 Board members can be those approvals.

VII. Other

Marc Philo recognized his new title of vice-president.

Adjournment by Ted Almy: 8:05pm

Respectfully submitted:
Tracy Tietje