



Annual Membership Meeting

October 28th, 2019





Agenda

- Introductions
- Fiscal Year 2019
 - Thank you to 2019 Board Terms Expiring and Members
 - Season Highlights
 - Financial Update/Status
- Nominations / Elections
- Land – Update
- Questions from the Floor
- Summary and Next Steps





2019 Season Review and Thank you

Three Year Terms Expiring

- John Bate (VP Operations)
- Paul Cahill (VP Administration)
- Rick Roberts (Planning Committee)
- Wayne Eddy

One Year Terms Expiring

- Susan Zanker (Co-Social Chairperson)
- Maria Bunnell (Co-Social Chairperson)
- Alla Sivakoff (Co-Social Chairperson)
- Mike Clarke (Secretary)
- Gerry Barker

Resigned in August from Board

- Clay Yalof (Planning Committee)



Beautification Committee

- Sheri Smith
- Alla Sivakoff
- Carol Roberts
- Stephanie Bisson



Tennis Interclub

- Angela Heidgerd
- Rohn Heidgerd



Pickleball

- Pauline Cacace
- Lloyd Saberski
- Gerry Barker
- Gaylord Physical Therapy



Operations and Tennis

- Jenna DeGennaro
- Oliva Santoro
- Abby Murphy
- Justine Hoover
- Ian Freeman



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2019 Season Review and Thank you

Highlighted Social Events

- Pre-Season Social/Doubles held each month
- CVC Open House and Opening Day
- CVC Pickleball Open House
- Junior's Open House
- Three Ladies' Margarita Nights
- Three Dinner and Doubles evenings
- Wine and Beer Tasting with Abilities without Boundaries
- Social gatherings at Kinsmen Brewing, Tipping Chair and Senor Panchos
- Fourth of July at the Bunnell's
- French Open Play and Breakfast at Wimbledon
- US Open Trip
- End of the Year Party



Highlighted Tennis/Pickleball Events

- Cheshire Park & Recreation Tennis Program
- Men's Ladies and Mixed Doubles Night
- CVC Junior Clinics
- Pickleball
- CVC Adult Interclub
- Ladder and Club Championships
- Tennis Central





Financial Update / Status

Finances – Revenue Analysis

	Total	
	2019	2018
Tennis Revenue		
Cardio, Cal Point Play, Murder	4,632.50	4,000.00
Tennis Equipment and Clothing Sales	1,234.00	814.00
Tennis Instructions - Adult Clinics	3,125.00	120.00
Tennis Instructions - Junior Clinics	21,976.02	12,461.00
Tennis Instructions - Private Lessons	5,050.00	3,930.00
Total Tennis Revenue	\$ 36,017.52	\$ 21,325.00

	No of Members		Revenue (\$)	
	2019	2018	2019	2018
ADULTS				
Couple	22	21	\$ 14,079	\$ 12,600
New Couple	2	6	\$ 1,140	\$ 2,700
Single	40	32	\$ 19,113	\$ 12,600
New Single	10	18	\$ 3,555	\$ 6,665
Pickleball Single	1	0	\$ 99	\$ -
Pickleball Couple	1	0	\$ 149	\$ -
Young Adult	0	1	\$ -	\$ 300
TOTAL	101	105	\$ 38,135	\$ 34,865
STUDENTS/CHILDREN				
Student	11	15	\$ 1,799	\$ 550
Children	18	21	\$ 737	\$ 1,150
New Children	1	5	\$ 110	\$ 150
TOTAL	30	41	\$ 2,646	\$ 1,850
TOTAL MEMBERS	131	146	\$ 40,781	\$ 36,715

Increase in ALL Activities!

- Strong Junior Clinics - in-house and Cheshire Park & Recreation.
- CVC increased the days/times for all activities

Revenue Increase from 2018

Increased by 11% (slight decrease in membership enrollment)

New Memberships – 18 members





Financial Update / Status

Finances - Expenditure Analysis

	Total	
	2019	2018
Expenditures		
Administrative	\$ 25,761.01	\$ 25,836.77
Operations	\$ 10,216.39	\$ 16,370.35
Pickleball	\$ 1,811.69	
Social	\$ 582.50	\$ 592.30
Tennis	\$ 41,145.21	\$ 25,049.43
Total Expenditures	\$ 79,516.80	\$ 67,848.85

Expenditure Summary

- Tennis Pro-Share – from an increase in tennis revenue
- Capital Improvements – purchasing of new tennis lines
- Opening of Club – slight increase in court material and installation cost
- Tennis maintenance was moved from operations to the tennis category
- Pickleball - capital improvement and equipment purchases





Financial Update / Status

Finances – P&L Summary

	Swim, Tennis and Social					Tennis and Social	
	2013	2014	2015	2016	2017	2018	2019
Revenue	\$266,869	\$231,416	\$210,121	\$170,077	\$121,469	\$ 69,713	\$ 93,955
Expenditures	\$296,249	\$271,605	\$268,016	\$213,377	\$136,367	\$ 67,849	\$ 87,767
Profit/Loss	\$ (29,380)	\$ (40,189)	\$ (57,895)	\$ (43,300)	\$ (14,898)	\$ 1,864	\$ 6,188

The P&L is Positive for 2nd year in a row! \$6,188

***\$ 24,242 (34.8%) increase in Revenue Year over Year!
Full P&L available on CVC Website Members Only Page***

October 28th : Cash Flow

Cash: \$4,174.35

Past Due and Open Balance \$488.73





Nominations & Elections

- 13 Board Positions (12 board positions open)
- 3 Year Terms (4 Nominations) – Slate
 - *Maria Bunnell*
 - *Paul Cahill*
 - *Mike Clarke*
 - *Rick Roberts*
- 1 Year Term
 - *1 Nomination – Ken Maddalena*
 - *Open to Floor*





Fiscal Year 2020 –

2020 Business Plan

1st Q (October, November, December)

- Board Positions Posted
- 2020 Operating Budget Set
- Membership Rates Set
- Marketing Plan Submitted Board for Approval
 - Planning Committee Formed
 - Club Manager Hired

2nd Q (January, February, March)

- Land Sale Proceeds Realized
- Full Calendar of Events
- Preliminary Plan/Timeline Opening Club
- Planning Committee Presents Long/Short Plan submitted to Board
- Tennis and Pickle Activities Calendar of Events and Plans Set





Land Sale Update

❖ Planning and Zoning Commission

1. Text changes on variances for
 - Distance from Building and Parking Lots (approved Sept)
 - No need for Town Owned Road (approved October)
2. Land Subdivision
 - 3 Parcel Land (approved October)



1. Sewer (January 2020)
 - 3 Parcel Hookup Approval
2. Proceeds (January/February 2020)
 - 3 Parcel Land - \$235,000

- \$54,000 Short Term Capital + \$4,966 Interest Liability (Due October 2020)
- \$10,000 to \$20,000 - Pave New Driveway
- \$4,179 – 2014/2017/2018 Operations Liability
- \$15,000-\$20,000 - Club Improvements (Short Term)
 - Tree Trimming
 - Need Immediate Improvements (TBD)





**Questions from
the Members?**



Thank You



Tennis Central

Copper Valley Winter Programs at Tennis Central

Cardio Tennis - cost \$20/class

Monday at 7:30-8:30pm
Saturday at 12 noon-1pm
Friday at 9:00-10:00am

California Point Play - cost \$25/class

Thursday at 8:00-9:30pm
Saturday at 1-2:30pm

Tough Guy Drills cost - \$45/class

Saturday 8-9:30am

Shot of the Week cost \$45/class

Sunday 3:30-5:00pm

Reserve for Court - \$60/hr (Walk on Rate \$20/hr)
Use Kourts System

Mixed Doubles Night – TBD

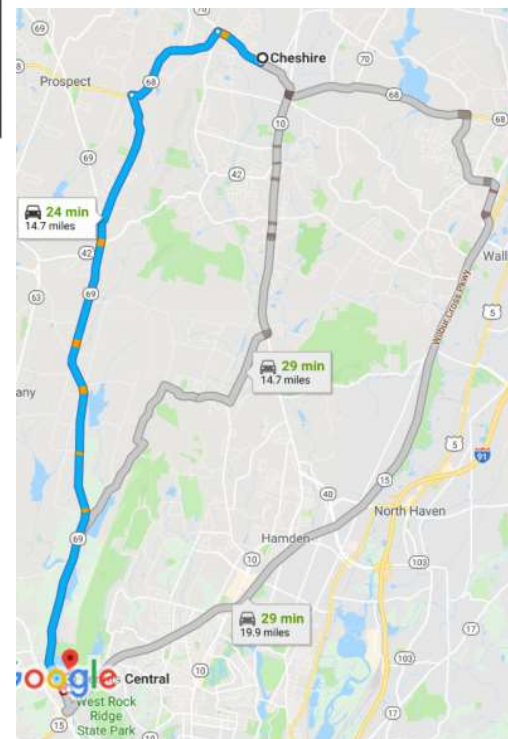
📍 110 Bradley Road Woodbridge,
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✉ deskstaff@tenniscentralclub.com

Register as CVC Member when you participate on ANY
ACTIVITY at Tennis Central

CVC gets 10% of ALL REVENUE!



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