

**Board Meeting Minutes, Tennis Club of Albuquerque  
April 9, 2024, 5:15 p.m.**

**In Attendance:**

X	Jim Schloss	X	Jeff Hagemann
X	Allen Parkman	X	Dolores Busch
X	Liz Briganti	X	Jim Mackenzie
X	David Zumwalt	X	Krishna Goradia
X	Eric Meiers	X	Chris Philips
X	Don Newman		

**Agenda Items**

**Time**

**1. Call to Order**

**5:16 pm**

**2. Approve Minutes from 5 Mar 24**

**5:17**

- Eric moved
- Don seconded
- All affirmed

**3. USTA Court / Light Grant Update (Leon Redman)**

**5:18**

- Application must be in to USTA (Hector Gonzales, 407-462-2538) by 1 May (since USTA funding of private court projects is ending)
- Up to 2 grants, a maximum of \$90k, for two projects: one for courts, one for lighting
- Grant money must be executed within approximately 2 years (exact term to be provided by Mr. Gonzales)
- USTA rep (TBD) plans to be on-site for project evaluation
- USTA Community Services Handbook provides valuable information on services provided by USTA to private and public organizations
- Leon to complete and submit application before 1 May, in cooperation with David Z and Chris P (to write a joint letter of intent and send via separate email to Mr. Gonzales in conjunction with application timing)

**4. Nusenda Bank (Adam Durant) Discussion**

**5:44**

- 5-year incremental loan rate over 25 years
- No penalty for pre-payments (principal reduction or otherwise)
- APR running slightly north of 8% at this time
- Bank insists on a property lien as a contingency of the loan
- SBA requires subordination; Mr .Durant recommended waiting to complete that paperwork very near to the loan closing

- 5. Loan and Court Discussion** **6:22**
- Amarillo Court Construction company recently did work totaling \$350k for each set of 2 courts; they are under consideration for court repair projects at TCA
  - Chris recommended multiple meetings with membership to fundraise to make up the difference between court construction costs and the loan amount; due date to raise remaining funds is Oct 2024
  - Jim moved to solicit bank loan amount of \$550k (estimated loan payment amount of \$4,000 per month); Eric seconded; 5 board members voted in favor (passed)
  - Jim recommended club designate a press representative to inform public of project plans, perhaps incentivizing former members to return or new members to join
- 6. Action Items from Last Meeting** **6:37**
- Board to discuss adding 2-hr block times starting at 7 a.m. versus reservations – agreed to leave open without action (OPEN)
  - Liz to coordinate acid washing surface around pool – agreed to leave open without action (OPEN)
  - Board to re-examine percentage take after rates are raised this Summer (OPEN)
  - David to work with Liz on improving racquet and string sales using existing \$12,000 of inventory (OPEN); entire inventory was catalogued, next: they need to determine how to display inventory to put it up for sale; additional inventory found
  - Generate fee schedule for future dues increases and staff salaries/wages (Jeff) (CLOSED)
  - Provide historical fee schedule to Jeff to help provide overall picture (Liz) (CLOSED)
  - Develop a TCA budget plan and present it to the membership (Jeff) (OPEN--NOT YET STARTED)
  - Develop tennis court (2-5, 8-9, 12-13) lighting plan (Krishna and Mac) (OPEN--IN PROGRESS)
- 7. Manager’s Report – Liz** **6:39**
- See the Manager’s Report emailed by Liz to board members
- 8. Financial Report – Jeff** **6:40**
- See the Financial Report emailed by Jeff to board members
- 9. Tennis Report – David Z** **6:42**
- Junior program going well, so is online payment system
  - Staff maintained adult clinics through Winter; tennis revenue has increased in part due to online payment system

- Mar 15: Junior sign-ups went out
- Smaller pro staff being hired for Summer (approx. 6 vs. 10-12 last year)
- Female pro interested in onboarding in Sep 2024; former top-40 as a Junior; she will interview in May 2024. If she is not onboarded, then David will pursue hiring part-timers)

**10. Lighting Report – Krishna G** **6:53**

- USTA does not require approval of vendor doing lighting work
- \$ 47k estimate from CJT Electric for lighting (Courts 2-5, 8-9, 12-13) using mostly existing infrastructure
- CJT Electric has offered to carry loan so that it doesn't have to be paid in full up front
- Leon R will contact USTA re: grant for lighting to pay CJT Electrical

**11. Set Next Meeting Date** **6:59**

- Tues May 7, 5:15 p.m.

**12. Adjourn Meeting** **7:03**

- Jim moved to adjourn
- Krishna seconded
- All affirmed

**Action Items Generated from Meeting**

- Jim recommended club designate a press representative (OPEN)
- Eric recommended work party (beer and pizza for workers) to tackle projects around club; Eric to collaborate with Liz on project plan (OPEN)