

ANNUAL MEMBERSHIP MEETING

POTOMAC SWIM & TENNIS
CLUB

January 21, 2021

AGENDA

- Board of Directors Introduction
- Election of Board Members
- 2020 and Covid
- Membership Report
- 2020 Financial Report / 2021 Budget
- General Operations
- Capital Improvements
- Grounds
- Pool Operations
- Swim and Dive Programs
- Social Activities
- Tennis Programs
- Questions

2020 BOARD MEMBERS

- President
- VP
- Treasurer
- Special Projects
- Swim Team Liaison/
Communications
- Secretary
- Pool Operations
- Social Operations
- Tennis Operations
- Membership
- Grounds
- Ted Sears
- David Byford
- Barry Bass
- Open
- Andrew Zettler
- Allen Langer
- Martin Lotz
- By committee
- Ivan Nalibotsky
- David Byford/WTS
- Carrie Taylor

ELECTION OF BOARD MEMBERS

Nominees

- Andrew Zettler (2nd term)
- Jennifer McGraw
- Bruce Chen
- Deb Burger

Departing Board Members

- Ted Sears
- Barry Bass

BOARD REPORTS

- COVID Update – Ted Sears
- Membership – David Byford
- Finance – Barry Bass
- Capital Improvements – Martin Lotz
- Pool Operations – Martin Lotz
- Swim and Dive Teams – Andrew Zettler
- Social – Ted Sears
- Tennis – Ivan Nalibotsky

COVID 19

- Impacts on operations
 - Social activities
 - Offerings
 - Teams
 - Snack Bar
- Opportunities for the Club
 - Tennis
 - Pool

MEMBERSHIP NUMBERS

<u>Category</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	Proj.
Family	178	150	158	163	155	161	135	164	
Senior	21	21	19	26	30	31	24	30	
Legacy		20	11	14	10	12	9	10	
Tennis Only		11	18	12	22	39	38	20	
Inactive	2	7	8	4	2	3	15	8	
Former Category	3	15	26	9	2	-	4		
Total	207	224	240	228	221	246	225	232	

RESULTS / FORECAST

	Actual 2017	Actual 2018	Actual 2019	Actual 2020	Budget 2021
<u>Revenue</u>					
Membership/Pool	\$ 254,208	\$ 195,156	\$ 247,286	\$ 198,305	\$ 223,605
Net Tennis Revenue	130,757	229,728	212,113	155,639	242,503
Other	14,769	8,813	11,803	93,086	15,250
Total Revenue	\$ 399,734	\$ 433,697	\$ 471,202	\$ 447,030	\$ 481,358
<u>Expenses</u>					
Operating Expenses	149,945	239,752	274,549	205,127	181,353
Contract Services	139,044	96,534	80,957	84,725	107,814
Total Expenses	\$ 288,989	\$ 336,285	\$ 355,506	\$ 289,852	\$ 289,167
Operating Income	110,745	97,412	115,696	157,178	192,191
Debt Service	105,600	100,628	97,183	71,254	132,929
Payables					38,200
Operating Cash Flow	\$ 5,145	\$ (3,216)	\$ 18,514	\$ 85,924	\$ 21,062

BALANCE SHEET

	<u>At Dec 31, 2018</u>	<u>At Dec 31, 2019</u>	<u>At Dec 31, 2020</u>
<u>Assets</u>			
Current Assets			
Cash	\$ 48,912	\$ 12,454	\$ 51,825
Accounts Receivable	2,843	1,049	619
Other	14,065	11,986	-
Total Current Assets	\$ 65,819	\$ 25,489	\$ 52,444
Total Fixed Assets	\$ 2,234,319	\$ 2,234,319	\$ 2,234,319
Other Assets	35,322	35,322	35,322
Total Assets	\$ 2,335,461	\$ 2,295,130	\$ 2,322,085
<u>Liabilities</u>			
Total Current Liabilities	\$ 78,922	\$ 49,025	\$ 40,508
Total Long-Term Liabilities	\$ 2,134,251	\$ 2,105,304	\$ 2,059,571
Total Liabilities	2,213,173	2,154,329	2,100,079
Equity	122,288	140,801	222,007
Total Liabilities & Equity	\$ 2,335,461	\$ 2,295,130	\$ 2,322,085

OBJECTIVES

Primary Goal:

- Cover operating expenses, capital items and debt service with proceeds from:
 - Annual membership dues
 - Swim / tennis program fees
 - Tennis operations
 - Reserves!
- Use Line of credit when necessary to cover seasonal fluctuations
- Provide a first-class experience with a neighborhood feel

GENERAL OPERATIONS

- WTS
 - Back office
 - Accounting
 - Payables
 - Marketing Assistance
 - Membership Assistance
- General Manager
 - New GM: Roderick Aniceto

CAPITAL IMPROVEMENTS

- **Completed Improvements**
 - Tennis courts resurfaced
 - New LED lighting in bubble
 - Tennis building lounge
 - Pool leaks addressed
 - Snack Bar
 - Two new pool heaters
 - Web cameras

- **Planned Improvements**
 - Diving board replacement
 - Bubble storage shed
 - Parking lot lighting
 - Lifeguard chair replacement
 - Pool pump

FUTURE IMPROVEMENTS

- Pool Refurbishment
- Playground
- Pool Furniture
- Bathhouse/Changing Rooms
- Old Tennis Office
- Baby Pool

SWIM/DIVE TEAMS

- Teams
- Improved Web Presence
- Registration online and at Memorial Day Picnic
- Chris Schlegel back as swim team head coach
- Dive Team Coach – TBD
- Practices begin after Memorial Day
- Morning practices starting mid-June
- Traditions
- Reps are looking for volunteers to be officials

POOL OPERATIONS

- Pool Operator – Pool Personnel Management
 - Returning next season
- Extended Season
- More Adult Offerings

SOCIAL ACTIVITIES

- Covid in 2020.....
- 2021 plans include the following:
 - Club Cleanup – April?
 - Memorial Day Barbecue
 - Friday evening Vignola Gourmet offerings
 - July 4 Barbecue
 - Evening Social Labor Day weekend with band
 - Labor Day Barbecue
 - Swim and Dive Team Social Activities
 - Adult Tennis Socials
 - Youth Tennis Team End-of-Season Party

TENNIS PROGRAMS

- 4Star Tennis Academy – began April 2020
- Summer/Winter Programs
 - Adults
 - Ladies Clinics
 - Ladies Doubles League
 - Men's Team and Men's Night
 - Live Ball
 - Intro class
 - Socials – round robin play; day/weekend tournaments
 - Juniors Team and League
 - Clinics and camps
 - Tots, novice, intermediate, tournament clinics
 - Socials going forward

VOLUNTEERING

- How can you help our non-profit Club.....
 - Membership and Community Outreach
 - Social Events
 - Communication
 - Maintenance and Improvements
 - Special Programs

FEEDBACK

QUESTIONS?

FEEDBACK

Adjourn