

Germantown Athletic Club Advisory Commission
Minutes
Tuesday – October 5, 2010

Members Present: Chairman Stephen Wilensky, Mr. Rob Ayerst, Mr. Bill Erskine, Mrs. Dee Dee Duneheew, Mr. Clint Hardin, Mr. Paul Mosteller, Mr. Garth Thompson and Mr. Larry Williams

Members Absent: Ms. Laura Jaggar and Ms. Teresa Rando

City Staff Present: Ms. Danelle Toole, Mr. Curt Cromis, Ms. Stefanie Dennison and Ms. Debbie Powers

Call to Order

Chairman Stephen Wilensky called the October 5, 2010, meeting to order. The meeting was held in the Great Hall Conference Center.

Approval of the Minutes

Chairman Wilensky asked for a motion to approve the minutes. Motion to approve the September minutes was made by Mr. Hardin and seconded by Mr. Ayerst and all were in favor.

Club Reports:

Danelle opened club reports sharing a preliminary copy of the Agenda report going to the Board of Mayor and Alderman this week. She explained that Agenda item for the Athletic Club is requesting to enter into a contract with Quality Mechanical Contractors, Inc in the amount of \$482,000.00 for the complete installation of the indoor swimming pool dehumidification system.

Danelle discussed the background of last month's meeting and the member's recommendation for the Mayor and Alderman to move forward with the dehumidification system. The bids were completed with the revision of completing the project in one phase if the bids came back lower than expected. Quality Mechanical Contractors won the bid, and the work will be completed in one phase at the cost of \$482,000.00. The bids came in under budget and the balance of the allocated capital funds of \$112,000.00 will remain in the general fund.

Danelle discussed ongoing issues with Digilock locks. The Club has scheduled for an entire lock switch out for Thursday, October 14. Digilock will be on site to make the installations as well as train staff on how to handle small issues concerning the locks. The locks will come with another 2 year warranty.

New Business:

Danelle introduced a membership responsibility and conduct policy she plans to implement at the Club. She welcomed comments, and recommendations on implementing the new rules as well as new policy suggestions. She explained the Club has rules; however there has never been any written documentation on how to proceed with members who violate the rules.

Marketing reports;

Stefanie discussed briefly a new marketing opportunity she has in the works with Kroger. She explained the Club will be marketing their logo and advertising information on every shopping cart at the Exeter location. Stefanie had updated the Commission on upcoming events through email before the meeting.

Financial reports:

Curt opened up the discussion on the finances of the Club discussing Non Sufficient Fund Fees (decline fees) that members are charged when we have returned checks or drafts. He explained the City Policy on these fees and how we are charged these fees from the banks and credit companies as well. This is a common practice to pass these fees on to the individuals who generate the fees. Any time we err on the side of Customer Service we waive those fees. But the City has asked us to enforce this policy uniformly.

Curt updated the Commission on our year end for FY10, as previously mentioned in the last meeting. Curt explained his charts of expenses and revenue showing the Club is controlling its expenses and generating more revenue, though we ended in the red. Curt also mentioned for the first 2 months within FY11 the Club is 10% above revenue budget. There was discussion among the members about the money spent on Capital Expenditures in the budget coming from the general fund and depreciation, which is in the deficit for the Club in the budget. Also discussion about the Club coming into the slower part of the year for revenue and off setting expenses with reduction of staff.

The meeting ended with a brief update of the Silver Sneakers contract up for renewal. Silver Sneakers has proposed to lower the daily visit charge from \$3.00/per visit to \$2.58/per visit, with a maximum of 10 visits total per month. Curt and Danelle have been in discussion with Silver Sneakers about the reductions and trying to work with them on a compromise. Also Silver Sneakers is taking on a new insurance company in which in turn could produce more Silver Sneakers participants. However, this could affect the Club's senior membership with the Club losing the paying members to Silver Sneakers. This will be a very tough decision for the Club on whether or not to accept another year contract with Silver Sneakers. Curt and Danelle wanted the Commission to be aware of the situation and give them an opportunity to offer any suggestions they may have.

Adjournment:

Meeting Adjourned