

Milton Tennis Club Annual General Meeting

Saturday, October 30, 2021

Zoom Video Conferencing Call

1. **Call to Order**

President, Susan Kitamura, called the meeting to order @ 9:50am with a quorum.

2. Adoption of the Minutes of the Previous Meeting

- **Motion made by Divya Kala to adopt the minutes of the previous Annual General Meeting as presented by Doris Trevisani. Seconded by Gihan Perera. All in favour. No one opposed. Motion carried.**

3. Business Arising Out of the Minutes

- No business arising out of the minutes.

4. Treasurer's Report – Ann Santos

- MTC interim financial statements for the period January 1, 2021 to October 13, 2021, were provided to members via email on October 19, 2021.
- The treasurer, Ann Santos, presented the interim financial statements on the call.
- The interim financial statements were prepared on a cash basis by Padgett Business Services.
- We have a healthy balance sheet due to the growth in our membership. We have approximately \$48,000 in cash this year compared to approximately \$25,000 last year. We will move about \$20,000 - \$30,000 of cash into a short-term deposit, probably a 3 month term. The net profit is approximately \$25,000. We have about \$5,000 of cheques written that have not been cashed as of the reporting date, therefore, our net profit will be approximately \$20,000. This is a healthy profit compared to last year when we had no profit.
- We will have the final financial statements for the year ended December 31, 2021, from Padgett Business Services when they are finalized.
- Jeff Truswell asked what the repairs and maintenance expense was for. Ann Santos advised the cost of the lights were about \$2,000. Susan Kitamura pointed out that the lights were expensive due to the equipment required to put in the lights. The actual cost was approximately \$10,000 but the Town agreed to subsidize the cost.
- Susan Kitamura suggested we have comparable numbers for the next reporting year. Ann Santos will advise Padgett Business Services of this request.
- **Motion to adopt the Treasurer's report by Susan Kitamura. Seconded by Doris Trevisani. All in favour. No one against. Motion carried.**

5. Business Arising Out of the Treasurer's Report

- Request Padgett Business Services provide comparable figures in future financial statements
- Move idle cash of \$20,000 - \$30,000 into a short-term deposit

6. Reports of Officers or Committees

- Reports were emailed to members and provided on the Milton website on October 19, 2021. Reports were submitted as written and reviewed on the call. No reports were received for the positions of Secretary and Facilities.
- Executives presented their reports.

- **ACE program** - Kyrylo Tabunshchuk provided overview of the ACE report. Pierre Lamarche announced he will retire from ACE Tennis in December. He will continue as CEO and CFO of All Canadian Sports Management and will focus on developing tennis in Canada through expanding facilities, developing programs and coaches.
- **Motion by Susan Kitamura to accept all reports as written and presented on the MTC website and on the call today. Seconded by Teodor Glinnyi. All in favour. No one against. Motion is carried.**

7. New Business

- Tracy Morgan inquired if membership can be broken down by age for the purpose of applying for government grants. Divya Kala advised that those breakdowns can be provided.
- Matthew Flood inquired if it was possible to find a position on the Executive Board for Suriyan Partheepan. Susan Kitamura responded that the Executive Board is returning in their roles. She also mentioned Amalia Trusca expressed some interest in participating as well. Susan noted that we did not receive any nominations for the Board. Susan encouraged interested members to participate with the Board on committees. Suriyan Partheepan agreed that is a good suggestion.

8. Nominations and Election of Officers

- A call for volunteers was made through an email sent to members on September 29th, 2021. The Volunteer Committee (Susan Kitamura and Matthew Flood, Club Manager), presented the following candidates which was shared with the members via email and on the MTC website on October 19th, 2021:

Executive Team Members

<u>Position</u>	<u>2021</u>	<u>2022</u>
President	Susan Kitamura	Susan Kitamura
Vice President	Anjali Pagay	Anjali Pagay
Treasurer	Ann Santos	Ann Santos
Secretary	Doris Trevisani	Doris Trevisani
Membership	Divya Kala	Divya Kala
Adult Director	Dave Fairfax	Dave Fairfax
Junior Director	Abigail Cabio	Abigail Cabio
Facilities Director	Teodor Glinnyi	Teodor Glinnyi
Social Director	Kim Robinson	Kim Robinson
Public Relations Director	Gihan Perera	Gihan Perera
Assistant Junior Director	Josh Llorin	Josh Llorin

With no new nominations from the floor and all nominated agreeing to let their names stand, **Susan Kitamura moved to accept the 2022 Executive as shared in the email to members and as presented above. Seconded by Kim Robinson. All in favour. No one against. Executive acclaimed as presented.**

9. Adjournment

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

President's Report - Susan Kitamura

Covid 19 continued to be a major factor this season. However, with last year under our belt, we were easily able to enforce similar policies to ensure the safety of our tennis community. We kept the clubhouse closed to members except for the downstairs washrooms. Upstairs was limited to staff only. Social distancing and hand sanitization were also key factors to our policies.

Like last year, we were unable to open the courts on time. Reopening was delayed until the end of May. We also had to wait on the Winter tennis club to get their bubble down, as they struggled to secure the labour force to do the work. In the end, many of our members and staff helped them to fast track this take down. Our partnership with the Winter Club continues to be a struggle as the communication is very inconsistent and sporadic as to when they are doing things. Many of our things that were left in storage were damaged, missing or used. The clubhouse and courts were left in a complete mess that required a major clean up. I have spoken to the Town and they will now be communicating with Tennis Clubs of Canada to ensure a better hand over is done next year.

On the bright side, COVID really seemed to support the growth of tennis due to its relatively safe physical distancing. This year we had the largest membership at MTC since I have been a member of this club. All of our camps, programs and courts were full from morning to late at night. It was great to see our club growth and most importantly more people enjoying the game of tennis!

The main highlight this year was successfully hosting the U16 Junior Nationals at MTC in September. It was such a great success that we have signed on for another 2 years in partnership with ACE and Tennis Canada. The Girls winner was from Alberta and the Boys winner was from Newfoundland. This is the first time in many years that someone from Ontario or Quebec has not won the title which demonstrates the true growth of our sport throughout the country!

As well, being able to host this tournament was a nice way to show support to our junior athletes who have been starving for this level of competition. COVID has severely impacted Canadian players' ability to travel and compete at the highest levels while other countries have continued to do so more freely. It was a pleasure to see Ellie Daniels from our club finish in 3rd place. It is one of her best performances at Nationals and no doubt the home court advantage helped! Congratulations to her and her parents Shane and Lana. Shane is a regular on our Intercounty A team.

I am pleased to mention how supportive the Town of Milton was in supporting us hosting this tournament. They cleaned and tidied the gardens, added bleachers and garbage cans for spectators outside of the fence along courts 3 and 4. This allowed us to keep spectators outside, so we could keep our club as safe as possible for the athletes. Spectators and coaches loved the view of the matches from the park. Everyone was so pleased.

Looking forward to hosting this tournament the next 2 years and really promoting and expanding the involvement of the local businesses as sponsors. This year the Holiday Inn and Gatorade were very generous.

Finally, my thanks to everyone on the Executive!! Each of you has worked so hard this season to make it a success. I appreciate the efforts from all of our coaches and staff in providing members top notch tennis programming! Looking forward to next year!

Vice President's Report - Anjali Pagay

Matt Flood was hired as our club manager this year. His strong customer service, people management and organizational skills were invaluable to MTC operations. He brought a tremendous passion to our club, undertaking diverse tasks such as assisting with club tournaments, finding partners for new members and ensuring we were all able to play tennis safely.

This year we decided to continue with a team of court monitors (5-6 on roster vs. 1-2 previously) managed by Matt. The club was staffed during all operating hours so that appropriate sanitization could take place, all players could be checked-in to their court, and a robust database of players maintained for the purpose of contact tracing. Safety protocols were created for the club based on recommendations from the OTA and enforced by the staff. Some measures we did take were inconvenient, but contributed to overall safety, such as emergency-use only washrooms and no spectators and guest players on club premises.

We did not increase membership rates to account for the added staffing costs, nor for the procurement of cleaning supplies/ PPE. We also opted not to apply for government funding, as we had an increase in number of memberships sold to compensate for the additional operating costs. I am pleased to report that we remained a COVID-free environment this summer.

Adult Programs Report - David Fairfax

Singles ladder:

There were 68 active participants this season including many new members to the club. 168 matches were completed. The ladder tournament was contested from mid-August to the end of September and involved the top 16 ranked players. At this time there are three players left in the tournament. Kamran Shamsi awaits the winner of the semi-final match between Suriyan Partheepan and Carlos Gonzalez.

Interclub teams:

Due to the pandemic, we couldn't field our usual five adult interclub mixed teams as the lakeshore league did not run in 2021. We also couldn't field any teams in the Intercounty junior, ladies or 55+ leagues. Fortunately, the Intercounty mixed tennis league did organize an abbreviated season from July to September and Milton TC fielded three teams.

Our Milton-1 team, captained by Sam Rajkumar, participated in the A-West division. They won their division and advanced in the playoffs all the way to the final at the Aviva Centre where they came up short to a strong Thornhill Park TC. Great job representing our club!

Our Milton-2 team, captained by Dave Fairfax, participated in the B-West division. They won their division and advanced in the playoffs to the semifinals where they fell to a scrappy Seneca Hill TC.

Our Milton-3 team, captained by Jason Llorin, participated in the B-West division. They had many close fought fixtures throughout the season and finished in a tie for 7th place in the division.

We look forward to next season where again we can field teams in both the Lakeshore league and Intercounty league.

Wednesday Doubles ladder program:

This season we tried something different and replaced the doubles house league with a doubles ladder program utilizing a weekly signup online and incorporating some nightly instruction from our ACE coaches. The program had a good start, but participation tailed off in the second half of the season with mixed reviews from our members. Next season we will consider alternatives including a return to our traditional house league format facilitated by our club manager.

Singles Club Championships:

This year the format for the singles championships held from Aug 27th to 29th was two draws - an A draw and B draw.

Suriyan Partheepan won the A draw defeating Tom Tao in the final. Sandeep Bajaj won the A consolation draw defeating Henry Lin the consolation final. Raghu Madhavan won the B draw defeating Brent Thompson in the final. The B consolation draw winner was Osman Randhawa who defeated Sethu Nagappan in the consolation final.

Doubles Club Championships:

This year the doubles championships were held during the last two weekends in September.

Men's A champions were Suriyan Partheepan and Ritchin Sen who defeated Brian Fernandes and Jeff Truswell in the final in three hard fought sets. Tej Sachdev and Hassan Zubair defeated Ajay Chacko and Alex Thangaraj to win the A draw consolation final.

Men's B champions were Jason Llorin and Joshua Llorin who defeated Saeed Ahmed and Andrew Munk in the final. Dave Adams and Mark Brancier defeated Syed Hussain and Tariq Saeed to win the B draw consolation final.

Ladies champions were Sasha D'Souza and Donna Llorin who defeated Irene Carroll and Susan Silver in the final. Melissa Janjevich and Sarah Sinclair defeated Marie Walker and Charmaine Russell to win the ladies draw consolation final.

The Mixed doubles "A" champions were Suriyan Partheepan and Jana Llorin who defeated Ritchin Sen and Shonakshi Chaubal in the final. Jason Llorin and Donna Llorin defeated Raghu Madhavan and Sonia Saavedra to win the "B" championship. Tariq Syed and Marina Sue-Ping defeated Syed Hussain and Kandirra Wilson to win the consolation final.

Junior Program Director Report – Abigail Cabio

First off, I would like to thank each MTC member for an amazing 2021 Outdoor Tennis Season. Special thanks to Junior Parents who were patient and very understanding of our club's COVID Protocol. It was hard not to watch our juniors during their practice but we made it! We're able to keep our club open and safe.

We are also lucky to have our partner, Ace Tennis Academy provide our Juniors various programs and competitive coaches.

This year, we made a record of the highest number of junior memberships. A total for 519 Junior members! It's more than tripled on the previous year and we're very happy to see this. I also admit that we were not prepared for this much membership and that we have to hire more coaches in the middle of the season to make sure we keep the coach: player ratio.

During the Club Annual Year End Tournament Championship, our juniors showed big improvements and growing passion for the game. We also made a record of the highest tournament participants and this inspires us (Josh & I) to organize more competitive matches for next year as well as junior social events.

Next month, I will be sending a survey and please take a moment to send your feedback as this will help us prepare for the 2022 Outdoor Season.

Again, thank you and wishing you and your family good health and safety. See you next year!

Sincerely,

Abigail Cabio

MTC - Junior Director

Assistant Junior Program Director Report - Joshua Llorin

This was my first year as the Assistant Junior Director and I can safely say I thoroughly enjoyed the experience! Being my first year on the team I only had a faint idea about what to expect going into it but I think I managed to find my own way to help out the club with the help of Abigail so I see this past summer as a great success!

In terms of the things I accomplished this year I mainly worked on assisting the junior camps hosted by Ace as an assistant coach during their morning / afternoon Learn-To-Play, Mini Tennis and Smashing Aces camps. I am glad to see that the camp grew steadily over time and there were plenty of familiar faces throughout the summer as juniors came back week after week. Another more hands-on initiative I ran was the Junior Ladder which was initially started by the previous Assistant Junior Director Jana Llorin. I'm proud to report that we had a whopping 17 registrations (11 more than last year), 17 scheduled matches (15 more than last year) and 8 reported match results at the end of the season! Moving forward I hope that the Junior Intercounty team can move forward for next year and hopefully with the increase in junior activity at the club we can provide an enjoyable experience for all who attend.

Let's all continue to work hard to grow the club and have fun doing it! See you soon!

Sincerely,

Joshua Llorin

MTC - Assistant Junior Director

Public Relations Director Report - Gihan Perera

2021 has seen continued challenges in the settings of a global pandemic, but with vaccinations now available and restrictions opened relative to last year, we have seen increased engagement and activity with our online presence on Facebook, and now Instagram.

In addition to ads in Milton Snapd, we were able to promote further through targeted “boosted” posts.

Excellent feedback was given for our hired staff.

Paid advertisements:

5 x 8 Sign Rental (April 13 – May 03, 2021) – Lifemark Physio Building - 6990 Derry Road

5 x 8 Sign Rental (April 16 – May 06, 2021) – TDi Building - 795 Steeles Avenue

April Issue Snapd Magazine – 1 x 1/16 horizontal ad

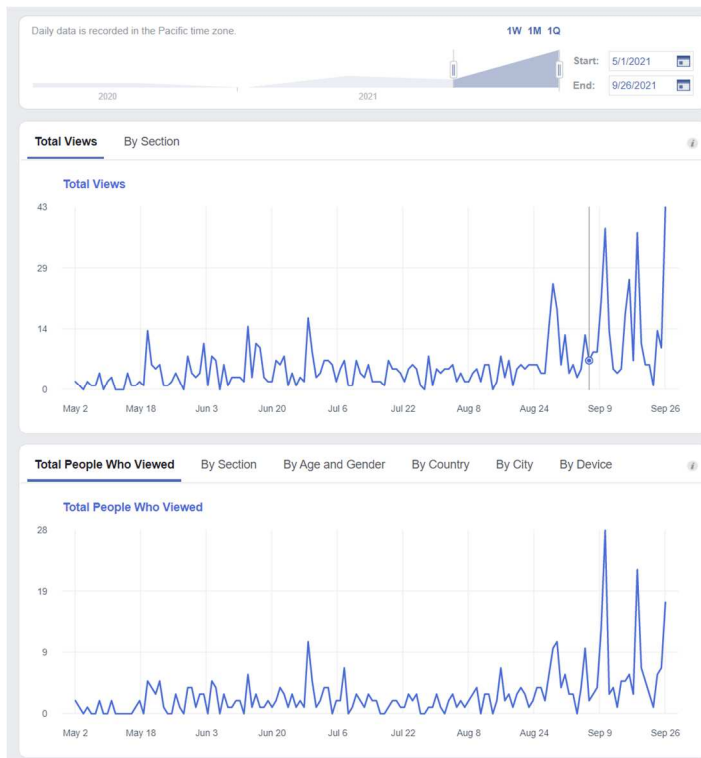
Online presence

Snapd Milton – Club Calendar events posted

InHalton – Club Calendar events posted.

Facebook MTC page – 658 followers (increase of 111 followers from 2020)

Instagram MTC account (new) - 105 followers



In preparation for 2022:

- Maintain online presence through website/social media – increase cross-promotion on Instagram.
- Keep watchful eye on situation with COVID – anticipated further easing of restrictions and a return to more social event planning.

Membership Report – Divya Kala

MTC Summer 2021 was a very successful season with increased memberships and many new families and individuals joining the club despite the COVID situation.

Overall summary of the memberships by Category is available in the table below

Membership status

Type	#	Comments
Family	298	Includes all members registered as Family Category
Adults	260	Members registered as Adult Category
Juniors	353	Members registered as Junior Category
ACE Juniors	25	Members registered as ACE Junior Category
Senior	30	Members registered as Senior Category
Students	7	Members registered as Students Category
Total	973	Unique members

End of season activities

1. Clear all pending payments related to memberships including any refunds required
2. Close/Cancel all pending transactions to clean up the records in preparation for next season
3. Update JEGY to close membership for the season (All codes to set to inactive and a message on the main page)

Challenges

Below here are some challenges encountered during membership processing

1. Due to increased participation in the junior programs there were multiple requests to process the new memberships right away as parents wanted to register for the programs as soon as they registered. Need to have a defined process and better communication so members understand what to expect.
2. Refund process needs to be clearly defined and explained to the members so they understand the long process involved in processing their refunds and issuance of cheque. Also \$15 deductible should be highlighted and must be reduced from the total amount to be refunded.

Social Director Report - Kim Robinson

This year, due to restrictions from covid at the beginning of the season, we had one social event for the Milton Tennis Club which was Friday September 24th, 2021 from 6-9 pm.

We had 36 adults and 21 juniors sign up along with 5 coaches from ACE in attendance. Kyrylo and Doug were happy to arrange the tennis aspect of the social for all to enjoy.

The participants were asked to wear a funny hat and bring a can of food for a food drive for the Salvation Army Food Bank in Milton.

The feedback seemed to be positive and everyone seemed to have fun. There were many prizes they could win by hitting prizes on the court, to best hat. We kept the event to pizza from Luigi's in Milton and DQ dilly bars so that we could follow covid protocols. We felt it important to support a local family run business in Luigi's and the local DQ. We dished out the pizza with gloves and the dilly bars were individually packaged to hand out.

For next year I would suggest start time be at 7pm or events be on the Saturday or Sunday. The plan is to hold more social events for the members as we get past the pandemic.