

**Germantown Athletic Club Advisory Commission  
Minutes**

**Thursday – November 2, 2017 – 6:00 pm  
Germantown Athletic Club**

**Members Present:** Chairman Ric Wolbrecht, Mr. Frank Baker, Mr. Jim Hastings, Mr. Jason Orman, Mr. Ronald Poll and Mr. Albert Pope

**Members Absent:** Mr. Justin Buck, Mr. Jason Herrington, Mr. Keith James and Alderman Massey

**City Staff Present:** Mr. Phil Rogers, Mrs. Amy LaRusso and Mrs. Debbie Powers

**Guest:** None

**Call to Order**

Chairman Ric Wolbrecht called the November 2, 2017 meeting to order. It was held in Activity Room 1 at the Germantown Athletic Club.

**Approval of the Minutes**

Chairman Ric Wolbrecht asked for a motion to approve the September minutes as presented. Mr. Jim Hastings motioned to approve and Mr. Frank Baker seconded and motion passed.

### **Save the date:**

Chairman Wolbrecht started the meeting reminding the members to complete their application for next year and to RSVP for the Mayor's appreciation dinner. Next, he thanked the members for their participation and attendance at the meetings.

Mr. Rogers expressed his gratitude to the Commission members for their participation and attendance and reminded them to complete their applications if they chose to reapply for next year.

### **Club Updates:**

Mr. Rogers stated the Senior Expo was held in the gym today; as far as he knew, it went very well and the space was well utilized. Next, he discussed the lack of heat in the building, stating the boilers "kicked the bucket" a little sooner than he expected. Mr. Rogers stated he has budgeted \$150,000.00 to replace the boilers and the work should be completed in December. Mr. Rogers asked the commission, that as members start to notice there is no heat in the building, to share with them that staff is working on replacing the boilers.

Mr. Rogers discussed the confusion around the Silver Sneakers program. He explained how the Silver Sneakers memberships are paid by the members' personal health insurance supplements with Medicare. He said that one of the providers, AARP has sent out letters to their members terminating their Silver Sneakers program. Mr. Rogers said that insurance benefits change every couple of years, this is not uncommon. He added that this year, AARP and United Health Care chose to do something a little different; where the members pay half of their dues and the third party administrator of their insurance benefit will pay the difference. Mr. Rogers stated the Club has agreed to partner with the new program for AARP members. He added the Silver Sneakers program is **not** affected for members of participating insurance providers.

Mr. Baker asked when the changes go into effect for the Silver Sneakers members. Mr. Rogers explained insurance adjustments take effect January 1<sup>st</sup> and the AARP Silver Sneakers members are still active until January 1, 2018.

Mr. Rogers reminded the members that the new rate was reflected on the November statements. He said a new member's rate increase was effective October 1<sup>st</sup>. He shared the comparable for November, 2016 the Club billed approximately \$195,000.00 compared to 2017 staff billed \$220,000.00 an increase of about \$21,000.00 in revenue; in October, 2016 compared to October this year it was about the same. Typically when there is a rate increase there is a spike in members who lock in their rate by paying for a year in advance. In October 2016 the Club had 136 memberships paid in full compared to this past October with 170 memberships paid in full. On the flip side, he said in October, 2016 the Club had 79 terminations compared to 155 terminations this past October. Mr. Rogers said that trend isn't going to last. When staff sent out the information on the rate increase, it reminded the members who are not utilizing the facility to make a decision on whether to terminate or keep their membership. Those terminations have since diminished.

Mr. Poll asked about the attendance numbers for members. Mr. Rogers responded he did not have an attendance count at this time. Mr. Poll then asked had the construction affected our member attendance. Mr. Rogers responded he did not have the numbers in front of him but he did know that this past summer was the most lucrative and busiest traffic time for the Club since he has been here.

Mrs. LaRusso discussed the new Les Mills programs the Club has been promoting and how the it has increased class participation. She explained that Body Flow and Body Pump are strength classes and she suggested if any of the members liked TBS to try Body Flow. Mrs. LaRusso stated the Club is offering more preview classes next week and she will post the times and dates on the website. She added ironically when the Club launched the program staff thought it would make it more difficult to find instructors; but she has actually had instructors contact her, who are already Les Mills certified wanting to teach the classes.

Chairman Wolbrecht added the Body Pump class is already full and with each class it grows.

Mrs. LaRusso stated the Les Mills program provides virtual classes and how the Club will offer the virtual classes in studio B. Mr. Rogers explained the concept of the virtual class; if a members wants to take a class and it is not offered at a particular time, and the room is available members can take a virtual class on their own. He said members are always requesting classes at different times, and this will allow staff the ability to monitor the participation at certain times and justify the need to offer an instructed class at different times. Mr. Rogers added the virtual classes will also be an option when instructors have emergencies and there is no one available to substitute.

Staff added a reminder that the Commission does not meet in December.

**Adjournment:**

Meeting Adjourned