

Milton Tennis Club Annual General Meeting
Saturday, October 26, 2019
Milton Memorial Lions Club Hall, Milton, ON

1. Call to Order

President, Susan Kitamura, called the meeting to order @ 10:25am with a quorum.

2. Adoption of the Minutes of the Previous Meeting

Note that while we are adopting the minutes of a meeting held March 2, 2019, said meeting was officially our 2017 Annual General Meeting. All eight (8) of our courts were replaced in the summer of 2018 and the Club was not open for play. Tracy Morgan suggested several corrections to the minutes and pointed out that the financials and the Reports of Officers or Committees were not included.

Motion to adopt the minutes of the previous Annual General Meeting as amended by Susan Kitamura. Seconded by Jeff Truswell. Motion carried.

3. (No) Business Arising Out of the Minutes

4. Treasurer's Report

MTC financials were emailed to members October 19 and are attached here. Treasurer, Vittal Rajgopal, felt MTC did well in 2019. After paying for the general expenses some surplus money is available to continue on.

Motion to adopt the Treasurer's report by Susan Kitamura. Seconded by Robert Krzyzak. Motion carried.

5. (No) Business Arising Out of the Treasurer's Report

6. Reports of Officers or Committees

Reports emailed to members October 19 were submitted as written and are attached here. No reports were received for the following positions: Secretary, Facilities and Assistant Director, Junior Programs.

Past President – Tracy Morgan added that she also attended the OTA President's Day at Rogers Cup with Susan Kitamura. Presentations there included "Green Means Go" ("tennis for active seniors") and SafeSport ("Rule of Two").

Motion to accept all reports as written and/or presented as a block by Susan Kitamura. Seconded by Jeff Truswell. Motion carried.

Pro Reports – Adult Coach, Andre Szczurowski and Junior Coaches, Mike Donski and Matt Klinger, shared their feedback on a successful 2019 season and planning for Summer 2020.

7. New Business

a. Members were saddened to learn of the passing of Susan Henderson. Susan was married to Barny Henderson for 51 years. Barny is a long time MTC member and volunteer. A member of the New Club Committee and our go to for legal advice. Visitation and funeral arrangements were shared.

b. Constitutional Revision

The process used to review and potentially revise the Constitution is outlined in the Past President's Report. Although MTC members were notified a week in advance of proposed changes in the October 19 email to all members, they were not able to open the document that detailed the changes. Tracy Morgan, having prepared that document, went over the routine changes throughout and gave a brief overview of all significant changes. Routine changes propose standardizing abbreviations, dates, deadlines and percentages. AGM replaces "General Meeting" where applicable and "Membership Meeting(s)" replaces "General Meeting(s)" where applicable. Significant changes propose returning to 1 Adult Director and 1 VP; Election of Officers and Directors (there will be no more "surprise" nominations from the floor); Resignations of Officers and Directors (includes an expectation to attend Executive meetings and mention of conflicts of interest and holding office). There were no questions from the floor after Tracy's presentation.

Motion to adopt all proposed Constitutional revisions as presented by Raj Sekhar Pochiraju. Seconded by Jeff Truswell. Motion carried.

8. Nominations and Election of Officers

The 2019/2020 Nominating Committee (Abegail Cabio, Susan Kitamura and Raj Sekhar Pochiraju) formed at the July 24, 2019 Executive Meeting. A call for volunteers was posted to the Website July 31 and an email sent to members August 2. The Committee presented the following candidates via email October 19:

Past President – Tracy Morgan
President – Susan Kitamura
Vice-President – Anjali Pagay
Secretary – Divya Kala
Treasurer – vacant
Director, Adult Programs – Dave Fairfax
Director, Facilities – Avishek Pal
Director, Social Programs – Ann Santos
Director, Junior Programs -- Abegail Cabio
Director, Public Relations -- Gihan Perera

Susan Kitamura noted two candidates missing from the distributed list:

Director, Membership – Raj Sekhar Pochiraju
Assistant Director, Junior Programs – Jana Llorin

With no new nominations from the floor and all nominated agreeing to let their names stand, **Susan Kitamura moved to accept the slate as presented. Seconded by Jeff Truswell. Executive acclaimed.**

9. Adjournment

Susan Kitamura moved to adjourn the meeting at 11:30am. Seconded by Jeff Truswell. Motion carried.

Treasurer's Report (Vittal Rajgopal)

Prime	Category	2017		2019		Budget
				YTD	final	
Raj	Membership Revenue	-50,105	15-Sep	49000	50000	40,000
Dave/Jeff	Adult Programs					-165
Andre	Tennis Balls					
Gabor	Facilities			20472	27000	27,000
Abegail	Social Programs			960	1800	2500
Bassem	Junior Programs	252				250
Gihan	Public Relations			442	442	1000
Staffing				9842	10500	
cleaning services				2380	3080	
consumables				976	1500	
Computer services	Giga-490+JEGY-1000+Godaddy-238			1620	1800	1800
Electricity				4514	5000	
Union Gas				150	200	
Water						
TV				1386	1600	
Internet						
Telephone						
OTA Club insurance				1030	1030	1030
OTA Club fees				3318	3318	
Rent -Town of Milton				1975	1975	
Landscaping				1500	1500	
Canada Post -rental				191	191	
year end taxes				678	678	

Total Expenses	51434	61614
Excess of expense over income	-2434	11614

Summary

- 1 Funds spent on Windscreens can be amortized over atleast 5 years which could reduce the yearly charge to \$ 4000 which will straightaway result in a surplus of income and expenses.
However ,the norm in not-for -profit is to charge off the whole amount .
Budget estimates for the whole summer have been provided only by Dave/Jeff
- 2 , Gabor,Abegail
Staffing,Public Relations ,Junior Programs projections not provided.
- 3 Hydro,Gas, Internet and TV have been calculated by Treasurer on the basis of past bills.
- 4 Information on acceptance/rejection of government grant for training young people awaited.
- 5 As pending expenses get booked and revenues get banked there will be minor changes to figures given.
- 6 Susan had suggested putting in our surplus funds into a GIC. I had agreed but on second thoughts I feel we may
need a slightly higher bank balance to take care of Milton Winter Tennis Club Hydro and Gas bills which are paid
by us and scrupulously reimbursed by ACE though they bunch up and pay.
I will try to talk to the service providers to see whether the Winter Club can be billed as a separate account though I have my doubts.
- 7 SWOT analysis on next sheet.

Statement of operations for the Year 2019	
Membership Revenue	44576
Share Tournament-ACE	4129
Share Tournament -Andre	1000
Guest Fees	440
POS and Proshop	45
Total Revenue	50190
Tennis Balls and Tournament running fees	1808
New nets and sight screens	19000
Installation and removal costs of above	2066
Landscaping Services	1500
Water Cooler	1472
Social events for members	1008
Advertising Sign boards	442
Computer services	2232
Staff salaries	9842
Cleaning services of clubhouse	3500
Consumables	1055
Hydro	4514
Union Gas	149
Bell TV,Internet and Phone	1300
OTA Club Insurance	1030
OTA Membership Fees	3318
InterCounty Fees	520
Lakeshore League Fees	190
Rent-Town of Milton	1975
Rental-Post Box	191
Year end taxes	1678
Total Expenses	58790
Excess of Expense over Income	8600

Balance Sheet as of September 30, 2019			
Assets			
Bank		29,696	
Capital Reserve TD GIC		81,757	
Total Assets			1,11,453
Liabilities			
Belinda Kuiper Fund	2,176	2,176	
Opening Retained Earnings	1,13,112		
Net Income YTD	-8600		
		1,04,512	
Accruals for expenses		4,765	
Total Liabilities and Equity			1,11,453

Past President's Report (Tracy Morgan)

One of the Constitutional duties of our Past President is to “Attend all Executive and General Meetings”. Did you know (including the March 2 AGM) that this Executive met four times in the month of March?! I've been on the Executive many times since joining the Club in the 1970s and I'm sure this must be a record. I was able to attend seven of our eight meetings (March 4, March 18, April 15, May 13, July 24, August 29 and September 18).

Another duty is to “Act in an advisory capacity” and it was with this in mind that I was invited back to the table to have a look at our Constitution. Except for the “Responsibilities of the Officers and Directors” section (which we know needs some updating) I reviewed our Constitution line-by-line. An outside consultant provided input and all Executive members were invited to make their own suggestions for improvements. Proposed changes were reviewed at the September meeting. Further changes came out of that meeting culminating in the draft proposal we'll all be voting on at this year's AGM. It seems I've spent a lifetime volunteering and documents such as this are key in guiding associations, clubs, and organizations. They answer a lot of our questions if we take the time to read and use them.

The final Past President duty (yes, there are only three) is to “Assist in annual audit”. This I haven't done (yet).

I may return to the Executive next year (in this or another position) but regardless I will continue to be involved with the Club. I have helped with the Website since its launch and consider myself (one of) our Club historians. I have so much I'd like to do in that regard to preserve our history. Established in 1923... Can you believe THAT? Our 100th anniversary looms and we're already thinking about celebrating.

President's Report (Susan Kitamura)

After being closed the entire year in 2018, it was a busy 2019 season rebuilding the club. It was not easy dispersing for a year. However, the wait was well worth it! We now finally have the courts that our members deserve! The shining blue and green courts, fences, nets, posts and windscreens are all brand new. It was wonderful to see our members back and many new faces enjoying the club!

Unfortunately, the spring weather was not favourable this year. The cold temperatures and high winds caused a significant delay in the completion of the front three courts. It was the end of June by the time the Town was able to complete this work. This affected all of our teams who had to play their matches away, the programs were delayed and our courts were limited with the use of only the back five courts.

Fortunately, we are used to being flexible at MTC and we were very successful in jumpstarting the programs, socials and team play as soon as the courts were available. We were also able to have a successful club re-opening on June 8th with a ribbon cutting with MP Parm Gill in attendance!

Much of the 2019 season could be categorized as rebuilding momentum. There were new faces on the MTC Executive, new staff in the clubhouse and new Junior coaches/programs at the club this year! Definitely some growing pains as we adjusted to some of the "newness"!

The MTC Executive met every month except in July to ensure everything stayed on track and that members were happy. A lot of day-to-day work was involved to ensure the smooth operations of the clubhouse, the junior and adult programs, membership's sales, and the maintenance of the courts. Thank you for all the hard work and many volunteer hours by this Executive to help rebuild the success of our club.

In the end, this team was very successful this season. Here is a simple list of all the events this Executive has helped support:

- Hosted 10 OTA tournaments (Junior/Adult)
- 5 adult/senior interleague teams
- 2 junior intercountry teams
- 4 formal social events (Opening Day, French Open, Wimbledon, US open)
- 2 sessions of Novice Adult House league
- 2 sessions of Competitive Adult House league
- Adult Beginner lessons/Stroke of the Week
- Free Saturday Junior Lessons
- After school junior programming (May-September)
- Weekly Junior Summer Camps (July-August)
- Singles ladder (over 100 matches played)
- Year-end Ladder tournament
- Year-end Junior tournament
- Year-end Singles, Doubles, Mixed Adult tournaments

MTC continues to thrive and be a very active club. When I meet with other club presidents in the GTA, I am consistently very proud of our club and all that we offer to support the continued growth of tennis in our community. I am personally looking forward to next year as we continue to build on this momentum to improve our programming for our members!

Vice President's Report (Saki Giannakopoulos and Anjali Pagay)

- We divided the role of the Pro position for 2019 with Andre remaining Head pro with responsibility for adult programs. His traditional programs continue to be well attended. Andre also initiated several other group lesson options that we expect will be as successful in the long term. ACE was brought in to take over Junior programs and camps. Despite being new to the club their efforts in advertising themselves and the strengths of their camps resulted in a steady increase in numbers that we expect will continue to increase through 2020. Both Andre and ACE are contracted through next year. In general terms 2020 will be our first full season after our shutdown in 2018 and late start in 2019 and we expect the adoption of all programs to start strong and increase through the season. Both Andre and ACE are committed to providing programs that are of interest to our members. If there is programming you would like to see please let the Executive know and we will work with the pro to see what can be done about introducing alternate options.
- We had a good compliment of both adult and junior tournaments throughout the year. It was a great way to get our Club some additional visibility and for those interested to see how they matched up against a wider range of competition.
- Volunteers continue to be a vital part of our club's operation. From taking down windscreens in the fall and putting them up in the spring to assisting in various endeavours throughout the year. If you are interested in helping but do not want the long term commitment of joining the Executive, please approach us and let us know how you would like to help. We are always looking for people with skills inside and outside the club to help keep our facility running. If you have any specific trade skills such as painting, plumbing, electrical work etc.. please leave your name with the clubhouse if you are interested in bidding on any of the renovations or repairs we might undertake.

Adult Programs (Dave Fairfax and Jeff Truswell)

House League

We again offered a Competitive and Novice house league this year. Overall, numbers were good. In the first session we had 19 Novice players and 17 Competitive players. In the second session we had 15 Novice players and 25 Competitive players. This is the first time I can remember where the total number of players went up in the second session. We had quite a few Novice level players from the first session moving up to Competitive for the second session. House league winners from the first and second session will be announced at the AGM.

Ladder

The popular singles ladder is back after a year off with the club being closed last season. The number of matches completed and participants involved was down in 2019 when compared to 2017. There were 62 participants and over 150 matches played. Participants sometimes needed reminding to accept challenges and respond to other participants in a timely manner. The top 16 ranked players in mid-August qualified to participate in the ladder tournament which was completed at the end of September. Jana Llorin won the tournament and was named ladder champion for 2019.

Interclub teams

This year we had five adult interclub teams. Our Intercounty A team, captained by Jason Llorin, finished 5th in their division. The Intercounty B team, captained by Tej Sachdev, finished 7th in their division. The Intercounty C team, captained by Claire Salisbury, won their division finishing first thus qualifying for the playoffs but lost out in the first round in a close match. That team will be promoted to the B division next season. Our division one lakeshore team, captained by Anjali Pagay, finished the season in 3rd place A second lakeshore team was added this season in division two. That team, captained by Dave Fairfax, finished the season in 6th place.

Singles Club Championships

This year the format for the singles championships held from Sept 14th and 15th was two open draws - an A and B draw. There were 6 participants in the A draw and 12 in the B draw. With the small size of the A draw the six participants were placed into two round robin groups of three with the top two players advancing to the semifinals. 8 game pro sets were played for the first two rounds, semifinals were 10 game pro sets and the finals were best two out of three sets. Championship and consolation sides of the draws were played. Rain prevented the completion of the tournament on the weekend so the final five matches will be completed over the next two weeks. Jana Llorin won the A championship (Ethan Abraham runner-up) and Alan Pisano won the B championship (Vittal Rajgopal runner up). Renier Abcede won the B consolation draw. Size of the draws were lower than 2017. Timing of the tournament will be assessed to determine when best to hold the event to increase participation.

Doubles Club Championships

The Mixed doubles tournament offered a small but mighty draw. In the end the "young guns" Andrea Cabio and Zach Abraham defeated Clint and Abegail Cabio, 8-6.

Three time "A" Doubles champion Brian Fernandes won his fourth title with new partner Zach Abraham over Clint Cabio and Justin Alba 6-4 6-3.

In the ladies "A" final Andrea and Abegail Cabio needed two and a half hours to defeat Sarah and Ann Arpelida in a closely contested match 6-3 6-3.

In the Mens "B" final Vittal Rajgopal and Julian Jasionwski edged Mathew and Ethan Abraham 8-7.

The Mens "B" consolation was equally close, with Alan Pisano & Marshall Mykietyshyn squeezing by Dale Rottgen and Akash Sangha 8-7.

Prizes to be awarded at the AGM.

Sunday morning round robin

This year we incorporated a Sunday morning round robin. For approximately 6 weeks the round robin played on 1-3 courts. We will look to build on this new program next year.

Social Programs (Abegail Molina)

This year 2019, we had another fun and memorable "Outdoor Season". It started a bit cold last May and the rest of the summer season was warm & beautiful. Throughout the season, we had celebrated tennis and here's the recap:

As early as May and even before we had our opening day, we organized the French Open socials together with our Adult co-director Jeff Trustwell. Activity started with some warm up drills followed by games and doubles friendly game.

On the 8th of June, we had our Grand re-opening of our 8 newly resurfaced courts. We had ribbon-cutting attended by our town councilor and mayor representative. Ontario Tennis Association was also present during the event with their smash cage and brought some prizes. Traditionally, the opening day is held every 2nd week of May but due to front courts resurfacing schedule, we moved it to 2nd Saturday of June. Which turns out to be a better idea since May is usually still cold. The beautiful weather, the helping hands from the Executive, Club Pro Shop by coach Andre for games and prizes, BBQ sponsor (St Loui Bar & Grill) and OTA made the event a successful one.

July we all know it's Wimbledon! Our club has been hosting annually Wimbledon Social where everyone got to dress up like playing in the grass court with their all-white tennis attire. This year, we invited our tennis friends from nearby clubs and shared with them our beautiful courts. It was a fun day and I believe we should do it again next year!

September! US Open came and it was a big one for Canadian Tennis history. It is when we witness the 1st Canadian to win in singles Grand Slam! Our clubhouse was so loud with members cheering for Bianca! We had good food as well while watching the match.

This year we also had a surprise party to our club President, Susan Kitamura. It was a Mixed Doubles Club Championship Tournament and while Susan is playing her match, we prepared the clubhouse. Members brought their specialties and some donated cash for additional food. This is our way to say thank you to Susan for all her hard work & dedication in leading the club.

All of these events have pictures posted on our Facebook Page.

I encourage all members to join these events. For next year, we will be aiming to do Friday BBQ/Potluck. If you have any suggestions, we would be happy to hear from you. You can always touch base with me: social@miltontennis.com.

Thank you and looking forward to see you again in 2020 Outdoor Season!

2019 MTC Social Events Budget			
Event Name	Budgeted Cost	Actual Cost	Difference in Budgeted
Opening Day	\$710.00	\$846.13	\$(136.13)
French Open	\$165.00	\$31.22	\$133.78
Wimbledon	\$50.00	\$70.45	\$20.45
US Open Social	\$-	\$69.26	\$69.26
Year end Social	\$1,500.00		\$(1,500.00)
TOTAL	\$2,425.00	\$1,017.06	\$(1,412.64)
2019 EVENTS COST & SALES BREAKDOWN			
Opening Day Report (May 20th)			
Item Description	Budgeted Cost 2019	Actual Cost 2017	Actual Cost 2019
BBQ (beef, chicken, hotdog) Buns, Ketchup, Mayo	\$250.00	\$174.30	\$650.00
Buns , Fruits, Pop, chips	\$150.00	\$88.34	
Drinks	\$100.00		
Sound system	\$100.00	\$33.90	\$53.11
Balloons/ Flowers	\$50.00	\$13.00	\$57.63
Paper plates & cups	\$60.00	\$12.43	\$70.73
Misc	\$-		\$14.66
Total:	\$710.00	\$321.97	\$846.13
FRENCH OPEN BBQ 2019 (June 1st)			
Item Description	Budgeted Cost	Actual Cost	
BBQ (beef, chicken, hotdog) Buns, Ketchup, Mayo	\$100.00		\$11.20
Fruits & Buns	\$40.00		\$12.08
Paper plates & cups	\$10.00		\$-
Drinks	\$15.00		\$7.94
Total:	\$165.00		\$31.22
Wimbledon Socials Bring a Friend 2019 (July 6th)			
Item Description	Budgeted Cost	Actual Cost	
Strawberries and Cream:	\$40.00		\$-
Bread			\$24.00
Burger (used the left over burgers from the opening day)			
Coffee			
Pop and Salad & Veggie burger	\$10.00		\$46.45
Total:	\$50.00		\$70.45
US Open Social 2019 (Sept 7 & 8)			
Item Description	Budgeted Cost	Actual Cost	
Food(Buns, Drinks, Veggie Burger)	\$-		\$46.67
BBQ Propane (Canadian Tire)	\$-		\$22.59
Total:	\$-		\$69.26
Year End Social 2019 (Oct 15th)			
Item Description	Budgeted Cost	Actual Cost	
Venue Rental	\$500.00		\$-
Food & Drinks (cost to be recovered by registration)	\$1,000.00		
Total:	\$1,500.00		\$-

Junior Programs (Bassem Kamil)

My understanding is that we have 12 kids registered for the Summer Camp and 2-3 in private sessions with ACE coaches (based on me being there at different times but no official data has been communicated)

- Seeking information from the board members on exact numbers and names of kids (contact details) registered and attending the camps/training. I'm also reaching out to ACE for input on this
 - My understanding is that the numbers are lower than before and we may need to devise a marketing plan to get more community awareness
 - Planning a survey for the kids themselves and the families on current programs, what's going great, what needs to be changed and what's missing (target timeframe is 1st - 3rd week of Aug)
 - Friday night Junior council;
- 1st event took place in mid May with moderate turn out
 - 4 new people from Mississauga
 - 8 existing MTC members
- The following 2 events were cancelled due to having Jana and 2 other members of the committee out of country and very limited attendance from the rest
- Aug activity is going to be planned by Robbie, Ella, Laila and Laura (target meeting for Fri 2nd Aug)

Membership (Raj Sekhar Pochiraju)

Another great summer season with newly surfaced courts. Below are the membership details for year 2019. We started our 2019 with a promotional offer that was given to the existing members in 2017. Below is the snapshot of those members. Please see attached membership report from 2017 to get the totals/breakdowns.



Membership-Report.docx

Membership-Promotion-2019				
0 Displayed, 0 Open, 0 signups. 4 Hidden, 12 signup(s) All open on 8/27/2017 9:49:00 AM. All close on 10/31/20 AM.				
Programs that are displayed to members.				
None.				
Programs that closed in the past.				
Program	Open?	#/Max	Dates and time	Cost
Adult-Membership-Promotion 2019 8/27/2017 9:49:00 AM -> 10/31/2017 9:49:00 AM	✘	Signup 7/700	;	\$125.00
Junior-Membership-Promotion 2019 8/27/2017 9:49:00 AM -> 10/31/2017 9:49:00 AM	✘	Signup 1/700	;	\$60.00
Senior-Membership-Promotion 2019 8/27/2017 9:49:00 AM -> 10/31/2017 9:49:00 AM	✘	Signup 1/200	;	\$75.00
Family-Membership-Promotion 2019 8/27/2017 9:49:00 AM -> 10/31/2017 9:49:00 AM	✘	Signup 3/200	;	\$260.00

- We have successfully completed our migration from GIGA to JEGY. A new platform to manage our membership, financials, court bookings, and also staff management. All the members who paid in GIGA prior to the season start were successfully migrated which enabled them just to sign up again without having to get prompted to pay twice.
- Switching to JEGY from GIGA software helped us make a savings of around **\$1800** dollars from PayPal transaction fees and discounted pricing from JEGY.

We will have 2 financials this year as migration happened before beginning of season, but our members could sign up pre-season starting last week of February.

Revenue in GIGA:

Total of \$9435 + \$ 400 in programs (HL and Ladder) = \$9835



Membership-giga-2019.xlsx



Programs-2019.xlsx

Revenue in JEGY:

Total of \$33710 + \$2550 in programs (HL and Ladder) as of Sep-11- 2019.

2019-01-01 to 2019-12-31

Gross Revenue (includes Tax)	Net Revenue (excludes Tax)	Total Tax 1	Total Tax 2
\$73,333.09	\$69,073.22	\$4,259.87	\$0.00

Fee Type Breakdown

Fee Type	Total (includes tax)	Total (excludes tax)	Tax 1	Tax 2
Membership Fee	\$33,710.00	\$33,710.00	\$0.00	\$0.00
Summer Camp Fee	\$22,745.86	\$20,129.07	\$2,616.79	\$0.00
Junior Program Fee	\$14,440.43	\$12,779.15	\$1,661.28	\$0.00
Club Program Fee	\$2,550.00	\$2,550.00	\$0.00	\$0.00
POS & Pro Shop Fee	\$45.00	\$45.00	\$0.00	\$0.00
Guest Fee	\$350.00	\$350.00	\$0.00	\$0.00
Total:	\$73,841.29	\$69,563.22	\$4,278.07	\$0.00
Refunded Amount:	\$-508.20	\$-490.00	\$-18.20	\$0.00
Revenue Total:	\$73,333.09	\$69,073.22	\$4,259.87	\$0.00

Total Revenue from GIGA AND JEGY for 2019: \$43145 + \$2950 = **\$46095.**

Guest fees for 2019: \$350

Please find attached financial report from 2019 in JEGY.



I have excluded Junior programs revenue and tournaments revenue. This can be presented/ included by president/vice-president/treasurer once we receive from ACE.

OVERALL COMPARISONS FROM 2017

Membership for 2017 is at \$49930 + \$3625 in programs (HL and Ladder). We have a decrease in member ship revenue of \$6785 and \$675 in programs.

Guest fees has an increase of \$55 in comparison from 2017

TOTAL NUMBER OF MEMBERS:

	2019	2017
ADULT	172	170
JUNIOR	85	166
FAMILY	49	63
SENIOR	32	32

We have a very few refunds this year. There might be few discrepancies in the financials and membership counts because of this switch in the software. Please take treasurer report as final in those scenarios.

Public Relations (Gihan D Perrera)

Paid advertisements:

15 April – 06 May - Town of Milton Signs (3 locations – Main St, Memorial Arena, John Tonelli)

March 26-April 15 – Curbside Rental, (300 Main Street)

Publications

Snapd Milton – May Issue Covering Club opening and Registration (April 27/28) with photo

Snapd Milton – June issue Covering Club Grand Reopening with photos.

Online presence

Snapd Milton – Club Calendar events posted plus above events.

InHalton – Club Calendar events posted.

Facebook page / MTC website shared on “Milton talks” Facebook forum (19,579 active members)

In preparation for 2020:

- Propose ads to run from Jan 2020 to May 2020.
- Sign advertisements as above plus –
 - Town of Milton facility signage/advertising: Rink boards, lobby signage, floor decals, step risers Spec which range from \$1200-\$1500/year depending on location
 - Paid advertising on Facebook/other social media outlets.
 - Newspaper article – History of MTC 2020
 - Youtube Video w/ reposts to facebook and Milton tennis website.