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**Presidents Report for the BTC AGM October 26th, 2016**

I have had the privilege to work with a dedicated, devoted, loyal and hard -working Board who supported each other with our task to serve the members!! Everybody takes their Directorship seriously! They do this without recognition and the sacrifice of their playing time and family time to serve. They have to balance all their decisions on trying to satisfy and accommodate a diverse group of members’ demands and wishes. They deserve your thanks.

**The Financial Year:** It proved to be a very challenging beginning. Low membership and dues revenue for the first 4 months provided us with a scare! It was probably due to the fact that we had a perfect summer for weather and an even better fall and members played outdoors delaying their membership registrations. It was obvious that **if action wasn’t taken we would be heading toward a loss** and we didn’t want to repeat a loss like we had in 2013! We called an Executive meeting to strategize. Options needed to be looked into in addition to cutting expenses, programs and ways to increase revenues.

It is the fiduciary responsibility of Directors to not ignore and sit around hoping that things will correct themselves. We need to be financially astute and do all that can be done to avoid a loss. Fortunately there was demand for rental court availability from Tennis BC and SFU and we had court availability.

As a result of these early decisions, we were able to continue the obligations to the Bubble Fund and other budgeted requirements. We made the targeted $400,000 projected in the Budget from last year!.

**The Tennis Pro and his Programs:** We now have Glenn’s programs being treated a “Profit Centre” with expectations of contributing financially to BTC besides the contribution of providing lessons and help to our membership with some FREE programs.

**Tennis Canada and the Western Canadian High Performance Centre:** On December 14th, 2015 I received a call from Dean Pelletier, Manager, Business Operations for Parks and Recreation to see if I had heard from Tennis Canada. The City had been talking to them about their wish to find a location in the lower mainland and the Mayor and Dave Ellenwood wanted the Burnaby Tennis Club to be involved in the discussions. We (Lawrence, David P, Graham and I) met on January 19th, 2016 with Dave Ellenwood, Dean Pelletier of Burnaby and Hatem Mcdadi and Anita Comella to hear what they were wanting to build in the lower mainland. Burnaby was one of the Cities to be selected. We have had conference calls since.

At my personal expense and time and no cost to the Club, I met with Tennis Canada, at their offices on the campus of York University in Toronto to get a better understanding of their plans and how BTC might be included. They created two new HP Centres in the recent past in Halifax and Calgary and now wish to be in BC. The Mayor of Burnaby is very much in favor of this as it helps to bring tourist revenue to Burnaby in the form of Sport Tourism. He wants Burnaby and Burnaby Tennis Club to be

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beneficiaries of this centre. We should remain open minded as it is very, very early in the process. Nothing has been decided as yet, except that Burnaby is the favored location. We need to be involved to ensure our Club benefits.

**The New Bubble:** Also at my personal expense and time and no cost to BTC, I was able to visit Guelph which is the location of the factory of our Bubble manufacturer. I met with the President John Simpell and the Vice President Jason Aljoe… and toured the factory and observed the process to see the new accessories that could be installed inside the liner, for example, the lighting etc. I requested a new quote and we have now received it. It will be presented at the AGM in order to update you. Graham Youde and Jackie Brown have volunteered to help me form a committee to work on this project.

**Former Presidents Wine and Cheese Social:** I hosted this Social on July 21st at our Clubhouse. About a dozen former Presidents and Board members attended. Larry Melnyk and I thought it would be a great way to source documents and information about our past as a Club. It proved to be just that. We have no record of who built the Grade Beam for our Bubble or the Clubhouse. The Grade Beam needs to be repaired and ownership is critical. We have learned that the Grade Beam is not a City of Burnaby/Parks and Rec asset. It appears that we built it. We received some old “Newsletters” from Hazel Pedula and some great conversation and sources of information from those in attendance. Many thanks go to Lori Chong, Val Cuthbert, Bev Olson, Anthony Mazzucco and Graham Youde for helping me host this event. They will help us celebrate our 50th Anniversary next year.

**50th Anniversary Celebrations:** The Board is beginning to put together plans for our celebrations and we will require membership volunteers and participation and we hope we can count on your support.

**Partners in Tennis:** As part of a strategy to promote BTC and learn about the views, opinions and plans of our partners in Tennis, I have had meetings throughout the year with the following organizations: City of Burnaby Mayor Corrigan, Parks and Recreation Dave Ellenwood and Dean Pelletier, Tennis Canada, and Tennis BC. We had the Executive Director of Tennis BC, Mark Roberts attend a Board meeting. I met on two separate occasions with the new President of Tennis BC Rick Hastings about his plans and discuss the new Bubble at Hollyburn Country Club. I have had two conference calls with Hatem and Anita of Tennis Canada and as stated earlier met with them in Toronto.

The meeting with Mayor Corrigan, in his office was most informative and he is and will be very supportive of our Club**. All of these organizations know that we are very limited in our ability to help. We have no capacity.**

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**Clubhouse Renovation:** Meetings with the City have concluded that they will not be contributing to or helping us do any renovations, let alone Wheelchair access. There is no funding available. We will continue to discuss the issue.

**New Asset Purchases:** Due to a very successful Burnaby Open and funds raised we had confidence to proceed with the Purchase of a new Fridge for the kitchen and new “Jet” toilets for the washrooms! Finally we might have reliable washrooms.

**The New Societies Act:** We are required to update our Constitution, Minute Book and Corporate Records to meet the new guidelines. This will likely cost us some additional legal fees. We are currently soliciting a couple of quotations for costing purposes. Dave Pel and I are heading this program.

**Administrative Issues:** We have had several issues with Staffing and the Booking System. We have been taking steps to mitigate and improve both areas. Thanks to the help from Lawrence Kumar we now have David Yang reporting to him and we have hired Jack Pei Xiao as the new Assistant Manager whom we think will improve this situation. We have improved the booking system and we will continue to improve on this to make it simpler, easier and faster for members to use and for management to gather data.

**FOBS’ AND SECURITY:** We are obtaining quotes to upgrade our access control system and software for the clubhouse to track access into the club and access to our facilities. All current membership cards will be updated. Former Members will NOT have access to Club facilities. We will need your co-operation and patience as the new system is implemented. More information will follow.

**Burnaby Tennis Club “Dry Fit Shirts”:**  You can now purchase **your Club Shirt for just $11**. This is our cost and has no mark up. Tax is included. For the first time, Burnaby Tennis Club included a free T-Shirt to every registrant at the Burnaby Open. They were well received.

**Tennis BC League Captains Meeting:** Glenn Richards and Ron Leung Men’s League Director hosted the annual Captains meeting at our Club. It was very successful and appreciated. Many thanks go to Bev Olson, Social Director, and Anthony Mazzucco, Tournament Director, for help providing food and coffee etc.

**The Application for 2017 Property Tax Exemption for Recreation Groups for April 21st, 2016** was filed on time and provided accurate statistics to the City of Burnaby to allow our exemption to be accepted by the Burnaby City Council.

**The Finance Committee:** Once again worked to meet our deadline of September 1st to provide a Budget for 2016-2017 that the Board can approve and one which determines and sets our Membership rates. The Committee consists of Lawrence Kumar, Mike Hopkins, Graham Youde, David Pel and myself.

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**Burnaby School Board:** Glenn and I hosted a session with his Staff of Burnaby Secondary School Physical Education Teachers to brain storm if BTC could assist them with their Tennis programs. We met in our

Clubhouse on February 18th, 2016. They were excited to think that we might be able to assist. This is a work in progress due to the lack of court time except at early or late hours.

**Why? One of the driving factors to have these meetings** is to meet our obligation to achieve our “Burnaby Residents Membership” target of 50%! Also, we need to co-operate where possible with Burnaby residents, institutions promoting tennis and providing access when and if available. These organizations have the potential for us to continue to provide tennis services to Burnaby residents as Burnaby residents attend these Institutions. Further it is our mandate and part of our BTC Constitution to promote tennis in Burnaby. By doing this we prove to the City of Burnaby that we are doing the best we can.

**Our membership is subsidized, due the fact that we pay $1 per year for the exclusive use of 6 tennis courts and a Clubhouse**. Our lease was canceled in 2013 because our Burnaby resident membership was at 37% and we couldn’t show why or why we weren’t trying to improve on that. We are now at 50% due to policies your Board put in place to focus on this issue and **we have achieved the goal**. We need to continue to improve on that in any manner we can in order to have Burnaby City’s increased support for our Club and not have our lease cancelled again.

**Recruiting of Directors:** We need independent, committed and loyal to BTC Board Members who are dedicated to providing the best “Tennis” related experience for their members **without a bias of pushing forward their own needs**. They need to be able to make decisions and manage a diverse variety of needs for a diverse set members and programs with limited access. This Board has done exactly that. They recognize that there are many things that need improvement and they will continue to work to complete those tasks. All of the Directors devote hours of their time to do just that. Their activity reports are published monthly after each Board meeting.

We thank **Barbara Docherty** the current Junior Development Director for all her hard work to bring more focus to this important program for our Club. We also thank **Ron Leung** the current Men’s League Director for all his work and contribution to our Board and club promoting and focusing on our League teams. Ron and Barbara are resigning and we will need to replace them. We have a policy that we ask resigning Directors to help us find a replacement. They have helped us find **Peter Upper** to put his name forward as Men’s League Director and **Caroline Tuhten** as Director Junior Development. I have interviewed both and they will be great additions to your Board!!



**Newsletter:** This Board has tried hard to improve on its communication to members. We’ve instituted a 15 minute session at all Board meeting for members to come and present and discuss any concerns. One member complied. The best communication vehicle is the quarterly “Newsletter” published by our Director at Large **Kenny Wong** and his member photographer **Jeff Rob**. This is another vehicle from which members can express their wishes and concerns. Just call Kenny.

**The FUTURE:** BTC remains a viable, financially strong tennis Club with a strong Board and devoted members. This Board and future Boards have an obligation to continue to promote tennis in Burnaby and provide a good tennis experience to a diverse group of members. The future promises to be interesting and I remain confident that BTC will continue to be a first class community club, continue to be affordable and be a force in the tennis community and a fun place to be a member. It will take all members to remain positive and contribute to its continuing success. The future is bright.

Sincerely George McLachrie.