

**Germantown Athletic Club Advisory Commission  
Minutes  
Tuesday – June 1, 2010**

**Members Present:** Chairman Stephen Wilensky, Alderman Ernest Chism, Mr. Rob Ayerst, Mrs. Dee Dee Duneheew, Mr. Clint Hardin, Mr. Paul Mosteller, Mrs. Teresa Rando, Mr. Garth Thompson and Mr. Larry Williams

**Members Absent:** Mr. Bill Erskine and Mrs. Laura Jaggar

**City Staff Present:** Ms Danelle Toole, Mr. Curt Cromis, Ms. Scarlet Jones and Ms. Debbie Powers

**Call to Order**

Acting Chairman Mr. Clint Hardin called the June 1, 2010, meeting to order. The meeting was held in the Great Hall Media Room.

**Approval of the Minutes**

Acting Chairman Mr. Clint Hardin asked for a motion to approve the minutes. Motion to approve the May minutes was made by Mr. Ayerst and seconded by Mr. Thompson and all were in favor.

### **Plan for Quality Initiatives:**

Danelle discussed plans for quality initiatives for the coming fiscal year:

- Security – Bids are back for security in the parking lot and Phelps Security has won the bid. The Club will be sharing the cost of the security in the parking lots with the Great Hall and GPAC.
- Star Trac Fitness Equipment- New service initiatives. We have been working with Star Trac on better services and issues with parts not being in stock for repairs on a timely basis, and not abiding by the agreement of the service contract. The City provided Star Trac with a letter stating disappointment in Star Trac's ability to adhere to the contract agreement in turns of maintenance service. Since the letter, parts have been delivered and repairs are underway. Our current contract with Star Trac expires July of 2011.
- Indoor Pool – No leakage at this time.
- Towel Service- Samantha Boyd is researching prospects for offering towel services in the building.

Discussion among the Commission members, concerning timely process of bids, suggestions on offering demo days for prospective equipment, requesting through email recommendations from members on competitive equipment and possibly following up on ratings of fitness equipment through magazines or other sources.

### **Club Reports:**

Scarlet opened up the Club reports giving an overview of the Open House on May 22. She explained we gained 73 new contracts the day of the Open House. The Club is offering the discounted promotion through June 5<sup>th</sup> and as of today we have gained 228 new contracts and approximately 700 new members counting the children.

Scarlet added we will have Leizy Friday Night Luau on July 16 and the Father Son Grand Slam BBQ on July 20<sup>th</sup>.

Curt discussed his budget report for the year and explained that May has not been completely closed out for the month. He presented the April YTD results. In general results are in line with the recently submitted FY'10 annual forecast recently submitted.

He explained we have diligent staff behind the counters but there are times when they are busy and miss people checking in or the information available to them is incorrect. He also explained that he has been working on cleaning up the records on delinquent members either by updating their records or sending out letters for renewals.

Curt went on to explain that May income will be very good due to the Open House and the outdoor pool opening. But he expects June will be negatively impacted due to the '09 Open house was held in June.

Curt explained even though we all know Amy has been very sick, she has worked very hard with the personal training and programs, and the revenue in that area continues to exceed expectations. Also he reminded everyone the Aquatics revenue is still low due to the pool issues and locker room repairs we had during the year.

Curt mentioned that he intends to develop an operating statement that will segregate the normal operations from the ongoing facility maintenance and improvement related to the age of our building and equipment. This analysis would also exclude depreciation. The resulting net results would help to determine if our current rate structure and membership numbers are sufficient to cover day to day expenses.

Mr. Mosteller asked about the space utilization study and suggested using the patio space off of the fitness room.

Curt added in our space utilization we intend to ascertain the potential for new members given the demographics of the surrounding area and the presence of completion.

Danelle stated that the Kid's Zone area is now open for ages 7 years to 11 years. We have turned the old Pilates studio into that area offering board games, computer games with television and movie areas for the older children in the club. She added that she has received positive responses to the new kid's area.

Danelle added that Amy is working on changes in the Personal Training staff. Maria Williams is relocating to Boston, and Kim Morgan is opening her own studio across the street. Although we hate to lose them, Amy has already made arrangements for Jeremy Crowe and Nancy Rose to replace their positions.

Scarlet made the announcement that she will be leaving the Club at the end of July, because she is returning to school in the fall at Vanderbilt University.

Chairman Wilensky and the Commission members wished her well and thanked Scarlet for all of her hard work in marketing the Club and the new members it has gained over the years.

**Adjournment:**

Meeting Adjourned