MILTON TENNIS CLUB

2026 PRESIDENT'S ANNUAL REPORT

Presented at the 2026 Annual General Meeting | November 21, 2026

$113,887	6:30 AM	7 Updates	May 14 - Oct 14
2026 Membership Revenue (Up from $108,004 in 2025)	Earlier Daily Opening (Secured with Town of Milton)	From the President's Desk (Transparent Communication)	2027 Extended Season (Confirmed with Partners)

1. Executive Overview

On behalf of the Board of Directors, it is my privilege to present the President's Annual Report for the 2026 summer season. Guided by our core commitment to being **Member-Centered, Volunteer-Powered, and Professionally Coached**, our Board focused this year on strengthening court access, elevating the quality and continuity of our coaching programs, modernizing our club's technology and security infrastructure, and building enduring partnerships with key external stakeholders.

Thanks to your enthusiasm and participation, 2026 was another standout season for the Milton Tennis Club. Membership revenue grew to **$113,886.90** (up from $108,003.93 in 2025), and our club remains in a strong financial position with healthy reserves and an interim net operating surplus of **$28,455.71** as of October 31, 2026.

2. Expanding Court Availability & Enhancing Member Access

At the start of the season, I made a clear commitment to significantly increase court availability for recreational and competitive member play. Through disciplined scheduling reforms and policy adjustments led alongside our Vice President and Club Manager, we delivered on that promise:

- **Earlier Daily Opening:** Working closely with the Town of Milton, we secured approval to open the courts at 6:30 a.m. rather than 7:00 a.m., giving early-morning players an extra half-hour of prime court time every day.
- **Reclaiming Weekend Prime Time:** Sundays were reserved exclusively for member play with no group lessons scheduled, while Saturday coaching allocations and operating hours were scaled back to open more courts for members.
- **Balanced Tournament Scheduling:** External Ontario Tennis Association (OTA) tournaments were reduced from two per month to one per month, preserving weekend court access while maintaining competitive opportunities.
- **Member-Friendly Booking Policies:** We updated our court booking rules to align with the winter season, adjusted weekend prime-time hours, and reduced the booking cancellation notice requirement from 24 hours to 2 hours.

Member feedback throughout the summer overwhelmingly confirmed that these changes made a tangible, positive difference in day-to-day court accessibility. Building on our Facilities Director's season-end booking analysis—which showed 52% overall court utilization (58% in prime time) and highlighted that earlier cancellations are rebooked at four times the rate of last-minute ones—the Board will continue refining booking guidelines with member input ahead of 2027.

3. Strategic Coaching Partnerships & Program Continuity

Ensuring our members receive top-tier instruction while respecting existing agreements required focused leadership and firm negotiation this year.

- **Navigating Exclusive Agreements for Member Benefit:** Entering the 2026 season, we engaged in tough, constructive negotiations with ACE Tennis, which holds an exclusive coaching agreement with MTC. Through these discussions, we successfully brought in Nina and her coaching team to deliver high-performance training programs for both adults and juniors. Most importantly, this ensured seamless continuity for players who trained with Nina's team during the winter season, allowing them to build on their progress throughout the summer.
- **Broadening Programming & Competitive Play:** Across the club, participation thrived—from our 97-player Singles Ladder, 88-player Wednesday Night House League, and club tournaments to seven adult Interclub teams, our Junior Intercounty team, and free junior socials.

4. External Stakeholder Relations: Town of Milton & the Milton Winter Club

A primary pillar of my presidency has been cultivating strong, collaborative relationships with the external partners who make our operations possible.

- **Collaboration with the Town of Milton:** I am proud to report an exceptional working relationship with the Town of Milton's Facility team. Whenever operational issues arose, their team stepped up with timely, practical support—promptly repairing court lighting and reimbursing the club for expenses incurred to repair the side fence on Court 8. Their willingness to accommodate our 6:30 a.m. opening further reflects the mutual trust we have built.
- **Securing an Extended 2027 Summer Season:** Listening directly to member feedback requesting a longer outdoor season, I initiated discussions with both the Winter Club and the Town of Milton. I am pleased to announce that we have secured formal agreement from both partners for the 2027 summer season to open on May 14, 2027, and run through October 14, 2027—giving our members a full five-month outdoor window next year.

5. Technology Modernization, Data Security & Governance

To position MTC for the future, I set a strategic direction to upgrade our club's digital infrastructure, cybersecurity posture, and institutional continuity:

- **High-Speed Clubhouse Connectivity:** Working closely with and supported our Director of Facilities to research, test, and deploy a modern connectivity solution, we installed Starlink satellite internet at the

clubhouse. Members now enjoy fast, reliable Wi-Fi on site, with off-season service and costs covered through a cost-sharing arrangement with the Winter Club.

- **Live Court Cameras:** We brought live court cameras online through the member portal so players can check court and weather conditions in real time before heading to the club.
- **Cybersecurity & Town Grant Application:** Protecting our website and safeguarding member data are critical priorities. I submitted a formal funding application to the Town of Milton to support ongoing investments in new club technologies and enhanced cyber/data security measures.
- **Club-Owned Digital Systems & Governance:** Under our Facilities portfolio, we transitioned all Board directors onto club-owned Google Workspace for Nonprofits email accounts, moved our financial records to QuickBooks Online, audited platform access, filed our Provincial Annual Return, and initiated modern business banking setup (including a constitutional banking update at this AGM) so institutional records remain securely with the club across Board transitions.

6. Transparent Communication & Community Engagement

Open, timely communication is essential to trust between the Board and our membership. Throughout 2026, I issued **seven updates "From the President's Desk"** to keep members informed of operational decisions, facility improvements, policy changes, and upcoming milestones. Combined with active updates across our club's WhatsApp community (now nearly 300 members strong) and growing social media channels, members had more visibility into club operations than ever before.

7. Acknowledgements & Looking Ahead

None of this season's achievements would have been possible without the dedication of our volunteer Board of Directors:

Amalia Trusca — Vice President & PR Director	**Dave Fairfax** — Adult Director
Ghalib Riaz — Treasurer	**Malini Mandal** — Junior Director
Faraz Farooqui — Secretary	**Carlos Hernandez** — Facilities Director
Bhagwat Verma — Membership Director	**Rhoda Breen** — Social Director

I also extend sincere thanks to our summer and fall court crews, our former Club Manager **Matt** and the newly promoted Club Manager **Alex**, our league captains, our coaching teams, and every volunteer who gave their time to make MTC feel like home.

> *Looking Ahead to 2027: With our 2027 season dates already locked in from May 14 to October 14, stronger court access policies in place, and ongoing investments in club technology and security, the Milton Tennis Club is well-positioned for another exceptional year on and off the courts. Thank you for your continued support and for making this community so vibrant.*

Respectfully submitted,

Kyle Xu
President, Milton Tennis Club