

**HENRY FARM TENNIS CLUB  
ANNUAL GENERAL MEETING MINUTES**

**Date:** October 15, 2016

**Present:** Marylou Heenan (Chair), Bernard Assouad, Lorraine Gray, Ed Wilson, David Wood, Chantal Wood, Kevon Regert, Helen Cheng, Vijay Kandeth, Jasmin Carleton, Pierre Foucher

**Regrets:** Carol Dunn, Jack Meyer, Decebal Geana

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**1. Approval of Minutes of 2015 AGM**

The meeting was called to order by Marylou Heenan. A motion to accept the minutes of the 2015 AGM was proposed by Pierre Foucher and seconded by Lorraine Gray. Carried.

**2. President's Report – Marylou Heenan – report attached**

Marylou presented her report to the group. She mentioned that it was a challenging year for the executive. The club membership is significantly down from last year. Thanks to Bernard, we now have an online court booking system that was tested during the season. Our courts did not need as much maintenance this year. One of the main concerns is also to maintain the membership at a minimum of 30 adults per court which is a precondition to maintain our permit with the City. We need to continue efforts to grow membership for 2017. Marylou also thanked the members of the 2016 committee, Wayne Brown and the 2 monitors for their dedication and hard work.

**3. Membership Report – Kevon and Helen – report attached**

Helen gave a summary of the status of membership. The overall membership has decreased by 84 members (258 in 2015 and 174 in 2016) and revenues are down by 39%. Receipts for tennis lessons are also down for this year.

**4. Financial Report – Jack Meyer – see attached**

Bernard presented the financial report including revenues, expenses and cash on hand at the end of the year. We have a surplus of \$1903 which is less than last year at \$3686. We were prudent in our spending to make up for lower revenues. Good news is that we are still in the black but we do not have enough money to repaint the courts if the city decides to resurface the courts. The 2017 executive team will have to decide if we renew the Toonie program.

**5. Report by Ed Wilson - Tennis Pro**

Ed is responsible for the teams and the junior programs and teams (junior lessons and toonie program). The two programs were not as successful this year. With regards to lessons, revenues were the same than in the past. The results of the C teams were not good but they are coming back next year. For the mixed A team, they were down this year and they do not know yet if they will continue as A team for next season; it has not been decided yet. The NYTA 40+ team was successful this year. We need to look at entering again the ICTA junior team.

## 6. Election of 2017 Executive

The executive for 2017 was presented:

President:	Bernard Assouad
Vice president:	Vacant
Secretary:	Marylou Heenan
Treasurer:	Jack Meyer
Membership:	Kevon Regert and Helen Cheng
Teams & Junior development:	Ed Wilson
Social & Drop in Convenor:	Lorraine Gray
Club Promotion & Revenue generation:	Vijay Kandeth
Grounds and Maintenance:	Decebal Geana
Members at large:	Pierre Foucher, Chantal Wood, David Wood, Mark Olson

Bernard accepted the new role of president for 2017 and will re-assess next year. A motion to accept the new executive committee was proposed by Chantal Wood and seconded by Marylou Heenan. Carried.

## 7. Other Business

- Jasmin suggested that there could be a Junior and parents drop-in in the afternoon. The parents would have to be present and the kids can play together. It is something to consider developing interest of the kids in the sport.
- We need to explore the possibility of extending the permit to the end of October for next year or from April 15 to October 31<sup>st</sup>. We need to weigh the costs and benefits of extending the permit for 2 more weeks.
- We should keep track of court usage for 2017 to have a better idea of the usage to determine when other programs can use the courts. The booking system can now provide information but not everybody is using it so it doesn't give this information. The monitors could also keep track of usage.
- It would be nice to find a solution to enforce the use of the courts by non-members outside of public hours; however this has always been a problem.
- Vijay has been in touch with Parkway Forest community center and they are interested in having tennis camps as part of their summer activities for next summer.

They have about 60 kids who might sign up and they are willing to promote it in the community center. It would help us to increase the revenue for coaching. The community would bring their supervisor but HFTC needs to provide the coaching. The community center gets \$75 a week from the parents and it includes all activities. The executive needs to work out if the kids need to become member, how much do we charge for the summer camp and how do we get paid. Vijay, Bernard and Ed will be looking at this possibility. Marylou can be involved in this sub-committee if needed.

Meeting adjourned at 10:20 am. Moved by Chantal Wood and seconded by Vijay Kandeth. Carried.



## PRESIDENT'S REPORT OCTOBER 15, 2016

This year has been a challenging one for the executive. Although we achieved several goals, we were disappointed that membership was down significantly from the previous year. The membership report will cover that and the financial report will also show the effect of lower membership, which is not as bad as expected.

Twice during the year, members of the executive considered if there were benefits to merging with another NY tennis club to grow stronger, and twice we came to the conclusion that such a merger would not solve our issues of fielding a strong executive and growing membership.

Some efforts to grow membership bode well for the future including success in advertising the club in some of the condominiums in the neighbourhood as well as a possible junior camp next summer with the Parkway Forest Recreation Centre. Such a camp could generate revenue as well as showcase the club to parents of the children involved.

Bernard Assouad developed an on-line booking system which has been tested out over the latter part of the season. We believe that being able to book a court ahead of time is a benefit of membership as people may be happier joining an outdoor club where they know that the court will be free at the time they want to play. As we know, people are busier and want/need to schedule their time.

Courts did not require much maintenance this year due to our previous efforts at cleaning and improving lighting. We are still waiting for the City to undertake resurfacing at our club. However, maintaining membership at a minimum of 30 adult members per court is a precondition to keeping the club viable so that has to be the main concern for the immediate and long-term future.

We hosted a fun mixed doubles tournament with Tennis Access in early September on the suggestion of Jasmin Carleton. A total of 19 teams played. Sandra Barrett, the organizer, was very happy with the tournament, and has asked us to hold the tournament again next September. The goal of this event is to raise awareness of our facilities as well as to add to our revenue (and we made about \$300 on the day in

2016). Several people contributed to the success of this event including Bernard, Ed, Carol, Lorraine, Jasmin and Kevon. Carol, Lorraine and Jasmin donated delicious refreshments, salads and desserts as well as their time. The donations of food helped to keep the costs down.

ICTA Teams: All enjoyed the competition, including the Juniors who were transferred there from NYTA to encourage more competition. Thanks go to the captains, Jasmin Carleton and Janice Hebert (A Team), and Kieran Kennedy and Kunal Sarkar (C Team). Many thanks to Ed Wilson as our club rep, and to the parents who assisted with supervision and transportation of the juniors.

TORONTO LADIES TENNIS LEAGUE – We fielded a new team in this league thanks to the fantastic efforts of Jasmin Carleton and support from Ed Wilson. Finishing 3<sup>rd</sup> in the rankings was a great achievement of their amazing season.

NYTA: Our Men's Veteran Team led by pro Ed Wilson, played on Saturday mornings and also provided some stiff competition to their opponents.

Having the teams play kept the courts busy in the evenings but we also continued Drop-In tennis coordinated by Lorraine Gray as she has done for several years now. Carol Dunn again assisted Lorraine this year with social activities.

The club benefited again this year by having a large executive, enabling us to be more organized in administration and maintenance. I want to thank all of them: Bernard Assouad, Jack Meyer, Lorraine Gray, Ed Wilson, Carol Dunn, Chantal and David Wood, Pierre Foucher, Vijay Kandeth, Helen Cheng and Kevon Regert.

A special thank you to members of the executive who will not be serving next year: David and Chantal Wood, Pierre Foucher and Carol Dunn. I will be remaining on the executive in 2017 as Secretary but we have need of someone to assist Bernard as Vice President. Volunteering is a very good way to get to know other members of the club and the community.

Thank you once again to Wayne Brown who worked with the neighbourhood schools to identify students who qualify for Jump Start Funding to become club members and take lessons. The funding we receive from this program is very important to the club.

And last but not least, our monitors, Greg and Avery, who've done a very good job taking care of the courts and clubhouse.

I have been President of the club for 6 years and have enjoyed working with other members of the executive past and present. However, as I no longer play tennis, I am rarely at the club and not active in the management of the various important issues that arise throughout the season so I no longer feel I am the best candidate for

President. I know that Bernard Assouad will do a superb job as President with the support of next year's executive. In fact, he already shoulders much of the workload for the club and I want to thank him as well as Ed Wilson for filling in for me many times.

Tennis at Henry Farm Tennis Club is fun affordable fitness for the whole family and I hope that our membership will resume growth in the future under your capable management.

Respectfully submitted by:

Marylou Heenan

## HENRY FARM TENNIS CLUB

### Membership Report for 2016

	<u>2016</u>	<u>2015</u>	<u>Change</u>	<u>2014</u>
<b><u>Membership Count</u></b>	174	258	-84	235
<i>Henry Farmers</i>	99	110	-11	110
<i>Outsiders</i>	75	140	-65	125
<i>% Farmers</i>	57%	43%	+14%	47%
<i>% previous year members</i>	50%	46%		52%
<i>Adults</i>	128	170	-42	128
<i>% of total</i>	74%	65%		54%
<i>Juniors</i>	27	37	-10	91
<i>Youth</i>	10	35	-25	
<i>% of total</i>	21%	28%		39%
<i>Toonies</i>	9	16	-7	16
<b><u>Revenues (\$)</u></b>				
<i>Membership</i>	11,200	16,500	-\$5,300	12,600
<i>Lessons</i>	2,300	3,600	-\$1,300	3,700
<i>Jumpstart</i>	1,200	2,000	-\$800	1,600
<i>Total</i>	14,700	22,100	-\$7,400	17,940
<b><u>Observations and comments</u></b>				
<ul style="list-style-type: none"> <li>• Overall membership count has decreased by 84 members.                             <ul style="list-style-type: none"> <li>- "Base/HF" membership continues upward trend, 57% HF vs. 43% in 2015, and 47% in 2014.</li> <li>- Losing previous year's members from teams that left HFTC</li> <li>- Growing importance of non-HF members</li> <li>- Decrease in Juniors/Youth membership and lessons</li> </ul> </li> <li>• Membership revenues down by 33% YoY                             <ul style="list-style-type: none"> <li>- Membership total includes 2 half-priced first year membership promotion for Condo residents.</li> </ul> </li> </ul>				

HENRY FARMS TENNIS CLUB				
FINANCIAL STATEMENTS - MANAGEMENT VIEW				
FOR THE YEAR ENDED OCTOBER 31, 2016				
(Unaudited)				
		2016	2015	2014
<b>Club operations</b>				
	Membership fees	11,651	16,313	12,964
	Club monitors subsidy	--	626	603
	Rentals	865	720	900
	HFCIA donation	300	300	300
	Operations revenues	12,816	17,959	14,767
	Club monitors	-3,407	-4,280	-4,191
	Repair, maintenance and supplies(2)	-489	-2,774	-983
	Permit fees	-2,682	-2,579	-2,526
	Association dues	-1,227	-1,808	-1,606
	Insurance	-957	-1,133	-1,133
	Printing and other office expenses	-438	-267	-526
	Telephone	-281	-541	-736
	Tags	-243	-292	-266
	Operations costs	-9,724	-13,674	-11,967
	Operations: net	3,092	4,285	2,800
<b>Lessons and coaching</b>				
	Lessons revenues	2,250	3,360	3,430
	JumpStart revenues	1,200	1,800	1,600
	Lessons revenues	3,450	5,160	5,030
	Lessons costs: pro and coaches	-3,144	-3,936	-4,220
	Lessons costs: juniors+toonies supplies	-446	-975	-266
	Lessons costs	-3,590	-4,911	-4,486
	Lessons: net	-140	249	544
<b>Tournaments and special events</b>				
	Revenues	672	575	291
	Special events revenues	672	575	291
	Tennis balls	-1,222	-922	-1,020
	League fees and tournaments (3)	-408	-230	-200
	Social, trophies and prizes	-176	-271	-407
	Special events costs	-1,806	-1,423	-1,627
	Special events: net	-1,134	-848	-1,336
	<b>Grand total: net</b>	<b>1,818</b>	<b>3,686</b>	<b>2,008</b>
	(1) includes \$594. for special event)			
	(2) includes power wash for 2015 @ \$1,877.			
	(3) includes \$223 for special event			
<b>Net assets</b>				
	Cash on hand - beginning of year	23,415	19,729	17,721
	Cash on hand - end of year	\$25,233	\$23,415	\$19,729