



# WTC News

a publication of the Woodstock Tennis Club, Inc.

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## Letter from the President



Dear WTC Members,

It was a long and successful season. Beautiful fall weather kept our courts open until the end of October.

We're working on Management plans for 2001. I want to affirm four "member wants" from our meeting:

1. don't lose control of the club
2. have courts available when members want to play
3. have the person at the desk arrange partners and games
4. have no gender bias

The board hears you. (*See Meeting Minutes on page 3*) We'll consider all this year's comments while arranging the best management for 2001. Thank you to participants in this important meeting.

We met our first season's financial goals and are on our way to financial success. A key element for our future is insisting that members become certificate holders. For WTC's long term success we hope and expect to add 40 certificate holders over 3 years. Please encourage your friends to join as certificate holders. If you want to join us but cannot pay in full, WTC will work out a payment plan (*see Application, pg 7*). If players at WTC are certificate holders it will:

- establish a member base that will sustain WTC into the future
- let WTC repay the \$44,000 in member loans that let us buy the club
- secure the value of certificates for all certificate holders
- allow people that want to leave the club to be repaid their certificate fees promptly
- keep dues down

*Please let us know as soon as you can whether you plan to become a certificate holder, so we can plan WTC's future.*

Thank you all for your participation in establishing the warm and open atmosphere at WTC. It has been a wonderful community process and a great success.

David Marell

### FINAL FEES

Bills are enclosed for:

- Members who didn't finish committed work hours
  - Limited members who exceeded 25 hours of play
- All members should remit any final guest fees owed.

*WTC appreciates prompt payment of these obligations.*



# Winter Pro Action

## Steve Josephs

Steve continues his year-round residency in Boiceville. He'll be giving lessons at Black Acre Tennis Club through the winter. You can reach Steve at 657-6004.

## Peter Fein

Peter winters in Florida, working on getting better at getting us better. Still, if you get in the neighborhood of Fort Lauderdale, you can reach him at 954-465-4814.

## Jaime Bravo

Jaime has returned to his position at the Eastpointe Tennis Club in Palm Beach Gardens, Florida. However, if you are in the neighborhood, you can reach Jaime for lessons (or to say Hi) at 561-627-1637.



## Member FYI

Rich Rumble will be teaching at Black Acre Tennis Club this winter. You can reach him at 679-0593.

# WTC Winter Calendar

2000-2001

Just because we're not playing tennis, it doesn't mean there's nothing

### Now through May

left to do! Here's an idea of what happens during WTC's off-season.

29th 10 am Members removed nets and windscreens,

### October

stored the roller, chairs and golf cart, and did general cleanup—*in the snow!*

1st 8 pm **WTC Board Meeting.** *Contact a Board*

### November

*member if you would like to be on the WTC Board.* Elections are held in the spring, but you can attend meetings now to see what it takes to be on the Board.

26th tbd **WTC Board Meeting.** Target date for closing the books on the WTC financial year. How did we really do?

Various Board activities: recruiting certificate

### December - March

holders, bylaws, arranging for club management for 2001, budgets, and other actions as required. **Be a board member for 2001.** Call a current board member to find out how.

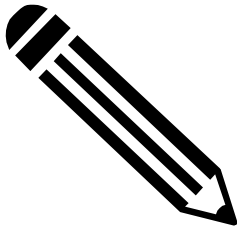
TBD Issue checks in partial repayment of member loans, if funds are available.

Various Advertising for the 2001 season; arrange court opening; send dues solicitations/bills;

### April - May

tune-up equipment; spring cleaning; install nets, lines and windscreens.

May 5th **Opening Day!!** (Weather permitting)



# Minutes of the WTC Member Meeting

The 10/15/2000 meeting was positive and fruitful. Approximately 35-40 members attended. Judith Fleisher and Deb Zeyen kindly hosted the meeting.

## Board Presentations

Board members gave summaries of the Treasurer's Report, Work Vs. Pay, Member Numbers, and Work Stars. Please see these reports on page 4 of the newsletter.

## Management Alternatives for Next Year

The Board outlined the three management alternatives:

- 1) **WTC hires an outside group** to run the club, which would collect (and keep) all revenue except certificate fees, provide desk coverage and all maintenance and management. WTC receives a fixed fee, and would set member dues and conditions. **Advantages:** reduce WTC's work, gets more professional service. **Disadvantages:** reduced control, more emphasis on events, more courts used for teaching.
- 2) **WTC pays a pro or sub-contractor** to run the club (similar to this year). WTC keeps dues and other revenues. Pro makes a commitment on number of work hours. WTC pays all costs, plus salary/contract fee. **Advantages:** increased control over option 1. **Disadvantages:** need to manage pro and other administrative burdens. Significant member labor required.
- 3). **WTC runs everything** with volunteer labor. **Advantages:** cheaper. **Disadvantages:** tremendous effort for us. Not clear if we can provide the member labor.

## Member Certificates



Members who have not paid their initiation fees (\$2,000/individual or \$3,500/couple) are asked to do so and become certificate holders. Vivienne Hodges (679-9294) and/or Josh Koplovitz (679-8912) are ready to confidentially discuss and approve payment options with members who can't pay in a single sum. No personal financial information will be requested.

Certificates are equity in WTC. The money from new certificate holders helps WTC repay the loans with which the members bought the club. WTC hopes to completely repay these loans over the next few years. Also, as the membership base passes 100, annual dues will cover expenses on an ongoing basis.

One-year trial memberships will continue to be available to new members.

## Membership Comments

At this point in the meeting, members responded to points made and offered suggestions.

- How about extending this year's trial memberships for another year?
- Trial members should pay higher annual dues than certificate holders.
- Potential certificate holders might like to see payment options written down.

*-Please see More Meeting Minutes on page 5-*



# More Meeting Minutes



## Membership Comments ...

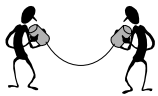


**Certificate and Loan Repayment:** Members discussed whether refunds for resigning certificate holders or repayment of loans should take priority for available club cash. Some lenders said that they were told that loan repayments would be the club's first priority. Others recalled that the Subscription Agreement guaranteed that new certificate fees paid after WTC was purchased would be used as needed for refunds for those who want to resign, and also that the loans were non-interest bearing with no term. Potential certificate holders would be more likely to join if they knew they would get their money back if need be. A member offered this summary: based on this year's experience we are likely to have a good cash flow and unlikely to have many resignations. If we combine this with an inflow of new members (partly attracted by the likelihood of getting their cash back), we will improve cash flow enough to repay the loans rapidly. *(Note: After the meeting, the Board approved a policy, described in Use of WTC Funds on page 6)*



**New Members:** Members discussed how to encourage trial members to become certificate holders. These included calling and talking with trial members, having a party for trial members, getting the ball machine working, having mixers for different player levels, being able to make reservations at weekends.

In response to the last suggestion, several members said that other clubs found reservations unworkable. One trial member said no calls please. A member who became a certificate holder this year said that she joined because she saw that the club is solvent and because she found people to play with.



**Management Discussion:** Members had several objections to the Tennis Program plan (option 1) which was proposed by Rich Rumble and Jaime. They would want to hold events to attract new players during less-used time. However, members felt this would basically mean less court time available for members.

Members expressed strong and mixed feelings about Jaime's performance. Some saw him as creative and dynamic and excellent at maintaining the courts. Others thought he was poor at handling court problems, covering the desk, and interacting with club members.



## Club Communications

Mailings are complex and expensive. If you have an e-mail address, you'll get more frequent news during the year. We sent a test email to all known addresses around 11/6. If you need to, please update your address with Vivienne Hodges at [vivhodge@ulster.net](mailto:vivhodge@ulster.net). Thanks.





## Use of WTC Funds



### Sources:

WTC gets funds from the following sources:

- *Certificate Fees* (refundable club equity)
- *Angel Loans* (no-interest mortgage loans)
- *Member Loans* (no-interest loans)
- *General Income* (everything else)

**(1)** All money will be used for the operation and upkeep of WTC. The Board may spend modest capital amounts to assure WTC's success (e.g. running water, shed improvements). A reasonable contingency will be retained.

**(2)** Angel loans and Member Loans were needed to purchase the club. (All Angel Loans were repaid as of 10/15/2000.) If used, Angel Loans will be repaid as quickly as possible consistent with (1) above and (3) below. WTC has no plans for additional Angel or Member Loans at this time.

**(3) General Income:** Except for new Certificate Fees, the next priority is retiring Member Loans, which today represent about \$44,000, and which should be repaid as quickly as the Board feels is prudent. General Income will not to be used to repay Certificate Fees if there are still individual loans outstanding.

**(3) Certificate Fees:** On request, new Certificate Fees will be used to refund Certificate Fees to members who leave the club. But, if no refunds have been requested when a new Certificate Fee is paid, that fee then becomes General Income. No pool is kept of Certificate Fees to be returned, because that would be at the expense of the no-interest loan holders. All certificate holders are treated equally.

**Discussion:** In 2000, WTC repaid \$9,500 in Angel Loans and refunded \$6,000 in Certificate Fees. Gross revenues for the club were about \$80,000. WTC has enough money to close this year and reopen in 2001. Because WTC policy allows one year of trial play without a certificate fee, the number of new certificate holders was small in 2000. A net increase of 20 certificate holders, combined with operational success similar to 2000's, would let WTC repay Member Loans quickly (depending on fee payment plans). Repayment is tied to WTC's success in getting new certificate holders. Members have a stake in that success - it can be done.

Members are invited to comment on the policy.



## Call to Members

WTC's success depends on signing up new certificate holders. Please encourage your tennis friends to become certificate holders. You'll be assuring the future of the club. Thank you.



# WTC Certificate Application



Please print. Use your preferred mailing address.

Name \_\_\_\_\_

Name \_\_\_\_\_  
(for couples)

Street \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Home Phone (\_\_\_\_) \_\_\_\_\_

Local Phone (\_\_\_\_) \_\_\_\_\_ (if different)

Email \_\_\_\_\_

Let WTC know your intentions. If you plan to become a certificate holder, send in the form, and we'll bill you in March.

**Circle your payment option:**  
Payments are due by April 1st each year.

Number of Years to Pay	Single	Couple
1	\$2000	\$3500
2	\$1000 ea.	\$1750 ea.
3	\$667 ea.	\$1167 ea.

Mail to:

Woodstock Tennis Club, Inc.  
PO Box 464  
Woodstock, NY 12498-0464

## Certificate Refund Policy

It is the intent of the Woodstock Tennis Club, Inc. to refund Certificates in full under the following conditions, which may be amended:

- A departing member requests a refund, and no longer plays at the club
- The member's name is placed on a waiting list for refunds, in request order
- New Certificate Fees are received after the refund request
- The funds are not required for operation of the club
- The refund is given

All refunds requested to date have been given.

## Payment Plans

To allow as many people as possible to become members, while assuring the club's future, WTC will accept certificate fees as single sums or as multi-year payment plans. **Why would any rational new member pay a single sum, when it makes more financial sense to pay over time?** Because they can. That's why there is a member-owned WTC—our founding members set their business sense aside to save our club. If a single-pay plan is a financial burden, choose a multi-pay plan, and be welcomed just as any other member. Otherwise, please consider

**2001 WTC Dues**

**10% OFF**

WHEN FULL CERTIFICATE FEE IS PAID NOW

*Extended!! Expires 12/31/2000*

WOODSTOCK



TENNIS CLUB Inc

po box 464  
woodstock ny 12498-0464  
tel: 845-679-5900

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## WTC News

### Board of Directors

David Marell, *President*  
Debra Zeyen, *Vice President*  
Adam Schwartz, *Treasurer*  
Vivienne Hodges, *Secretary & Membership*

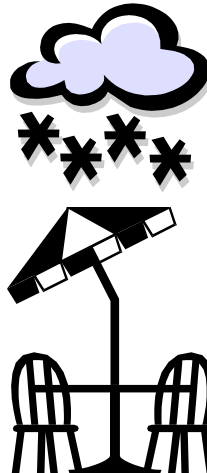
Iris Bresler  
Tim Delaney, *Management*  
Peter Fein  
Gerry Habib, *Events*  
Rose Koplovitz  
Lynn Malkine, *Events*  
Neil Rubinstein

### Get on Board!

WTC needs Board candidates for our Spring Elections. If you are interested, please call a Board member.

### Contacting WTC in Winter

For the winter, the club phone will refer you to a board member.



WTC News is published by the Woodstock Tennis Club, Inc., a not-for-profit, member-owned tennis club.

WTC has six outdoor Har-Tru tennis courts. It closed for the season on October 29th 2000, and will re-open around May 5th 2001. WTC has member players at all levels.

The Club is conveniently located between Woodstock, Saugerties, and Kingston near the intersection of Zena and Sawkill Roads.