



Oakton Swim and Racquet Club



**OSRC Annual
Member Meeting**

State of the Club

October 25, 2023

2023 Membership by the Numbers

- Current members 498
- New members 19
 - From waitlist 13
 - From property transfer 6
- Full time renters 70
- August rentals 40
- Current waitlist 206

Accomplishments 2023

1. Continued strong programmatic and financial management
2. Resolved priority membership issue
3. Added shade on pool deck.
4. Held a new member orientation
5. Signed 5-year contract with Blue Chip, including revenue sharing.
6. Updated members on the design and progress of our Capital Plan
7. Published a Member Business and Services Directory.
8. Established CourtReserve as our platform for court reservations.
9. Lined 2 more pickleball courts. Purchased portable nets.
10. Instituted at least one new program or activity to enhance member experience. (Mah Jongg Classes and Corn Hole game)
11. Added member value by offering activities year-round.

Unfinished Business 2023

1. Initiated tile, coping and skimmer repairs. Done by Thanksgiving.
2. Recruit volunteers with specific skills for committees.
3. Establish a succession plan for the Board
4. Update Engineering Study

Member Survey 2023

Principal Findings:

1. General satisfaction with the swim facilities.
2. Men's and women's dressing rooms need improvements.
3. More shade is needed on the pool deck.
4. 20% of members "rarely or never" use the pool.
5. Some members want healthier food choices in the Otter Shack.
6. About 7% of respondents find the music "too loud/annoying."
7. Most members get their club information from the periodic email newsletter.
8. Lifeguards should be more attentive to swimmers and divers and enforce pool rules.
9. Stronger supervision of lap lane usage.
10. Strong support for remaining open for a few weekends in September.



Oakton Swim and Racquet Club



Swim Team Report

Mara Sibley, Swim & Dive Liaison

Highlights

- Division 4 (5-0)
- 165 Swimmers (14% increase from 2022); 92 Families
 - 15 in Pups Program
- Division 4 Relay Carnival Champions
 - 7th Season in a Row
 - 14 Relay Teams in All Star Meet
- 14 Swimmers in Individual All Stars
- Returning Head Coach Laura Branton; Depth in Coaching
- Numerous Social Activities
- Collaboration with Dive Team
- Practice Coordination with Dive Team and Tennis
- Successful Winter Swim Program
- Successful Sponsorship Pilot
- NVSL Scholarship Winner

Going Forward

- Likely to Move Up in Divisions
- Continue to Coordinate with Dive/Tennis
- Continue to Collaborate with Dive
- Continue to Pursue Experienced Coaches-Returning Head Coach
- Continue Optimal Balance of Social Activities and Team Training
- Team Community and Spirit
- Additional Sponsorship Opportunities



Oakton Swim and Racquet Club



Dive Team Report

Mara Sibley, Swim & Dive Liaison

Highlights

- Division 1 (5-0) - 1st Place in Top Division - 2nd Year in a Row
- 56 Divers; 38 Families
- 16 Divers in Divisionals
- 10 Divers Competed in Individual All-Stars
- Divers Participated in Wally Martin 3-Meter/Synchro Meet
- Successful in Developmental Cracker Jack Meet (Largest Developmental Dive Meet in Country)
- Continuity in Coaching; Strong Volunteer Coaching
- Numerous Social Activities
- Collaboration with Swim Team
- Practice Coordination with Swim Team and Tennis
- Successful Winter Dive Program

Going Forward

- Division 1
- Continue to Pursue Depth of Team - Developmental Meets
- Continue to Coordinate with Swim/Tennis
- Continue to Collaborate with Swim
- Continue to Pursue Experienced Coaches
- Continue Optimal Balance of Social Activities and Team Training
- Team Community and Spirit



Oakton Swim and Racquet Club



Tennis & Pickleball

Ken Rock, Tennis and Pickleball Chair

Goals for 2023 Tennis & Pickleball Programs

- 1) Evaluate need for hard court resurfacing (2023-24)
- 2) Increase adult and junior instructional participation
- 3) Grow pickleball participation, instruction, and socials
- 4) Balance tennis and pickleball needs
- 5) Improve quality of both clay courts & hard courts
- 6) Improve MemberSplash court reservation system
- 7) Continue to improve guest fee collection
- 8) Negotiate a new contract with Blue Chip to replace expiring agreement
- 9) Construct a wooden backboard on Court 3 for use by members and guests

Results for 2023 Tennis & Pickleball Programs

1) Evaluate need for hard court resurfacing (2023-24)

- ❑ Crack repairs from 2021 are mostly holding, but **new cracks are forming.**
- ❑ **Existing cracks should be repaired** and OSRC should get a rock-solid warranty for 3 years, as before.

2) Increase adult and junior instructional participation

- ❑ Exceeded threshold at which OSRC share member revenue with Blue Chip. Blue Chip revenues thru 9/30:
 - ❖ Net from members: \$57,461 (10% to OSRC); [\$56,439 in 2022]
 - ❖ Net from Non-members: \$19,700 (30% to OSRC); [\$3,218 in 2022]
 - ❖ OSRC revenue share: \$11,656; [\$0 in 2022]
 - ❖ Guest fees (100% accrues to OSRC): \$1,771; [\$1,142 in 2022]

Results for 2023 Tennis & Pickleball Programs

3) Grow pickleball participation, instruction, and socials

- ❑ Drop-in sessions on Tuesday evenings were maxed out. Began a new “drop-in” session on Thursday evenings.
- ❑ Purchased **2 additional wheeled pickleball nets** (4 total) that remain assembled on courts 3 & 4.

4) Balance tennis and pickleball needs

- ❑ Built and installed a **wooden tennis backboard** on court 3; limited hours of use to reduce noise impacts on neighbors.
- ❑ Added lines for a **second pickleball court** on court 3.
- ❑ Held 2 pickball socials that were very well attended. Tennis socials were generally not well attended.

Goals for 2023 Tennis & Pickleball Programs

5) Improve quality of both clay courts & hard courts

- ❑ To improve drainage, conducted additional grading work on the **clay courts** during the annual court reconditioning. Overall condition of clay courts remains excellent.
- ❑ Existing cracks on the **hard courts** are growing and new cracks are appearing. Need to repair to keep the courts in very good playing condition.

6) Improve MemberSplash court reservation system

- ❑ Transitioned to a new system, **Court Reserve**, managed by Blue Chip. It is working quite well and has received high praise from members.
- ❑ Court Reserve allows guest fees to be paid via credit card and allows the names of other players to show in reservations.

Goals for 2023 Tennis & Pickleball Programs

7) Continue to improve guest fee collection

- ❑ Guest fees are now mostly paid through Court Reserve and accrue entirely to OSRC.
- ❑ Although Blue Chip says that compliance is very good, Blue Chip payments to OSRC are not always made in a timely way.

8) Negotiate a new contract with Blue Chip

- ❑ Just completed year 1 of a **5-year agreement** with Blue Chip.
- ❑ Blue Chip now handles more responsibilities than before.
- ❑ As part of the agreement, Blue Chip has purchased and installed new wind screens on the hard and clay courts.
- ❑ OSRC pays Blue Chip a slightly higher management fee, but also shares in revenues. This has resulted in **lower overall costs to OSRC.**

Goals for 2023 Tennis & Pickleball Programs

9) Construct a wooden backboard on Court 3

- Now installed and is being used within prescribed daytime hours to reduce the noise impacts on neighbors.

→ Other notable tennis & pickleball items

- In response to interest from members, OSRC is creating an **OSRC Pickleball Boosters** group that will be similar in function to the OSRC Tennis Boosters.
- As pickleball continues to grow, OSRC will **consider painting pickleball lines on courts 1 & 2** and purchasing 4 additional wheeled pickleball nets.
- To reduce noise impacts on neighbors, may **move the wooden tennis backboard from court 3 to court 1.**
- Replaced broken and damaged half and full umbrellas.

Goals for 2024 Tennis & Pickleball Programs

- 1) Repair cracks on hard courts.
- 2) Provide sufficient tennis and pickleball classes, lessons, and hitting sessions to meet the growing demand.
- 3) Launch a “OSRC Pickleball Boosters” group and reinvigorate the “OSRC Tennis Boosters.”
- 4) Paint pickleball lines on courts 1 & 2, if warranted by demand.
- 5) Maintain the high quality of our clay courts.
- 6) Improve attendance at organized tennis and pickleball events (e.g., socials, tournaments, hitting sessions).
- 7) Modify the wooden backboard to reduce noise and move it, if necessary, to court 1.
- 8) Coordinate with Blue Chip in ensure timely payments.



Oakton Swim and Racquet Club



Social

Brad Burgeson, Co-Chair

Michelle Fisher, Co-Chair

Social Events - 2023

Goal is to host adult and youth events year-round

- . Food trucks – throughout the summer
- . *Memorial weekend BBQ*
- . Ice cream social in June
- . Swim, dive, tennis, & pickleball socials
- . *4th of July pool Olympics*
- . *Swim and float movie night*
- . Adult pool party in August (formerly the crab feast)
 - . Eliminating crabs helped keep costs down *and doubled interest.*
- . *Wine social*
- . *Trunk or Treat (10/28/7:30pm)*
- . *Winter Holiday party*
- . Whiskey tasting party
- . Family bingo night

OSRC 2023 Social Events

Tennis Events | Pickleball Events | Social Club Events

April 22nd at 7:00pm – Whiskey/Bourbon Social

May 12th at 7:00pm – Tennis Social

May 28th at 2:00pm – Memorial Weekend BBQ

June 3rd at 4:00pm – French Open Tennis Social

June 16th After School – Ice Cream Social

June 16th at 7:00pm – Pickleball Social

July 4th Afternoon – Pool Olympics

July 8th at 7:00pm – Pickleball Social

July 14th at 7:00pm – Wimbledon Tennis Social

July 22nd at 3:00pm – Pickleball Social

August 12th at dark – Movie and Float Night

August 19th at 7:00pm – Adult Summer Party

August 12th at 7:00pm – Tennis Social

September at TBD – Tennis Club Championship

September 30th at 7:00pm – Tennis Social

TBD September at 7:00pm – Wine & Cheese Social

October 28th at 7:30pm – Trunk or Treat at OSRC

December 10th at 2:00pm – Holiday Party



Oakton Swim and Racquet Club



Facilities

Craig Taylor, Director of Operations

OSRC is a First-Rate Recreational Facility

- Swimming pool with dive well
- Male and female dressing rooms with showers
- Baby pool
- Snack Shack with extensive menu and new menu sign
- 4 hard tennis courts (with painted lines for 3 pickleball courts)
- 3 clay tennis courts
- Volleyball court
- Social room for use by members

Facility Improvements

2023 Season

- Complete restoration of the pool including; coping stones, tile border, tile step border, skimmers, plaster and OSRC tile mosaic
- Purchased 8 Pollywood picnic tables
- Purchased 5 rolling umbrella stands
- Replaced one diving board, stand, the concrete pads and re-installed the old diving board
- Replaced mirror in women's dressing room
- Welcome sign at entrance painted (thank you Michelle!)
- Replaced rotten cupola on roof

2024

- Engineering study
- Additional shade
- Refresh dressing rooms

Replaced Diving Board



Replaced Dressing Room Mirrors







Oakton Swim and Racquet Club



Technology

Tim Keller, Director of Technology

2023 Recap

- Member directory activated in MemberSplash
- Continued use of the payments platform
- Replaced front-desk desktop
- Procured business manager laptop
- Upgraded and expanded WiFi
- Upgraded pool speaker system



Oakton Swim and Racquet Club



Club Finances

Bill Thompson, Treasurer

Agenda

- Financial Position
 - Estimated profit & loss vs budget
- Reserve Fund
 - 2023 capital expenses
 - Estimated year-end position
- Engineering study comparison & updates

2023 Estimated Financial Position

OSRC Income Statement Summary - FY 2023

| | Year-End Estimate | Budget | Variance |
|------------------------------|-------------------|----------------|-----------------|
| <u>Income</u> | | | |
| Annual Dues | 415,499 | 402,977 | 12,522 |
| Concession Stand Income | 24,941 | 17,000 | 7,941 |
| Tennis Income | 2,350 | 7,550 | (5,200) |
| Swim Income | 27,325 | 27,325 | |
| Dive Income | 12,441 | 10,200 | 2,241 |
| Fee Income | 12,259 | 11,000 | 1,259 |
| Other Income | 6,226 | 4,875 | 1,351 |
| Total Income | 501,041 | 480,927 | 20,114 |
| <u>Expense</u> | | | |
| Accounting Services | 5,513 | 5,513 | |
| Facility Maintenance | 28,144 | 28,144 | |
| Pool Management | 104,184 | 100,905 | (3,279) |
| Grounds Maintenance | 34,125 | 34,125 | |
| Overhead | 85,296 | 60,915 | (24,381) |
| Utilities | 24,530 | 24,530 | |
| Swim Expense | 30,875 | 35,525 | 4,650 |
| Dive Expense | 13,995 | 13,995 | |
| Tennis Expense | 53,550 | 53,550 | |
| Concession/Reception Expense | 33,833 | 31,082 | (2,751) |
| Social Expense | 10,550 | 10,550 | |
| Total Expense | 424,594 | 398,834 | (25,760) |
| Net Income | 76,447 | 82,093 | (5,646) |

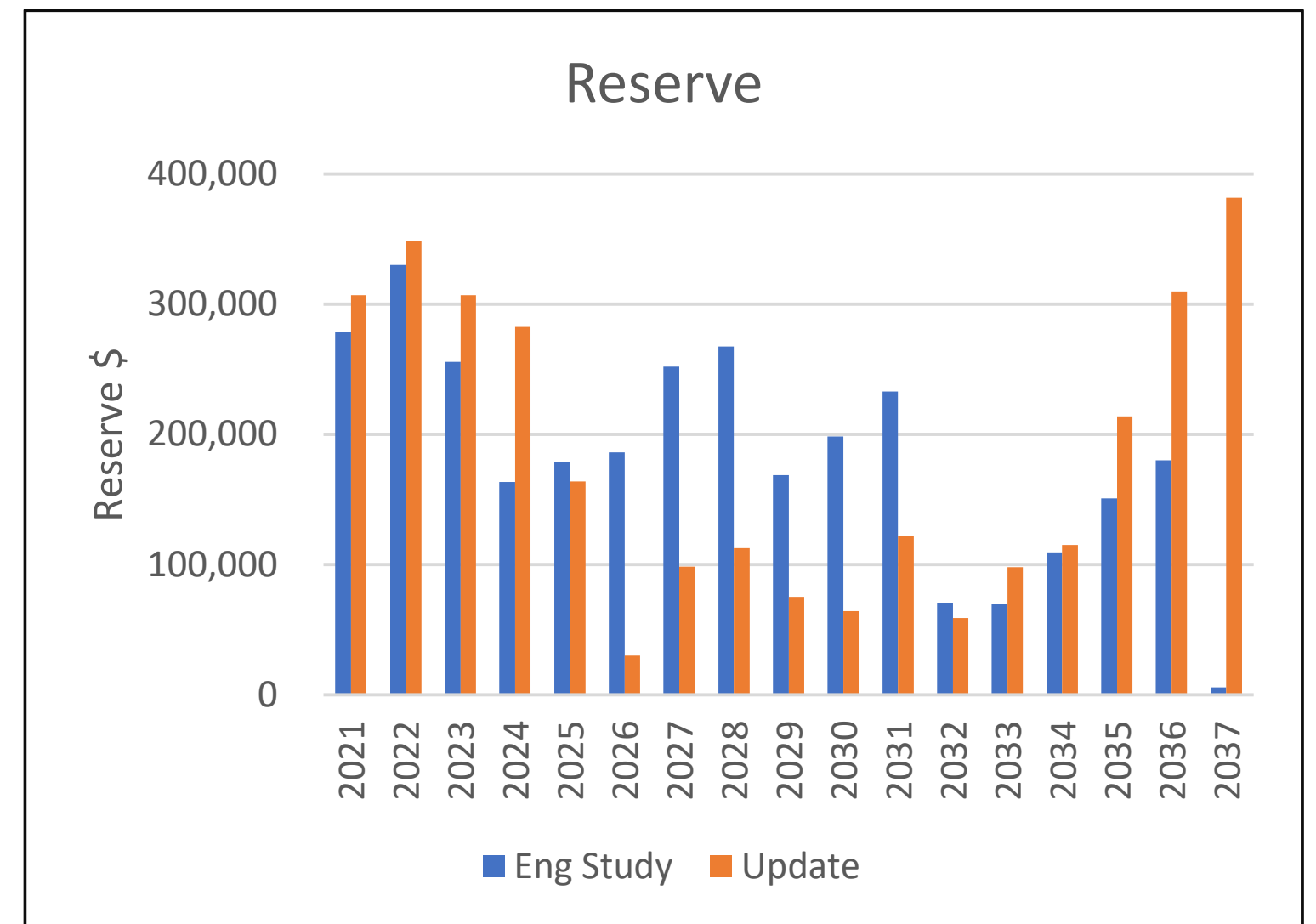
Reserve Fund

Reserve Summary - FY 2023

| | FY 2023 Y/E Est | Budget | Variance |
|---|--------------------|----------------|-----------------|
| Cash from Operations | 90,447 | 82,095 | 8,352 |
| <u>2020 Capital Improvements</u> | | | |
| Landscaping | | 3,000 | 3,000 |
| Diving Board/Support Base | 38,501 | 22,200 | (16,301) |
| Filler Valve | | 832 | 832 |
| Skimmer | | 700 | 700 |
| Guard Pad | | 925 | 925 |
| Electrical Work | | 2,100 | 2,100 |
| Umbrella Bases | 800 | 1,000 | 200 |
| Umbrellas | | 300 | 300 |
| Swim Team Tents | | 1,902 | 1,902 |
| Swim Team Benchs | 339 | 240 | (99) |
| Swim Team Record Board | | 1,000 | 1,000 |
| General Maintenance | | 8,000 | 8,000 |
| Tennis Backboard | 444 | | (444) |
| Mirrors:Changing Rooms | 1,234 | | (1,234) |
| Cupola | 770 | | (770) |
| Pickleball Nets | 954 | | |
| Picinic Tables | 4,000 | 16,000 | |
| Engineering Study | 5,000 | 5,000 | |
| Main Pool Remediation | 80,000 | 62,500 | (17,500) |
| Total Capital Improvements | 132,042 | 125,699 | (17,389) |
| Net Cash Increase/(Decrease) | (41,595) | (43,604) | 2,009 |
| Cash at Beginning of Period | 348,508 | 353,556 | (5,048) |
| Year-End Cash Position | 306,913 | 309,952 | (3,039) |
| Engineering Study Projected Year-End Cash | 313,902 | 313,902 | |
| Over/(Under) Projection | (6,989) | (3,950) | (3,039) |

Engineering Study Comparison

| | Eng. Study | Actual |
|-----------------------------|----------------|----------------|
| Beginning Reserve | 327,442 | 348,508 |
| Cash from Operations | 70,678 | 90,447 |
| Capital Improvements | | |
| Clubhouse Doors | 1,473 | |
| Clubhouse Windows | 1,403 | |
| Pool Perimeter Fencing (6') | 8,766 | |
| Diving Board/Support Base | | 38,501 |
| Umbrella Bases | | 800 |
| Swim Team Benchs | | 339 |
| Tennis Backboard | | 444 |
| Mirrors:Changing Rooms | | 1,234 |
| Cupola | | 770 |
| Pickleball Nets | | 954 |
| Picinic Tables | | 4,000 |
| Engineering Study | | 5,000 |
| Main Pool Remediation | | 80,000 |
| Total Capital Improvements | 11,641 | 132,042 |
| Ending Reserve | 386,479 | 306,913 |



| Item | Year | Capital \$ |
|------------------------------------|-----------|------------|
| Pool Remediation | 2023-2024 | 180,000 |
| Tennis Court Remediation | 2025-2026 | 240,000 |
| Clay Court Irrigation | 2028 | 32,000 |
| Tennis Court Perimeter Fence/Posts | 2028-2029 | 153,000 |
| Parking Lot Pavement | 2032 | 66,000 |
| Tennis Court Light Poles | 2032-2034 | 107,000 |
| Swimming Pool Concrete/Trex | Multiple | 180,000 |
| Pool Fencing | Multiple | 40,000 |



Oakton Swim and Racquet Club



Q&A

Questions Submitted on Proxy Forms

Is the board considering increasing annual dues or creating additional revenue streams to cover the shortfalls in overhead and/or pool management?

Our annual dues support the Club's operations in the current year, they also invest in planning for the future by contributing to our long-term capital improvement plan. The plan has historically assumed an annual inflation rate of 2.5%. For 2023 we assumed a higher inflation rate to assure that our dues income is sufficient to fund our Capital Improvement Plan. This reduces the need for and financial uncertainty of special assessments.

OSRC does seek to generate non-dues income to offset operating expenses. For example, the revenue from the Otter Shack, our share of non-member tennis lesson fees, our new revenue sharing with Blue Chip, and for the first time in 2023, the swim team secured sponsorships to offset some of the cost of conducting swim meets. The dive team is contemplating similar effort.

Should an assessment be planned to fund some of the upcoming capital improvement projects?

Our long-term capital improvement plan is predicated on the desire to avoid imposing special assessments on the membership. The Board prefers to build in a slight annual increase in dues to fund the plan, which we believe is fairer to the members and more predictable financially for both the Club and the members.

Are we considering adding a heating system for the pool? if so, could the pool be opened year-round and potentially rented to private swim teams (Makos, York, Machine, etc..?)

The board has not discussed this, but it would likely be cost prohibitive in exchange for the member benefit.

Is there a separate line item for clay court expenditures? If not, could that amount be conveyed in detail at the annual meeting. For example, how much does OSRC pay Blue Chip/Bishop to maintain specifically the clay courts, ie, annual clay purchase and application, weekly rolling, irrigation, line maintenance and other expenses devoted exclusively to the clay courts? Note: it seems that Blue Chip is constantly working on the clay courts. And while they look great, what is the dedicated expense? Finally, does Blue Chip use the clay courts for non OSRC lessons and clinics? If so, what are the numbers and how much Revenue goes to OSRC?

Once the courts are prepared for the season, BLUE CHIP is required by contract to roll them at least twice weekly (more frequently as needed), maintain proper moisture level (using a programmable above-ground irrigation system), and maintain a proper layer of Har-Tru throughout the season. These costs are included in the flat monthly fee paid to Blue Chip.

According to the contract here will always be at least two (2) of courts available for regular member play. Any use of the clay courts shall be exclusively for regular member play or member-only lessons or group activity, unless authorized in advance by the Tennis Liaison or his designee during the hours of 6-8 a.m. and 2-4 p.m.).

The 2023 budget for tennis programming and regular maintenance is \$53, 550 (of which \$11,000 is for annual clay court preparation), against a total Club operating budget of \$398,832.

The Club receives 100% of the 30% surcharge on non-member lesson fees, and new for this contract period. Blue Chip will receive one hundred percent (100%) of all member

Tennis Program Revenue until \$50,000 in Tennis Program Revenue is reached. OSRC will receive ten percent (10%) of all member Tennis Program Revenue once member revenue exceeds \$50,000 (e.g., an *additional* \$5,000 for the first \$50K of Blue Chip member revenue, plus 10% of all member revenue above \$50K).

Have a question or comment?

Contact:

Peter Molinaro, President

peteramolinaro@gmail.com

Or

Kara Hayden, Business Manager

OSRCBusinessmanager@gmail.com