

JTC Call to Meeting 11/03/18

2018 Annual Jackson Tennis Club Membership Meeting
November 3, 2018 4pm Whitney Community Center, Jackson, NH

Agenda - Presented by Paul Schuepp, VP, for Chris Chaffee, President in absence

- Call to Order
- Welcome and introductions
- President's report
- Treasurer's report
- Other committee reports
- New business
- Comments & Announcements
- Adjournment

President's Report:

2018 State of the Club, Season Events and Accomplishments

First, the 2018 special annual dues incentive plan for new members was successful. With only 45 returning members, we had an unprecedented 65 new members joined JTC for 2018 bringing our total membership to 110. 120 is our max as directed by our by laws. Thanks to several members who helped greatly on the recruitment including Robin Kosstrin and especially Ken Lidman (who asked everyone in MWV if they play tennis).

Thanks to Chris Chaffee our Tennis Director and Pro, who put on one tournament per month and gave 6 two hour tennis clinics included in a membership. These were well attended and well received in general. Glass trophies and balls were included as well as grilled lunch. Thanks to Al Griffin who often manned the grill for all. Chris also gave many more private lessons during the season. I am happy to report that Chris will return in 2019 as our Tennis Director.

Thank you so much to Sue MacIver who championed and managed results weekly, the ladies league which was also well attended and appreciated as the social gatherings attributed.

We kept the focus going weekly via email and club newsletter updates and the resultant ad hoc play for mens singles and doubles occurring weekly, as well as an open weekly Friday afternoon mixed doubles format and social. Some Fridays we had quite a crowd, as folks brought food and beverages to share.

JTC had several dinner social gatherings, one at Bill and Elaine Cave's house, one at Paul and Lynda Schuepp's house, and one end of season at the club after the last tournament. These socials really help bring the club members closer together and I hope we can do more in 2019.

The state of the Club and facilities is good. The courts were in great shape all summer starting with an excellent refurbishment in May by New England Tennis Courts of Franconia. Thank you to all members who were prudent and religious in sweeping the courts. The sprinkler system kept them moist all summer to the point that we did not even use extra calcium application. However the sprinkler system had leaking problems due to the sand from the river getting past the filter which we must address this next year.

We invested in a new set of lawn furniture cast iron and umbrella which was enjoyed by all summer long. We also purchased a court scoring system that was used regularly and especially for the tournaments.

There were complaints and trouble opening the new locks as they would get stuck, but we believe with regular WD40 lubrication they will not be a problem in the future.

We have wonderful members who gave so much to JTC again, in 2018:

I would like to recognize and thank Bob Yanuck and Robin Kosstrin for making and donating wonderful Adirondack chairs memorials to 3 great members who have past in 2017, Bill Pierce, Dick Shuman and Nancy Canty.

I would like to recognize and thank Jan Chernick for her many years of service, and handling again this year treasurer and secretary responsibilities. We really appreciate this.

I have to recognize and thank Bill Prushinski who is the consummate go to handiman and fixer for the club, going beyond the limits of his efforts by fixing a clogged toilet last month.

So, overall the 2018 season was more active with new faces and friends and everything operating smoothly.... It was a very good season at JTC. Thank you to all the membership for active participation and support.

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Financial Report from the Treasurer

9:37 AM
10/29/18
Accrual Basis

Jackson Tennis Club Balance Sheet

As of October 29, 2018
Oct 29, 18

ASSETS

Current Assets

Checking/Savings

Citizens Checking	9,158.06
JTC CD-3229	5,045.03
JTC Savings-2708	7,607.55

Total Checking/Savings	21,810.64
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Accounts Receivable

Accounts Receivable	369.80
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Total Accounts Receivable	369.80
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Total Current Assets	22,180.44
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TOTAL ASSETS	22,180.44
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LIABILITIES & EQUITY

Equity

Opening Balance Equity	18,875.24
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Unrestricted Net Assets	575.58
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Net Income	2,729.62
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Total Equity	22,180.44
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TOTAL LIABILITIES & EQUITY	22,180.44
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9:34 AM
10/29/18
Accrual Basis

Jackson Tennis Club
Profit & Loss
January 1 through October 29, 2018
Jan 1 - Oct 29, 18

Ordinary Income/Expense

Income

Investments

Interest-Savings, Short-term CD 0.69

Total Investments 0.69

Other Types of Income

Miscellaneous Revenue 465.00

Total Other Types of Income 465.00

Program Income

Membership Dues 12,028.50

Program Income - Other 165.00

Total Program Income 12,193.50

Returned Check Charge 20.00

Tourney-Socials 580.00

Total Income 13,259.19

Gross Profit 13,259.19

Expense

Contract Services

Outside Contract Services 1,400.00

Total Contract Services 1,400.00

Court Maintenance 3,438.00

Court Supplies 204.70

Facilities and Equipment

Property Insurance 667.00

Rent, Parking, Utilities 60.00

Facilities and Equipment - Other 41.53

Total Facilities and Equipment 768.53

Grounds Maintenance	1,087.25
Operations	
Books, Subscriptions, Reference	155.88
Printing and Copying	15.50
Supplies	254.71
Operations - Other	<u>316.64</u>
Total Operations	742.73
Other Types of Expenses	

9:34 AM
10/29/18
Accrual Basis

**Jackson Tennis Club
Profit & Loss**

January 1 through ~~October 29, 2018~~
Jan 1 - Oct 29, 18

Insurance - Liability, D and O	<u>205.00</u>
Total Other Types of Expenses	205.00
Property Taxes	1,027.00
Social-Tournament Expense	407.43
Social Expense - Food	570.78
Utilities	<u>678.15</u>
Total Expense	<u>10,529.57</u>
Net Ordinary Income	<u>2,729.62</u>
Net Income	<u><u>2,729.62</u></u>

2019 Budget

	A	B	C
1			
2			Jan - Dec 2019
3			Forecast
4			
5		Income	
6		Annual Dues	12,500.00
7		Tourney-Clinic-Social-Guest Fees	500.00
8		Interest Income	2.00
9		Total Income	13,002.00
10		Expense	
11		Administrative Expenses	
12		Quickbooks fees	240.00
13		Court Scheduling Software	420.00
14		Web Hosting	200.00
15		Miscellaneous	100.00
16		Bulding Maintenance	500.00
17		Supplies and Equipment	200.00
18		Court Maintenance	4,000.00
19		Equipment Maintenance	100.00
20		Grounds Maintenance	1,500.00
21		Insurance	1,700.00
22		Property Taxes	1,700.00
23		Tourney-Clinic-Social Expenses	
24		Food & Beverage	600.00
25		Tennis Pro Facilitation	1,600.00
26		Utilities	750.00
27		Total Expense	13,610.00

Other committee reports...

Grounds Maintenance

Maintenance of the grounds was supported by Paul Schuepp, Bill Prushinski, Bob Yannuck. We were able to keep up with any infestations of ants and weeds on the courts. The lawn was mowed by our service, less often than we would like in an attempt to keep the costs low. As mentioned before the sprinkler system in general worked well all summer except for two times getting clogged with sand from the river and we had to have cleaned out. Paul rolled the courts with the old roller which seemed to help keep the courts in good shape. The biggest worry is with our fence posts as some are not very secure in the ground. We are going to have to spend some money for repair and reinforcement for 2019 on these posts. It was good to have the tennis court screens back up this year. Unfortunately in the winter of 2018 the mice ate some holes in them, but not enough to cause a problem for use. We need someone who might be interested in being the Grounds Maintenance Committee Chair for 2019.

Landscaping

Thanks to Sue McIver and Margaret McKenzie for help with some flowers we had this season. We could use more and a champion of this appreciated part of the club for 2019.

New Business

New membership annual dues plan for 2019

Goal is to keep membership dues as low as possible while maintaining non profit non loss.

2017-2018 Individual was \$175, Family was \$300, Junior was \$75 and guest fees were \$5, unlimited hours per day. No charge for use of ball machine.

We attained 110 members in 2018 of which 75 were individuals and 35 were families. If we plan on retaining 70 individuals and 30 families as a forecast, we can lower the annual dues to \$115 for individual, and \$225 for a family. We would like to introduce a lower rate for couples, no children to \$200. And we can lower the Junior rate to \$50.

Comparing these new rates to our nearest competitor, Bridgton Highlands Tennis in Bridgton Maine, which is also a golf club, their rates are a \$140 for individual, \$200 for couple, \$225 for family, \$50 for student/junior, \$20 per hour court time for guests, and \$20 per hour for ball machine rental.

We think it is fair and still a good deal to charge guests in 2019 \$10 per for unlimited use per day versus only \$5. We will not charge members for use of the ball machine.

We also would like to strive to attain our planned maximum members of 120 and thus wish to continue to recruit new members and new families into the club. So we will offer a special new membership deal of \$99 for an individual and \$179 for couple or family and continue the special offering of no initiation fee.

2019 VOTE will be for the new JTC Executive Committee

The officers of the JTC shall be elected for a term of one year by the voting membership at the Annual Meeting. In the event of the inability of any elected officer or director to serve, the EC shall appoint a replacement. JTC will have three Directors, who serve no more than three years each on a revolving basis.

The 2018 Directors served as the nominating committee for the new proposed officers and directors. The following nominees agreed and are anxious to serve in these leadership positions...

2019 Proposed Executive Committee:

For President: Paul Schuepp

Paul has been a member at JTC for 3 years and was Vice President the last two seasons. With the help of the JTC exec committee Paul's initiatives in 2018 increased membership, created more member benefits such as tennis clinics and new tournaments and more social tennis throughout the season. Paul's interest lies in insuring a beautiful and active tennis club for the community. Paul and Lynda Schuepp live in Jackson since 2004, retired CEO of Animetrics in Conway and owners of The Penguin Gallery, North Conway. Paul is a very active player and desires to promote tennis for all.

For Vice President: Bill Prushinski

Bill Prushinski has been a member of JTC 20+ years and long resident and business owner in Jackson. He also has served as JTC Board Director for the past 5 years. Bill has been instrumental in insuring the club courts are maintained and facilities are working well. In the leadership position as VP Bill will be a perfect partner with the President to manage the club successfully.

For Treasurer: Terry Butler

Terry has lived in MWV for 30+ years; first year JTC member. She enjoyed the ladies league this past season. Terry is the Accounting/HR Manager at Story Land. She currently lives in Intervale and winters in South Carolina. Terry has the experience to take over the Club's books and accounting and keep the Club financially and accurately up to date.

For Secretary: Margaret McKenzie

Margaret McKenzie moved to the Mount Washington Valley almost four years ago. A newspaper editor with a master's in journalism from the University of North Carolina at Chapel Hill, Margaret spent the bulk of her career at The Palm Beach Post, followed by stints at the Daily Business Review, Idaho

Statesman, China Daily (Beijing), the Sundance Film Festival in Park City, Utah, where she edited the 2015 film guide/catalogue and ultimately The Conway Daily Sun, where she serves as managing editor. She bought her home in Jackson — Whipple Drive, just north of the Dana Place — in 2017. She has one daughter, Gwen. A student of Chris Chaffee at Cranmore, Margaret realizes that long hours at the paper keep her from playing as much as she would like. But she enjoys the camaraderie of the club and tries to help in any way possible. She donated flowers for the beds this spring (from the CDS booth at the Fryeburg Home Garden Show) and participates in most all JTC's events. She would be honored to serve as secretary of the board, where she can put her writing/organizational skills to good use and become more of an "active player" in this way.

For Board of Director 2nd Year: Robin Kosstrin

Robin Kosstrin has been a member of JTC for 18 years. She was secretary of the club for several years in the early 2000's and became a board member this past year. Robin helped recruit new tennis members, and was involved with many of the social events held this summer, including the chair dedication for 3 former members who were remembered by wood burning their names and donating the chairs to the club. Robin and her husband Bob (Yanuck) own R & R Woodworkers, an Adirondack chair manufacturing company, established in 2002, in Jackson. Robin has been and continues to be a very active member of the club.

For Board of Director 1st Year: JJ Green

J.J.and Joanne Green moved to the Birch Ledge neighborhood of Glen NH eleven years ago from Hampton Beach NH. They joined JTC about 8 years ago and enjoy playing doubles and mixed doubles. Their love of tennis and all racket sports dates back to the 80's when JJ was Marketing Manager at Penn Tennis and Racket Sports. Joanne is a retired teacher and librarian and keeps track of their three children and 8 grandchildren. J.J.'s company represents commercial furniture factories working in the education, healthcare and hospitality markets. JJ and Joanne absolutely love the growth the club has seen and the many new members that enjoy this beautiful place. In the winter they play tennis at the Lely Resort in Naples FL so if you are in the neighborhood call them play some tennis! JJ is happy to serve on the Board and help keep our club the wonderful venue it is.

For Board of Director 1st Year: Alli Hefferan

As a new member in 2018, Alli immersed herself in the JTC action this past summer, participating in the weekly women's double league, with several members she helped recruit from her winter playing at Cranmore, and the first summer tournament. While Alli is a "native" of the Valley, born at Memorial Hospital, she and her husband, Chris, only moved to Bartlett three years ago from Boston prior to getting married at The Eagle Mountain House in Jackson. When Chris works rotationally offshore for Noble Corporation, Alli is busy working remotely for Choate, Hall & Stewart, based in Boston, and finessing her backhand on the courts. An avid snowboarder and sailor, Alli prefers to be outdoors and is eager to become more involved with the JTC leadership.

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LETS VOTE

We have a valid quorum of members to make a vote, which includes 17 proxy votes we have received.

I call for a member of the club to make a motion to vote on the 2019 executive committee nominees? Note member who made the motion.

And I need a second motion. Note member who made the second motion.

The motion is to elect the aforementioned candidates to their respective positions on the 2019 executive committee.

All those in favor of appointing Paul Schuepp to President, say 'I'. Opposed?

The "I"s have it.

All those in favor of appointing Bill Pruschinski to Vice President say "I". Opposed?

All those in favor of appointing Terry Butler to Treasurer, say "I". Opposed?

All those in favor of appointing Margaret McKenzie to Secretary, say "I". Opposed?

All those in favor of appointing Robin Kosstrin to Board of Director Year 2 say "I"

All those in favor of appointing JJ Green to Board of Director Year 1 say "I"

All those in favor of appointing Alli Hefferan to Board of Director Year 1 say " I"

I would like to announce that the candidates for 2019 executive committee been approved by the JTC membership.

Any Comments & Announcements

We are announcing a traditional holiday party for December 2nd Sunday evening, most likely to be held at Chef's Bistro. Details will be forthcoming soon, so pencil this in your calendar.

Any comments or questions in general?

Adjournment