Marin Tennis Club
MINUTES OF THE BOARD OF DIRECTORS MEETING
Thursday April 26, 2018

The meeting was called to order by President Rich Hoffman 6:00PM
Directors present were Rich Hoffman, Maureen Tierney, Aric Clark,
John Honey, Liz Collins and Jacquie Osterman
Directors absent were Emily Birkenseer and Mark Clem
Also present were Chris Horne and Herb Gottlieb

ITEMS DISCUSSED; MOTIONS APPROVED; ACTIONS TO BE TAKEN

- Minutes from the March 29, 2018 - **APPROVED**

- Finance Committee Report (presented by Herb Gottlieb)

  o Overall: Finances are improving when comparing actual to budget (loss of $14K vs. loss of $32K); but bottom-line the club is still operating at a loss. Below are the most significant reasons for improved finances:

    ▪ $40K Loan from Bank of Marin

    ▪ Club Improvement Fees ($15-12K, but this includes April Club Improvement Fees)

    ▪ Member Fees ($9.5K)

  o Action Items:

    ▪ Amounts collected for Club Improvement Fees to be earmarked for club improvements and moved to "Other Income" on financials
    ▪ Transition financials not to "look forward" to amounts not yet collected

    ▪ Comparison to be made between 2017 Q1 and 2018 Q2 and 2018 Q1 and 2018 Q2

    ▪ Forecast Improvement Fees and Café Receivables

    ▪ Prepare analysis of income derived from membership dues

  o Café Financial Update

    ▪ Café finances increased $336 over budget and the Café was closed 18 days in March

    ▪ Cost of Goods increased over budget (but budgets are not based on historical numbers)

- Composition of Committees

  o Members of Committees to recommend new committee members, and Board to approve such new committee member

    ▪ Action Item: Each Board liaison to talk to their respective committee regarding the appropriate number of members

- Reserveable Courts

- o The Tennis Committee raised the issue that courts 8 and 9 were being reserved on the weekend and this was affecting the ability of the general membership to play on these courts (since only a very few members use the court reservation system --- basically the same people) and USTA matches to use these courts for a feeling of cohesiveness. In the past courts 8 and 9 were not reserveable on the weekends and so it was unclear how/why this change occurred. The Tennis Committee unanimously voted to make courts 8 and 9 NOT reserveable on the weekends, and it extended the decision to include all courts.

    - ▪ Action Item: Board will address when and which courts will be reserved during the week and weekend; Chris Horne to prepare proposal.

- Drop-In Play

  - o The Tennis Committee raised the issue that courts are being reserved courts for Drop-In from 10am-12:30pm but are often not being used. The Board determined that courts for drop in play will be subject to a "use it or lose it" policy in that if the courts are not used within a certain period of time, the courts will become open to the membership at large.

    - ▪ Action Item: Chris Horne is to propose a plan.

- Pros

  - o The issue was raised as to the whether it was financially prudent to continue with the current contract regarding the use of courts for lessons, clinics and summer youth programs, and to determine the benefits to the club and members from leasing out its courts.

    - ▪ Action Item: Board has formed a subcommittee to develop a recommendation to be presented to the Board as a whole regarding the implementation of a new/different relationship with pros at the club, and whether to lease out its courts to a third party. The mandate is to assume that there is a "clean slate" and to recommend what we would like to see going forward. Devin will be notified that the Board is addressing the contract currently in place regarding use of the courts by the pros.

      - • Subcommittee consists of Chris Horne, John Honey, Jacquie Osterman, Aric Clark and Randy Tugaw.

There being no further business to come before the Board, the meeting was adjourned at 9pm
The next regular Board Meeting is on Thursday _____, 2018 at 6pm

Respectfully submitted,

Jacquie Osterman

Board Member