



LA JOLLA TENNIS CLUB MEETING MINUTES March 3, 2009

I. Kamyar Pahlavi, President, called the meeting to order at 6:15 P.M.

Members Present: Kamyar Pahlavi, Fran McCloskey, Mike Bauer, Loren Pinn, Christ Milesis, Charlotte Blum, Jeff Elliott, Hilary McCaleb, Louie Ortiz, Doug Fitzgerald, and Dorothea Roberts.

Absent: None

Guests: Scott Farr, Mike Graves, Brent Davis, J.B. Schiller, Dessau Clarkson, George Miner, and Jane Farr.

II. Jan. 27, 2009 minutes approved. M – Doug, S – Jeff. Unanimous

III. Treasurer's Report:

M – Doug, S – Jeff. Unanimous. 2009 Budget and monthly reports are included in "notebook" located in Pro Shop.

IV. KP - Overview and Commentary

Rumor mill: Two subjects were recently in the "rumor mill" – equality for women and Club Manager support. 1 - The equal pay for women and men during the summer tournament has to do with participant numbers, not for or against any gender. 2 - Every 2009 board member supports and appreciates Scott Farr, Manager.

Tonight we have guests that are cheerleaders and supporters for Scott. We respect and want to hear their ideas and concerns.

George Miner stated that other clubs pay considerably more for what Scott Farr does. George feels that Scott needs and deserves more money. Looking at the appearance of the Club shows his success as Manager.

V. Review, discussion and approval of Scott's contract

The current contract, Scott Farr's proposal for 2009, and the Executive Committee's recommendations were sent to all Board members before the March 3rd meeting for examination.

Recommendations from Executive Committee in regards to Manager's contract:

- 1 - \$3,000 for Summer Tournament PLUS \$100 / day X 13 days for deskwork once tournament begins. (\$3000 + \$1300 = \$4300)
- 2 - \$3500 Free Junior Clinics.
- 3 - LJTC will pay entire utility bill (approximately \$1200 / yr.)
- 4 - **Discontinue** Direct TV saving \$960 / yr.
- 5 - Manager receives \$1,000 monthly from LJTC.
- 6 - All revenue generated from the Pro Shop sales goes to the Manager.
7. Manager has rent free use of the Pro Shop.
8. Guest Fees are collected and kept as additional income for the Manager.
- 9 - Percentage of Tennis Professionals' clinics and lessons go to Manager.
- 10- LJTC Treasurer will pay summer tournament expenses directly and keep an accurate record of all invoices in order to control accurate accounting for tax purposes and also to control the authorization of all necessary purchases. Records of expenditures are always open to the Club membership.

Motions approved by BOD for Contract Implementation:

- 1 - \$3,000 for summer Tournament PLUS \$130 / day X 17 days (\$2,210) = **\$5,210**.
M – Doug, S – Jeff. Six for and four opposed. Passed.
- 2 - **\$3500** for Free Junior Clinics.
Not changed.
- 3 – LJTC will pay entire utility bill (approximately **\$1200** / year).
M – Doug, S – Jeff. Unanimous.
- 4 - Discontinue Direct TV. Saves **\$960** / year.
M – Jeff, S – Chris. Nine for discontinuing and one for paying for it. Passed.
- 5 - Manager will receive a yearly salary of **\$18,000** (\$1,500 / month) from LJTC.
M – Doug, S – Jeff. Six for and four opposed. Passed.
- 6 – All **Pro Shop revenue** sales goes to the Manager.
Not changed.
- 7 – Manager will continue **rent-free** use of the Pro shop.
Not changed.
8. **Guest Fees** are collected and kept as additional income for the Manager.
Not changed.
- 9 - **Percentage of Tennis Professionals' clinics and lessons** will continue to go to Manager.
Not changed.
- 10 - Scott Farr will be allowed to put tennis balls and trophy expenses only from tournaments on his personal credit card in order to accrue personal **mileage benefits**.
M – Doug, S – Jeff. Six for and four opposed. Passed.

Suggestions for increased revenue in the future:

- Instate a cancellation fee for non-showing students.
- Be more diligent in charging non-member fees.
- Advertise racquet stringing more.

- It was suggested that it might be helpful for Scott to attend a seminar of some kind to help him find ways to improve his income from the pro shop business. The Small Business Administration and Southwestern Business College have free consultants. The San Diego Career Development Center (Aero Drive in particular) offers free classes.

VI. Standing Committee Reports

A. Summer Tournament review – Dorothea & Scott

There are two main Corporate Sponsors at this time – Lionheart International, Inc. (Kamyar Pahlavi) and Avalon Ventures (Kevin Kinsella). Doug Fitzgerald has talked to “Harry’s”. They will give us 1000 cards for \$5.00 off each meal that can be distributed in the entry envelopes given to all summer tournament players. KP is talking to Brick & Bell about setting up a stand for players and guests to purchase sandwiches, drinks, and other food items offered in their La Jolla establishment. Dorothea is following Scott’s lead on the purchasing of trophies and brochures. T-Shirts will have Prudence Horne’s same logo except in green instead of blue. A motion (M – Doug, S – Jeff) was made for the sponsorship logos to be displayed on the back. It passed 9 to 1. A motion to rescind an earlier motion for equal prize money for women and men was made by Christ and seconded by Jeff. Passed 7 to 2 with 1 abstention.

It was also decided to charge a late registration fee of \$5.00.

B. Club Directory Review – Fran

Thanks go to four important people for proof reading the directory before delivery to the printer. Jeff Elliott, KP, and Charlotte Blum helped with wording and typographical errors. Scott Farr helped by finding people omitted and a spelling error.

There were twenty-nine \$25 business card contributions and six \$48 full width sized advertisements for a total of \$1,013. The lowest bid from three local printing companies was from North Shores Printery for \$973.47, which included tax and processing. We are on the plus side by \$39.53, which should cover postage for a couple of members living out of California.

Members can pick up directories Monday, March 9th at the Pro Shop. Anyone not listed in the directory will need to pay \$2.00 for a copy.

C. Property / Grounds Report – KP

1. COURTS 7-9

- Court 9 new windscreen installed.
- Court 7 windscreen repaired and installed.
- Court 2 windscreen repaired and installed.
- Sitting area painting and upgrade completed.

2. CLUB LOGO SIGN

- Vendor selected and design finalized.
- Sign on Draper to be installed within 10 days.

3. WINDSCREENS

- Need to replace courts 3-6 north side windscreens
- Lowest bid vendor price is \$2,400.

4. BENCH REPLACEMENT

- Need to replace 8 benches, as the fiberglass bases are broken.
- The cost to repair and paint would almost equal that of a new bench.
- The two lowest cost options are:
 - a. Aluminum 7.5': \$365 / bench delivered for \$2,920.
 - b. Polyester coated 8': \$496 / bench delivered for \$3,968.

5. BENCH SKATE STOPPERS AND RE-PAINT

- Need to install 20 "skate guards".
- Need to paint remaining benches.
- Scott will paint the benches for cost of material, plus \$40 per bench for \$480 (\$40 X 12 benches)

6. COURT DIVIDER NET

- Install a retractable net on a cable between courts 8/9.
- Eliminates rolling balls to other courts during lesson sessions.
- Complete cost including installation \$860.

7. PAINT 3 STADIUM BENCHES / RAILINGS

- Scott can paint these for cost of material and \$450 vs. lowest bid of \$950.

COMMENT: Spending about \$7,000 will cover most of our capital expenditure improvements for '09, and certainly benefit our overall appearance, especially as we approach the summer tournament.

Motion to approve 3, 5, 6, & 7. M – Doug, S – Jeff. Unanimous

One and two had already been approved at a previous meeting.

Item #4 has not been approved, A choice between aluminum and polyester benches is pending. Decision was tabled. We will look into repairing current fiberglass bench bottoms with wood.

E. Spring Tournament Review -

Trophy motion: M – Christ Milesis, S – Jeff. Unanimous

Spring tournament trophies will be engraved glasses.

The La Jolla Tennis Club Members-Only Spring Tournament is April 18, 19, & April 25 & 26, 2009. Deadline for all entries is Saturday, April 11, 2009. All players must be a current member of the La Jolla Tennis Club.

VII. Adjourned Meeting at 9:00 P.M. M – Doug, S – Jeff. – Unanimous.

The next Board of Directors Meeting is Tuesday, May 5, 2009 at 6:15 pm in the Pro Shop. The BOD meetings for the rest of the year after May 5th will be July 7th, September 1st, and November 3rd.

Respectfully submitted,

Frances McCloskey, Secretary