

March 9th, 2016

To: BTC Board of Directors

From: George McLachrie

Subject: March 9th, 2016 Presidents Report

I have received the 2017 Burnaby Tax Exemption package and so we will begin work on it to complete it by the deadline April 19th, 2016.

I have prepared a Sponsorship outline which I will share with the Board to present to various Burnaby companies to become the initial “Title Sponsor” for the Burnaby Open. I will be calling for interviews and make presentations to request $15-$20,000 for the Title Sponsor. The Funds will be placed in Trust and to be used for the development of our tennis programs and other things as outlined.

Glenn and I met with several (10) PE teachers and the Burnaby School Board PE program Director Ron Hall on February 18th, 2016 at a meeting hosted at the BTC Clubhouse. During the meeting we heard from Hal Eremko, Burnaby Parks and Rec, Golf Pro Riverway Golf Course, concerning the opportunities and issues of the current Burnaby Golf course programs given and ongoing with Burnaby currently. The program has run for over 20 years. The main issues concerning teachers, parents and students is “Transportation Costs” and the affordability price point for each student is $11 of which transportation is $6 and rising. They have student blocks of 1 ½ hours and 24 students per block. They are totally behind any support we can provide to institute a tennis program in their system. There is an immediate opportunity to rent our court time in the Bubble in our off peak times, if courts are available for the HP High School teams or students, especially Cariboo Secondary. All high schools were represented. They would like to create a partnership program and so we will work with them to make something work.

I met with Bob Black, Recreation Programmer, Outdoor Recreation, on February 25th, 2016 to discuss and understand how BTC might be able to help compliment the Parks and Rec Programs and enhance it. There is opportunity for BTC and Parks and Rec to partner in the summer and the winter. We have another opportunity to compliment BTC which needs to be worked on. His program starts on our courts June 6th, 2016.

The BC High School Championships will be held on May 26th to May 28th 2016 at BTC courts and they will also be at Queen Elisabeth Park. We will be providing our Clubhouse once again this year.

As a result of the meetings with the School Board, Parks and Rec, SFU, Wheelchair Tennis, and Tennis BC, I believe we have the missing information to be able to prove the demand necessary to move forward on our financial projections to double BTC’s court capacity. So, David Pel and I will now go forward with determining and providing proof from these sources and our own club to project the revenue that will be needed if a permanent facility is feasible.

I met with the SFU team captains (Maria, Patrick and Geoff) at their request on Saturday at noon, March 5th, 2016. Their purpose was to express their happiness and the continuing improvement. They want to try to achieve more court time. I implied that the only time that this could improve would be at the obvious off peak hours. They wanted to get a cheaper rate also. I said the only time we could consider that would be in off peak periods. I have suggested an hourly rate of $15 for a morning time of 6:00 a.m. to 8:00 a.m. at which they balked. Students naturally sleep at those times, however, if they wish more time they will have to take this time which they might.

SFU requires a coach very badly and I suggested Glenn, but they said that he is too busy. So my plan to create a teaching business for BTC is in jeopardy. Shelly can only coach half days I’m told and New Westminster in the summer. I haven’t approached her. There is also a BTC opportunity with SFU in the summer to be explored.

SFU would partner with BTC for a joint fundraiser for tennis benefiting BTC and SFU if we decide to create one this summer. I’m thinking of a 24 HOUR Tennis Fund Raiser to be planned.

I will be meeting with Mark Roberts of Tennis BC at noon Wednesday March 9th to update on Tennis Canada and joint concerns that we can learn from each other for the future. I want to learn more about sponsorships.

I spent time creating an email request for help for Kenny’s Newsletter and sent it Graham, Larry Melnyk and Barry Pendergaast. Larry and Barry responded and Kenny can interview them for content in a future article. They will have other names for him building on the BTC history.

Larry has agreed and will help me with arranging a “Tea Party” or “Wine and Cheese Party” for Past Presidents to be hosted by BTC and costing $300??? Some afternoon in May or June this year, but I need to talk to Bev when she returns. Those who wish to attend will be welcome. I will try for a sponsor to assist with the cost or pay for half myself. We need this to learn more of our history and record it. These people will bring old newsletter and memorabilia. Stay tuned.

Glenn has received the Xcel program for recording Teaching and court revenue for BTC.

I have completed the Gateway Application but need some assistance from Lawrence to complete one section…hopefully at our Board meeting.

At Graham’s request in our February Board meeting I called and had a good conversation with Barry concerning the complaint he overheard at the pool from 3 current Pay and Play members concerning their booking problems. I will ask David to try to find these members so that I can call them to hear their issues and see if they can be resolved. I called him February 11th and 12th, 2016.

I also corresponded with Brad Mar and called Al Gaspari to listen to and respond to their concerns about over bookings and summer court time. These concerns were a follow-up to my speech/talk at the Chinese New Year Social which was a very successful social.

I received correspondence from the Farley Group concerning the new rates, a price increase in the hourly rate for the Bubble Up and Down charges that we can expect in future. Not much but an increase as I read it. Graham and Lawrence received copies.

Graham has informed us that the last day of play in the Bubble this spring will be May 1st.

I also met with Michael Bishop Asset Manager for Chip Wilson who as you know sold out his Lululemon shares and is now on his own with his company called Low Tide Properties. He provided me with contacts and ideas for sponsorships and fund raising. His wife is the chief fund raiser and Vice-President for Fund Raising for UBC. They are an excellent connection. Chip Wilson Foundation is called the Delari Foundation.