



Copper Valley Tennis & Social Club

Annual Membership Meeting

October 18th, 2020



CVC Annual Member Meeting Oct 18th 2020

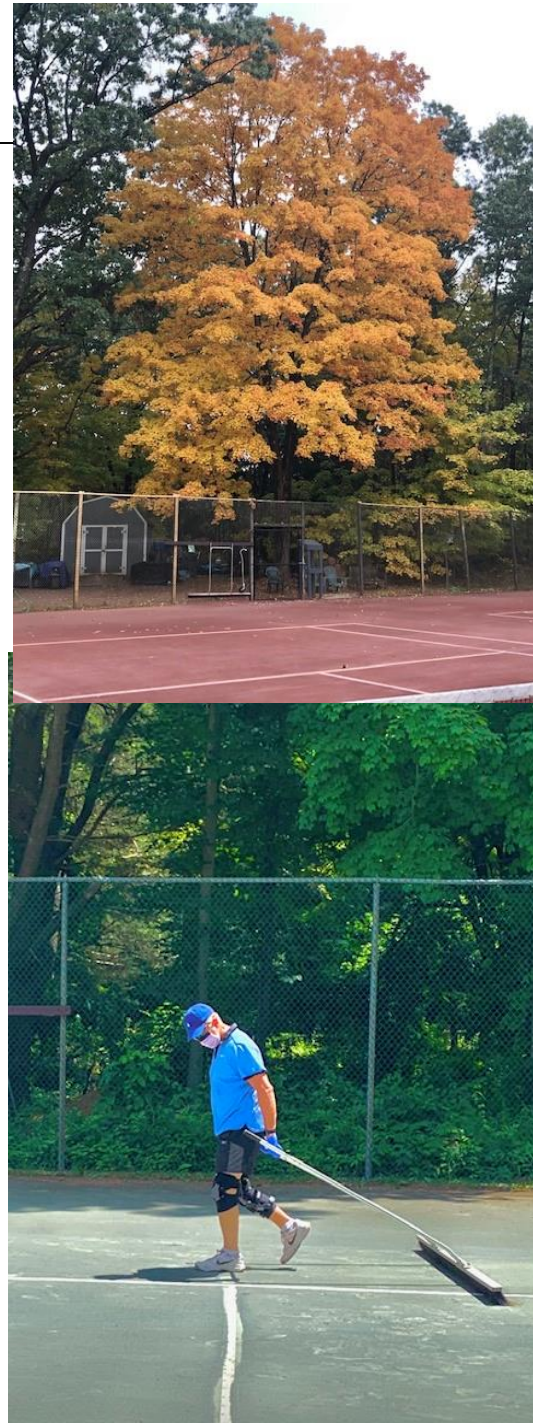


Agenda

- Introductions
- Fiscal Year 2020
 - Thank you to 2020 Board and Volunteers
 - Expiring and Members
 - Season Highlights
 - Land Sale Summary
 - Financial Update/Status
 - Club Improvement Summary
- Nominations / Elections
- Questions from the Floor
- Summary and Next Steps



CVC Annual Member Meeting Oct 18th 2020





2020 Season Review and Thank you

Current Board

- Mike Clarke (Secretary)
- Rick Roberts (Legal)
- Maria Bunnell (Social Chair)
- Paul Cahill
- Jeff Mahar (President/Treasurer)

One Year Terms Expiring – Not Returning

- Ken Maddalena (Tennis Chair)
- Marcy Light (Social Media Chair)

Tennis Interclub

- Angela Heidgerd



Beautification/Planning Committee

- Sheri Smith
- Stephanie Bisson
- Jeff Bisson
- Sharon Hauck
- Susan Laursen
- Clay Yalof
- Gene Bunnell



Operations and Tennis

- Ian Freeman
- Jenna DeGennaro
- Oliva Santoro
- Abby Murphy
- Jacob Neibling
- Justine Hoover
- Josh Goldstein
- Julia Hummel
- Rachel Goldstein





2020 Season Review and Thank you

Ready to Open April 10th - COVID-19
Significant Capital Improvements



Highlighted Tennis Events

- Men's, Ladies and Mixed Doubles Night
- CVC Junior Clinics
 - Yellow Ball
 - CVC Kids
- CVC Adult Interclub
- Tennis 123
- CSEC Tournament
- Ladder and Club Championships
- Tennis Central

Highlighted Social Events

- Pre-Season Social/Doubles (1 Event)
- Four Ladies' Fun Nights
- Comedy on the Lawn
- Linear Trail to Witchdoctor
- End of the Year Party
- Yoga



Other Offerings

Clothing and Apparel
Free Coffee, Water and Gatorade for Purchase



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Capital Proceeds – Land Sale

Land Sale

- 3 Parcels of Land - \$241,000
- Closing Costs - \$ 6,595
- **TOTAL** - **\$234,405**

Easements – Water, Electrical and Snow Removal



Capital Improvements – Opening Club

- \$14,000 - Pave New Driveway
- \$ 8,521 – Pro-Shop/Gazebo/Courts Deck
- \$10,683 – Grounds
- \$ 6,338 – Courts
- \$ 4,171 - Repair and Purchase Equipment

TOTAL - **\$43,713**

Debt Payoffs

- **\$64,950 - Short Term Capital Repayment**
- **\$ 1,107 - Bate and Bond**

TOTAL - **\$66,057**

Proceeds in Capital and Emergency Fund

\$ 124,635





Financial Update / Status

Finances – P&L Summary

	Swim, Tennis and Social					Tennis and Social		
	2013	2014	2015	2016	2017	2018	2019	2020
Revenue	\$266,869	\$231,416	\$210,121	\$170,077	\$121,469	\$ 69,713	\$ 91,034	\$ 98,793
Expenditures	\$296,249	\$271,605	\$268,016	\$213,377	\$136,367	\$ 67,849	\$ 80,630	\$ 98,376
Profit/Loss	\$ (29,380)	\$ (40,189)	\$ (57,895)	\$ (43,300)	\$ (14,898)	\$ 1,864	\$ 10,404	\$ 418

The 2020 P&L is Positive for 3rd year in a row! \$417.70

\$ 7,760 (8.5%) increase in Revenue Year over Year!
\$17,746 (22.0%) Increase in Expenditures
COVID-19 and Capital Improvements During Operation
Full P&L available on CVC Website Members Only Page

October 18th : Cash Flow

Cash:	Checking	\$ 5,472.00
	Savings	\$ 130,945.81
	<u>Past Due and Open Balance</u>	<u>\$ 903.01</u>
		\$ 137,320.82

\$12,686

Capital Proceeds \$124,635
\$137,321





Financial Update / Status

Finances – Revenue Analysis

	No of Members			Revenue (\$)		
	2020	2019	2018	2020	2019	2018
Adults						
Couple	20	22	21	\$ 12,060	\$ 14,079	\$ 12,600
New Couple	2	2	6	\$ 790	\$ 1,140	\$ 2,700
Single	39	40	32	\$ 17,856	\$ 19,113	\$ 12,600
New Single	15	10	18	\$ 5,432	\$ 3,555	\$ 6,665
Pickleball Single	0	1	0	\$ -	\$ 99	\$ -
Pickleball Couple	0	1	0	\$ -	\$ 149	\$ -
Limited Adult Membership				\$ 46		
Limited Youth Membership				\$ 491		
Young Adult	2	0	1	\$ 460	\$ -	\$ 300
TOTAL	100	101	105	\$ 37,134	\$ 38,135	\$ 34,865
Students/Juniors						
Student	20	11	15	\$ 2,327	\$ 1,799	\$ 550
Junior	18	18	21	\$ 1,045	\$ 737	\$ 1,150
New Junior	18	1	5	\$ 935	\$ 110	\$ 150
TOTAL	56	30	41	\$ 4,307	\$ 2,646	\$ 1,850
TOTAL MEMBERS	156	131	146	\$ 41,441	\$ 40,781	\$ 36,715

Increase from 2019
 Revenue Increased by 16.2%
 (Juniors/Student comprise 36% of membership)
 New Members – 37 Total (increase by 19 members!)





Financial Update / Status

Finances – Revenue Analysis

	2020	2020 Budget	2019	2018
Tennis Revenue				
Tennis Shared with Pros				
Cardio, Cal Point Play, Murder	3,770.00	4,952.50	4,662.50	4,000.00
Junior Tennis Team	270.00			
Tennis Equipment Sales	1,198.50	1,069.00	1,234.00	814.00
Tennis Instructions - Adult Clinics	7,445.00	3,125.00	3,125.00	120.00
Tennis Instructions - Junior Clinics	21,150.44	21,616.02	21,976.02	12,461.00
Tennis Instructions - Private Lessons	11,855.00	4,740.00	5,050.00	3,930.00
Total Tennis Shared with Pros	\$ 45,688.94	\$ 35,502.52	\$36,047.52	\$21,325.00

Steady Increase in Tennis Revenue

- Significantly Over Budget (\$9,186) vs. 2019 (\$9,641.42)
- Strong Junior Clinics - in-house and Tennis Team !
- Increase in Adult Clinics (\$4,320) trade off with less Cardio/PP/other clinics (**-\$893**)
- CVC increased the days/times for all activities (Lack of attendance during the week)





Financial Update / Status

Finances - Expenditure Analysis

	Total		2019	2018
	2020	2020 Budget		
Expenditures				
Administrative	\$ 21,549.70	\$ 23,586.91	\$25,826.40	\$25,836.77
Operations	\$ 19,571.23	\$ 14,627.75	\$12,698.17	\$16,370.35
Pickleball		\$ 318.96	\$ 377.46	
Social	\$ 236.56	\$ 582.50	\$ 582.50	\$ 592.30
Tennis	\$ 57,018.21	\$ 46,175.77	\$41,145.21	\$25,049.43
Total Expenditures	\$ 98,375.70	\$ 85,291.89	\$80,629.74	\$67,848.85

Expenditure Summary

- Reduction in Real Estate and Sewer Tax – Land Sale
- Tennis Pro-Share – from an increase in tennis revenue
- Capital Improvements – purchasing of new tennis equipment
 - Opening of Club – COVID-19 Implications

Storm Damage – Effected Operations Significantly (loss of ~ \$1500)





2020 Club Improvement Summary

Ground Improvement and Equipment Purchases

- Extensive tree trimming
- Gazebo repair and painting
- Driveway Construction
- Apron Construction
- Process Stone/Leveling and added Telephone Poles – Parking Lot
- Rebuilt Retaining Wall by Court 9
- Woodchip Trimmings around Parking Lot Trees
- Mulch and Weed Sealing around Oak Tree Entrance
- Picnic Tables Painting- New Color Scheme
- Solar Lights – Driveway and Pro-Shop Entrance
- Water Connection Shutoff Updated
- Sprinkler System for Fence and Front Entrance



- Weedwhacker
- Backpack Blower
- Spreader for grass seed and calcium
- CVC Logo Cornhole Set
- Horseshoe Set





2020 Club Improvement Summary

Pro Shop Improvements

- Outside Painting – New Color Scheme
- Concrete Sealing and Painting – Patio and Around Pro-shop
- Roof Cleaning
- Deck Repair and Sealing – New Color Scheme
- Flowerpots and Plantings
- Repair of Molding Around Shop
- Paint Inside of Bathrooms – New Color Scheme
- New Rug for Pro-Shop
- New Lock Set
- Process Stone Addition to Walkways



- Sandwich Board
- Ice-Maker
- Keurig Coffee Machine
- Repaired Freezer
- Repaired Poland Spring Refrigerator
- Chromecast for TV
- Three (3) Hand Sanitizing Units
- Samsung Pad for Signups





2020 Club Improvement Summary

Court Improvements

- Repaired and Replaced Fence Posts around Red Clay Courts
- Painted Red-Clay Fence Posts – New Color Scheme
- Painted Sweeper Hangers, Water Stands and Benches – New Color Scheme
- Painted all swing doors black
- Water Valves for Court Sprinklers Updated
- Additional Calcium Purchase
- Repaired Backboard
- Added Divider/Replaced wood between Court 5 and 6
- Added wider door for roller entrance
- Repaired Court 2 Net Posts



- Repaired Har-Tru Court Roller
- Purchased New Aussie Sweeper





Nominations & Elections

- 13 Board Positions (10 board positions open)
 - *Rick Roberts (expires 2023)*
 - *Maria Bunnell (expires 2023)*
 - *Mike Clarke (expires 2023)*
- 3 Year Terms (1 Nomination) – Slate
 - *Jeff Mahar*
- 1 Year Term (3 Nominations)
 - *Celeste Barros*
 - *Mark Ludwig*
 - *Paul Cahill*
 - *Open to Floor*





Fiscal Year 2021

2021 Business Plan

1st Q (October, November, December)

- Board Positions Posted
- 2021 Operating Budget Set
- Membership Rates Set
- Marketing Plan Submitted Board for Approval
 - USTA Club Membership
 - Walking Trials Construction

2nd Q (January, February, March)

- Club Potential Improvements
 - Full Calendar of Events
- Preliminary Plan/Timeline Opening Club
- Activities Calendar of Events and Plans Set
 - Plan for Full or ½ Day Junior Clinics
 - Plan for CSEC Tournament in September





**Questions from
the Members?**



Thank You