

Middlesex Club Annual Meeting Minutes – January 27, 2020

Directors attending (14): Ben Adams; Sean McCarthy; Lisa Cruikshank; Jay Baum; Justin Byczek; Katie Briggs; Rob Steeves, Carol Kennedy; Kim Adams; Rosemary Jordan; Courtney Darby; Alison Firgeski; Gerrit Veeder; Jenny Moles

Directors Not Attending (1) Dana Dolcetti;

General Counsel: Mike Burke in attendance

Management: Tad Keating in attendance

Presidents Notes:

- Club in general is in good shape and finances have turned around to be more positive.
- Encourage the new board to increase dues going forward to help increase margin.
- As of last year, membership has been a key focus and should be something that all members are thinking about to increase the waiting list.
- Nominating Committee Update-we had more volunteers than years past from the club which is very positive. Worked with a small committee 4-5 people to vet the volunteers and bring candidates forward to the Board that were recommended for the Election of Directors- slate of 5 people
 - Sallie Schmidt
 - Lindsey Warnke
 - Kim O'Brien
 - Rosemary Jordan
 - Lisa Cruikshank
- Voted on the Election of Directors- in favor 19 yes from meeting and 2 proxies for total of 21 yes and 1 no proxy that was mailed in.

Treasurer's Report:

- 2018-19 fiscal year was stable compared to the previous year.
- Initiation fees was the largest contributor increasing approximately 27% in 2018.
- Repairs and Maintenance was down 13% largely due to few required repairs after a mild winter season.
- Club insurance increased 24% after an exhaustive review in 2019.
- Property taxes were also up by 10%.
- Capital improvements were significantly lower with no one major project.

- 2019 we purchased a new convection oven and a new sandwich unit for the kitchen.
- Prior to the start of the 2019 season, portions of the clubhouse and the tennis pavilion as well as both tennis bathrooms were painted.
- The Club made some enhancements including replacing some pool deck equipment, a few new tennis nets and printers.
- Club is in a good position with a solid cash balance which was the Treasurer's focus in 2019.
- Cash and current assets are now above 500K allowing the club to focus on bigger projects for both the short and long term.
- In 2020 we would like to focus on long term planning assessments and will also make improvements in our technology area.
- On average we spend about 250K to get the club up and running and mostly spend it in May and June.
- In 2019 we spent about 700K to run the club and from May-September it is about 80-100K to run the club.
- In 2019 no family utilized the payment plan.

Committee Reports:

House and Grounds

- We did annual updates before season opening which included painting around the grounds, removal of wires by tennis courts and power wash clubhouse and tennis pavilion.
- Replaced pipe under the Clubhouse to keep pipes from freezing, paddle baseboard replacement and tree removal by paddle courts.
- Purchased additional surveillance cameras and flood lights for the pool deck, Solar lights by the tennis courts, convection oven for the kitchen.
- No big projects this year but did a Capital Needs assessment which will help plan for future maintenance of the club.
- In 2020 we are looking at updating the pool furniture and redoing the Clubhouse bathroom.

Communications

- Launched a new website in 2018 which was busy getting it up and running smoothly.
- 2019 more quiet and now focusing on new POS initiative for 2020.

Membership

- There were 18 new families that joined the club this year.
- Current wait list is at 42, with 2 new applications within their 30 day wait period. Total in hand is 44.

- This past year we have been able to hold the waitlist at mid to lower 40's range. Hopefully, this means that over the next year the list will be able to build upon that.
- We continue to work with New Neighbors and have seen a positive impact from that distribution. It is not a large expense to the club so it is recommended to continue the relationship.
- Had a member/guest event at the club in July which resulted in 4 applications despite the very hot weather.
- Focus for 2020 is to continue to recruit new members and grow the waitlist.
- Lindsay Warnke has been trained and all materials have been handed off to her. She is ready and will be a great Membership Chair.

Tennis

- In 2019 looking on improving Junior offerings for tennis both with the team and matches.
- Added Varsity Training and Blue Streak which was well received.
- Focused on the staff being very warm and personal and had great host families that helped make the staff feel welcome and was a significant cost savings to the club.
- Ilya and Gigi will be returning this summer and are starting the interviewing process for additional coaches.
- Over 30 events per season that are well attended and have had positive feedback.
- Increased revenue by charging a towel and refreshment fee for the first time.
- Repaired the tennis wall so it was able to be used.
- Women's team luncheon at the beginning and end of the season to kick off the season and give the women a chance to get to know each other. All levels are important.
- Already started planning for 2020 season and have met 2 times.
- Discussing ways to offer more flexible men's and women's tennis options.
- Looking at ways to offer pickleball.

Aquatics

- We are beginning to actively prepare for the upcoming 2020 season.
- Bea Repking will be joining Kim O'Brien and Kim Adams as their third Aquatics Chair.
- Aquatics Director Marj Trifone will be back this summer, she has 2 summers left including this summer in her contract. She has assured the Aquatics chairs she is not going anywhere right now despite Rob Trifone's recent retirement.
- We are beginning the staffing process for the upcoming season. We have some coaches returning from last year but will need to hire a few additional.

- In the long term, 2 + years, we need to start thinking about Marj's replacement and preparing a plan for when the times comes. Possibly hire a Senior Assistant Aquatics Director that could work with Marj to learn the ropes and eventually take it over.
- We are reviewing the 2019 survey and trying to incorporate changes and improvements to the program where possible.
- 2020 meet/match schedule has been sent out to the membership and is updated on the website as well. A more detailed schedule including practice times and social events will be out soon for planning purposes.
- 2019 purchased new lane lines
- 2020 updating water polo equipment- got a great off-season rate so they have already been purchased.

Camp

- Summer Camp Week 1 to start June 17. NOTE** If DPS has 1 more snow day, week 1 will start the following week- June 22.
- Sarah's contract is almost ready.
- Jess is waiting for her Assistant Director contract and received a MSX email address: JessicaMSXCamp@gmail.com
- We are currently working on booking activities, recruiting counselors and updating website.
- Emmett will be returning as a counselor but Jeffery, Shannon and Ella will not be returning.
- No real asks except Walkie-Talkies for the Directors/Counselors so they can communicate around the grounds. Researching appropriate ones.
- We have asked House and Grounds to purchase a new volleyball net, preferably one that has a neon border so the kids stop running into it.
- Registration will be open online soon.

Paddle

- Paddle season has been very successful so far.
- One of the big changes was unifying both the tennis and paddle bookings under the same tennis bookings which has been running smoothly.
- Paddle also updated the booking from 7-8:30 and 8:30-10 so 2 groups can utilize the courts a night.
- All of Claire's clinics are crowded including Juniors and Women's and Men's clinics have been full with 16 people on Saturdays.
- 1st Fridays are going well and the last one is coming up in February. Looking at updating this in the Fall and maybe adding a Food truck.
- Nationals will be here in March which will be exciting to have at the club.
- Winter league season coming to an end.
- Men's Member/Member is March 21

- Ladies Member/Guest is March 28
- As mentioned House and Grounds cut down some trees around paddle courts that were overhanging.
- Clubhouse rentals continue to be strong on Friday and Saturdays bringing in revenue for the Club.
- Mixed Doubles Member/Member will be in April.

Social

- Social is looking for a replacement for next year. Ideally they want someone to start this summer to work alongside Alison and help with planning events which will make the transition smooth.
- Working on social calendar for summer dates and will have them at next meeting in Feb.

General Information:

- Question was raised from member if we can offer tennis on Sundays similar to what Claire does with junior paddle on Sundays. Tennis Committee will look into options to offer more tennis on Sunday.
- In regards to membership, a question was asked if we have considered increasing the number of applications that members can second? It is in the By-Laws so it would need to be changed but if you have someone else you would like to second bring the application to the Board on an individual discussion.
- When did Strategic Planning Committee start and how many people are on it? It was started recently in Q4 to review the House and Grounds survey for both the short and long term which will give the Club a roadmap to prioritize projects that need to be done. Committee has met 1x so far and will meet again before the Feb meeting with updates.

Next Board Meeting: Wednesday, February 12 at 7:30pm