

**Germantown Athletic Club Advisory Commission  
Minutes  
Tuesday – May 3, 2011**

**Members Present:** Chairman Stephen Wilensky, Mr. Rob Ayerst, Alderman Ernest Chism, Mr. Bill Erskine, Mrs. Dee Dee Dunehew, Mr. Clint Hardin, Mr. Harold Steinberg and Mr. Garth Thompson

**Members Absent:** Mr. Phil Clark

**City Staff Present:** Mr. Phil Rogers, Mr. Curt Cromis and Ms. Debbie Powers

**Guest:** Alderman Mike Palazzolo

**Call to Order**

Chairman Stephen Wilensky called the May 3, 2011 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 April minutes was made by Mr. Garth Thompson and seconded by Mr. Clint Hardin and all were in favor.

## **Club Reports:**

### Financial Update:

Curt opened the meeting with a chart for the nine months of the FY11 ending March 2011. He noted the City audits their financials on an annual basis. That being the case, the report made during the year doesn't reflect a precise matching of expenses and revenue. What is shown on this exhibit is what the City reported. He noted that we have exceeded \$2 million in membership fees, which is about \$117 thousand more than what was budgeted. We are also \$86 thousand above budget in our personal training revenue. Our YTD operating income is \$16 thousand, a \$622 thousand positive variance to the budget and \$322 thousand positive variance to last year. He noted there are significant expenses scheduled for the remainder of the year that will materially impact those results. Mr. Steinberg questioned if those expenses were planned for in the budget. Curt replied that in large part they are budgeted but that there are significant expenses under consideration related to the renovation of the weight room that were not specifically budgeted.

Phil reminded them when he and Curt get their monthly budget it is a snapshot of the budget. He explained some expenses spent in that month are not always reflected in current reports.

Mr. Hardin asked them to recognize that our membership revenues are not recognized until that month occurs if it is an annual or semi-annual membership. After discussion the Commission Members requested that Mr. Gabb from Finance attend the meeting next month to explain the City Budget.

### Phil Clark's Resignation:

Chairman Wilensky noted that Mr. Phil Clark wasn't here for his last meeting. He asked Phil to acknowledge that Mr. Clark has submitted his resignation as a member of the Commission since he has joined the ATC fitness. Chairman Wilensky noted that he and the other members would like to thank him for his contributions and added he would be missed. He asked if anyone had seen Mr. Clark this week, and if the Commission needed to make arrangements for a successor plan.

Phil agreed and said according to Patrick that he and the Alderman and Chairman needed to get together about a successor person for the Commission. He added that he expected to see Mr. Clark tonight and thank him for his contributions in the Commission meetings this year.

### Club Update:

Phil discussed membership retention and plans implemented

- Name badges for all employees excluding lifeguards
- Staff Interaction
- Employee Recognition
- New signage poster frames for internal marketing
- Membership Appreciation Day – Chill N Grill on May 21, 2011

Phil also explained this year the Club will not be offering discounts during our Membership Appreciation Day, but we will offer Special Summer Packages that will begin May 14- August 15, with no proration or discounts in the packages. Phil also asked for volunteers from the Commission for the Chill N Grill Membership Appreciation Day on May 21 from 11 a.m - 3 p.m.

Discussion among the members was positive about the bundling of the summer packages and the changes they have already seen in the staffing on the weight floor. Mr. Hardin asked about the capacity limitations and staffing for the children's area and Phil responded that staff is taking steps to increase staffing in the kid's area for the summer months.

Fitness Equipment Update:

Phil announced that the new lease for fitness equipment is on the May 9<sup>th</sup> agenda and we had accepted a bid package at the cost of approximately \$540,000.00 over a 3 year lease, which included the following:

- Parts bin
- Quarterly Preventive Maintenance package
- Training for staff on maintenance
- A variety of equipment, not limited to one vendor as requested  
(FreeMotion- select drive, functional equipment, Nautilus pieces, plateloaded equipment and benches, racks, Stairmasters, recumbent, Precor AMT's, Step mills etc)
- T.V. monitors on cardio equipment

Phil explained as discussed earlier the Club will be adding to the expenses for the year by adding flooring for the weight room area as well as taking out the walls separating the human sport room. With these changes occurring he expects to close down the weight room area for approximately 3 weeks for renovations. During that time we will move our existing equipment, with the exception of the free weights, to the gym area. Down time on the fitness floor will occur sometime between June 20 and the end of July.

There was open discussion with the Commission members requesting fans, music and clocks on the gym floor for the members using the equipment. Phil agreed that he would have power run to the floor for the equipment.

**Adjournment:**

Meeting Adjourned