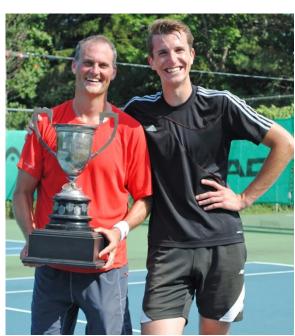


Annual Report 2014-2015

The KTC's mission: To foster, develop and promote the game of tennis



2015 Men's Singles Champion Jeff Neasmith and Finalist Michael Stych



2015 Women's Singles Champion Judy Karpinsky and Finalist Chloe Wilson

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2 AGENDA

Agenda for the 2015 Annual General Meeting Tuesday, October 13, 2015 7:00pm Ongwanada Resource Centre, 191 Portsmouth Avenue

- 1. Call the Meeting to Order
- 2. Approval of the Minutes of the Previous Annual General Meeting
- 3. Quorum Question from 2014 AGM
- 4. Treasurer's Report
- 5. Election of Auditors
- 6. President's Report
- 7. Debate on the motion put forth by Lars Thompson, seconded by Jim Martin:

"That all positions on the KTC executive be open for further nominations at the AGM."

- 8. Elections
- 9. Award Presentations
- 10. Other Business
- 11. Adjournment
- 12. Refreshments

2014-2015 Executive Board Members

Paula Loh President

David Stocks VP, Staffing Coordinator

Chloe Wilson Secretary

Taco Meuter Treasurer, Web Editor

Rick Donaldson Infrastructure

Bud Nelson Membership, IT, Past President

Claire Tremblay Social Coordinator
John Sylvester Junior Development
Isabelle Pollock Newsletter Editor

Infrastructure Committee Members

Paula Loh (Chair), Eric Davies, Sam Faris, Andrew Grace, Cathy Jarvis, Taco Meuter

Finance & Risk Committee Members

Taco Meuter (Chair), Bill Cannon, Eric Davies, Gord Lee, Paula Loh

4 2014 AGM MINUTES

Minutes

of the Annual General Meeting of the Kingston Tennis Club Thursday, October 9, 2014, 7:00pm

at 45 Napier Street, Kingston.

1. Call the meeting to Order

2. Approval of the Minutes of AGM for 2013

Approved

3. Treasurer's Report – Taco Meuter

- -Treasurer's Report distributed in the 2014 Annual Report
- -Our best financial year ever!
- -We had higher income from camps compared to 2013 (the main reason was that enrollment capacity was increased by 33%, with no significant increase in expenses)
- -We incurred \$8,500 in costs for the infrastructure project this year for the archaeological survey and some design fees.
- -Current projection of the project cost is \$1,150,000. Taking into account that we will be applying for grant funds, we expect to have to finance ~\$950,000.
- -We liquidated all debts this year
- -We will have our financial statements audited this coming year
- -The current financial report contains the following claim:

These balance sheets, income statements and statements of cash flows present fairly and in all material respects, the financial position, performance and cash flows of the Kingston Tennis Club for the financial years ending September 30, 2014 and 2013 respectively

Danny Purdon (an accountant) suggests that this claim should be left off the report as the financial statements have not been audited and thus the claim has no merit. It is agreed that this statement would be rephrased in the future.

-Danny also suggests that having HST on the financial statements as an expense is not correct. He believes that when the statements are audited this practice will be questioned and making the change beforehand will save time and money in the audit. Taco explained that HST is bundled in the sales figures and is, therefore, netted out as an expense to accurately represent the net income of the club.

4. President's Report – Paula Loh

- -President's Report distributed in the 2014 Annual Report
- -Lars Thompson referred to the junior drop-in sessions that were instigated this year, and suggested that we include the adult morning drop-in tennis in next year's advertising leaflet, as this may encourage more seniors to join the club. These people may not have anyone to play with, and this feature would be a highlight for the club. The drop-in sessions also promote inclusivity, as men and women are matched up for games based on skill level and not by sex (unlike many clubs).

5. Infrastructure Committee Report (Building Project) – Paula Loh, on behalf of Eric Davies

- -Infrastructure Committee Report distributed in the 2014 Annual Report
- -Discussion around parking. Changes to the City of Kingston parking by-laws could result in restrictions on street parking in front of the club. The City has proposed a 3-hour free parking limit. Concern that if parking becomes difficult, senior members may choose to play at renovated public tennis courts that have ample free parking. Some suggestions to consider are applying for slant parking, or parking on both sides of the street (as is currently allowed in front of the Lawn Bowling Club).
- -Discussion around the budget for the infrastructure project. A concern was expressed that the project may run over schedule and impact the spring 2016 season.
- -Igor stated that he now promotes the rejected option from 2012 to sell the club property and purchase a site elsewhere, given the updated cost of the current project.
- -On a point of order raised by Lars, discussion should not focus on decisions already made at previous AGMs and the KTC Special Meeting of 2012 with regard to the clubhouse project, as this is not part of the current agenda. The board will be presenting a design and up-to-date project budget to the membership at a later date, and discussion and decisions can occur at that point.

6. Amendments to KTC bylaws

A separate motion was put forth by Paula Loh to accept each of the following amendments to the bylaws:

1. Modify section **1.01 Definitions** to add a definition for "Question".

Motion passed

2. Amend section **4.07 Representatives of Full Members** to provide clarification that questions proposed and voted on at the same meeting cannot be voted on by proxy.

Motion passed

3. Amend section **4.10 Show of Hands** to provide clarification that section 5.08 follows the procedure as outlined in section 4.10. That is, that executive board meetings are also considered to be meetings of members.

Motion passed

4. Amend section **5.08 Votes To Govern** to provide clarification that this section refers back to the method as outlined in sections 4.09 and 4.10 and that proxy voting cannot be used at board meetings.

Motion passed

7. Election of 2014 Executive

Motion by Lars Thompson to accept the slate as presented:

President – Paula Loh
Vice-President – David Stocks
Secretary – Chloe Wilson
Treasurer & Website Editor – Taco Meuter
Membership & IT Support – Bud Nelson
Club Maintenance/Infrastructure – Rick Donaldson
Junior Development – John Sylvester
Social Coordinator – Claire Tremblay

Motion passed

There remain two vacant positions for Advertising & Marketing and Newsletter Editor, which may be filled by the board at a later date.

8. Other Business

Discussion around steward requirements in the fall – suggestion that lack of steward presence during daytime hours presents a safety concern and problem for members wishing to make court bookings in person or on the phone rather than online.

Motion (Lars Thompson): Be it resolved that the executive review the hours and responsibilities of stewards after Labour Day until the official closing date of the club.

Motion passed

9. Adjournment

Meeting adjourned at 9:30pm

Appendix 1: Members in Attendance

- 1. Lars Thompson
- 2. John Sylvester
- 3. David Stocks
- 4. Rick Donaldson
- 5. Danny Purdon
- 6. Samuel Faris
- 7. Sunil Chaudhry
- 8. Mariana Silva
- 9. Chloe Wilson
- 10. Mike Bartlett

- 11. Taco Meuter
- 12. Paula Loh
- 13. Derek Bennett
- 14. Claire Tremblay
- 15. Gerald Edwards
- 16. Mark Nelligan
- 17. Gary Wilson
- 18. Igor Kozin
- 19. Elena Personova

5 Treasurer's Report

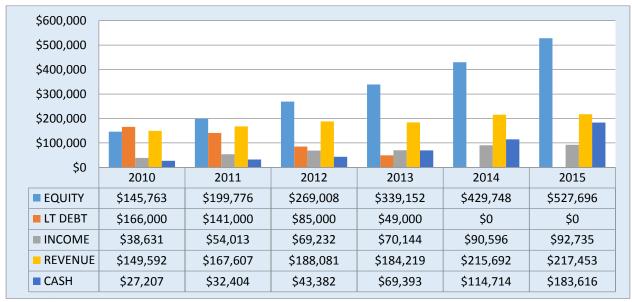
5.1 Financial Overview of 2014-2015

The Kingston Tennis Club had yet another solid year: Overall revenues were up 0.8% to \$217,453; Net income was \$92,735, up 2.4%; Cash reserves increased by 60.9% from \$114,714, to \$184,632. Operating Income – *i.e.*, before interest, depreciation and costs related to our capital improvement project - was \$97,038 compared to \$98,985 last year.

Our membership this season decreased by 27 to 553; however, because of a 1.8% increase in fees and a change to more individual memberships (revenues up 4.2% or \$2,140) and especially student members (up 29.7% or \$2,430), gross membership revenues are up 3.4% to \$113,555. Family membership revenues were down 7.9%; couples memberships: up 2.4%.

Revenues from lessons increased significantly: Gross revenues increased 101.5% to \$41,752, while direct net revenue increased by 39.5%, from \$9,068 to \$12,654.

Tennis camp revenue declined 4.7% to \$73,949, and program costs increased as the student/instructor ratio dropped to maintain program quality over all camper categories. This led to a decline in net camp income to \$27,441, down from \$38,846. The morning and full-day camps continued to be highly popular, but the poorly attended half-day afternoon camps also followed in previous years' footsteps. We are researching ways to improve overall results again next year, while hopefully also improving afternoon court availability for the general membership: e.g., reducing the frequency of the afternoon camps from weekly to bi-weekly to make it possible to increase their currently low student/instructor ratio.



Financial results over the years 2010-2015.

As recently as 2009 we still carried \$232,000 in debentures, most of which weren't due till 2018. However, we were able to significantly accelerate repayments, and have been debt free since last year: the last \$49,000 of our debentures was paid off in April 2014, four years ahead of schedule. In the same period from 2009 to today, our book equity has increased from less than \$100,000 to just over \$519,000. Furthermore, the KTC property was professionally valued in 2013 in excess of \$2,200,000. In other words, our healthy balance sheet, proven sustainable income model, and property value leave us well-prepared to face the future. This is important as we look ahead to embarking on significant infrastructure improvements in the near future.

Taco Meuter, KTC Treasurer

5.2 KTC FINANCIAL STATEMENTS

	STON TENNIS CLUB L POSITION AS AT SEPTEMBER 30, 2015	
STATEMENT OF FINANCIAL	2015	2014
	\$	\$
	ASSETS	
CURRENT		
Cash	183,616	114,714
Accounts Receivable	1,800	2,142
Prepaid Expenses	4.085	3,706
	189,500	120,562
LONG TERM		
LONG-TERM Tangible Capital Assets – Note 3	338,196	318,981
Tangible Capital Assets – Note 3	330,190	310,301
	527,696	439,543
	LIABILITIES	
CURRENT		
Accounts payable and accrued liabilities	3,842	6,000
Government remittances payable	1,372	3,79 <u>5</u>
	5,214	9,795
	NET ASSETS	
UNRESTRICTED	522,482	429,748
	522,102	
APPROVED ON BEHALF OF THE BOARD		
ALL ROVED ON BEHALF OF THE BOARD		
Taco Meuter, MBA,		
KTC Director and Treasurer		

KINGSTON TENNIS C STATEMENT OF CHANGES IN NET ASSETS FOR THE		30. 2015
	2015 \$	2014 \$
NET ASSETS – BEGINNING OF YEAR	429,748	339,152
EXCESS OF REVENUE OVER EXPENDITURES FOR YEAR	92,735	90,596
NET ASSETS – END OF YEAR	522,482	429,748

527,696

439,543

KINGSTON TENNIS CLUB

Lessons 12,654 9,06 Junior Camp 73,949 77,56 Guest Fees 3,023 3,17 Clubhouse Sales 4,243 3,99 Other Contributions 2,801 4,73 Social and Tournament 4,147 4,25 Interest 1,281 85 Wage Subsidy 1,800 2,14 EXPENDITURES EXPENDITURES 1,855 1,36 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,06 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,06 Utilities and communication 3,816 3,97 <th>STATEMENT OF REVENUE AND EXPENDITURES FOR THE YE</th> <th>AR ENDED SEPTEMBE</th> <th>ER 30, 2015</th>	STATEMENT OF REVENUE AND EXPENDITURES FOR THE YE	AR ENDED SEPTEMBE	ER 30, 2015
REVENUE Membership Fees 113,555 109,81 Lessons 12,654 9,06 Junior Camp 73,949 77,56 Guest Fees 3,023 3,17 Clubhouse Sales 4,243 3,98 Other Contributions 2,801 4,73 Social and Tournament 4,147 4,25 Interest 1,281 88 Wage Subsidy 1,800 2,12 EXPENDITURES EXPENDITURES Advertising 1,855 1,36 Amortization 3,427 3,00 Bank charges 2,150 1,76 Canteen 3,919 3,13 HST expense 14,425 17,76 Insurance 2,334 2,27 Junior Camp 9,646 8,06 Office 2,453 2,32 OTA fees 1,545 1,54 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 3,993 7,27		2015	2014
Membership Fees 113,555 109,81 Lessons 12,654 9,06 Junior Camp 73,949 77,55 Guest Fees 3,023 3,17 Clubhouse Sales 4,243 3,99 Other Contributions 2,801 4,74 Social and Tournament 4,147 4,22 Interest 1,281 8 Wage Subsidy 1,800 2,14 EXPENDITURES EXPENDITURES EXPENDITURES Advertising 1,855 1,38 Amortization 3,427 3,06 Bank charges 2,150 1,76 Canteen 3,919 3,15 HST expense 14,425 17,76 Insurance 2,334 2,27 Junior Camp 9,646 8,06 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and t		\$	\$
Lessons 12,654 9,06 Junior Camp 73,949 77,56 Guest Fees 3,023 3,17 Clubhouse Sales 4,243 3,99 Other Contributions 2,801 4,73 Social and Tournament 4,147 4,25 Interest 1,281 85 Wage Subsidy 1,800 2,14 EXPENDITURES EXPENDITURES 1,855 1,36 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,06 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,06 Utilities and communication 3,816 3,97 <td>REVENUE</td> <td></td> <td></td>	REVENUE		
Lessons 12,654 9,06 Junior Camp 73,949 77,56 Guest Fees 3,023 3,17 Clubhouse Sales 4,243 3,99 Other Contributions 2,801 4,73 Social and Tournament 4,147 4,25 Interest 1,281 85 Wage Subsidy 1,800 2,14 EXPENDITURES EXPENDITURES 1,855 1,36 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,06 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,06 Utilities and communication 3,816 3,97 <td>Membership Fees</td> <td>113.555</td> <td>109,815</td>	Membership Fees	113.555	109,815
Junior Camp 73,949 77,56 Guest Fees 3,023 3,17 Clubhouse Sales 4,243 3,95 Other Contributions 2,801 4,73 Social and Tournament 4,147 4,25 Interest 1,281 88 Wage Subsidy 1,800 2,14 EXPENDITURES EXPENDITURES EXPENDITURES Advertising 1,855 1,38 Amortization 3,427 3,06 Bank charges 2,150 1,76 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,06 Office 2,453 2,33 OTA fees 1,545 1,54 Professional Fees 2,944 6,00 Property taxes 8,738 7,78 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,06 </td <td>•</td> <td>•</td> <td>9,068</td>	•	•	9,068
Guest Fees 3,023 3,17 Clubhouse Sales 4,243 3,99 Other Contributions 2,801 4,73 Social and Tournament Interest 1,281 88 Wage Subsidy 1,800 2,14 EXPENDITURES Advertising 1,855 1,36 Amortization 3,427 3,06 Bank charges 2,150 1,76 Canteen 3,919 3,13 HST expense 14,425 17,76 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,33 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,72 Repairs and maintenance 5,093 7,22 Social and tournaments 3,461 4,06 Utilities and communication 3,816 3,97			77,568
Clubhouse Sales 4,243 3,985 Other Contributions 2,801 4,73 Social and Tournament 4,147 4,28 Interest 1,281 85 Wage Subsidy 1,800 2,14 EXPENDITURES Advertising 1,855 1,38 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,33 OTA fees 1,545 1,54 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97		•	3,177
Other Contributions 2,801 4,73 Social and Tournament 4,147 4,25 Interest 1,281 85 Wage Subsidy 1,800 2,14 EXPENDITURES Advertising 1,855 1,38 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,27 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,54 Professional Fees 2,944 6,00 Property taxes 8,738 7,72 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,06 Utilities and communication 3,816 3,97			3,990
Social and Tournament 4,147 4,25 Interest 1,281 85 Wage Subsidy 1,800 2,14 EXPENDITURES Advertising 1,855 1,38 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,54 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97		•	4,737
Interest 1,281 85 Wage Subsidy 217,453 215,69 EXPENDITURES Advertising 1,855 1,38 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,06 Utilities and communication 3,816 3,97			4,296
Wage Subsidy 1,800 2,14 EXPENDITURES 217,453 215,69 Advertising 1,855 1,38 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,72 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97			899
EXPENDITURES Advertising 1,855 1,38 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,54 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97			2,142
Advertising 1,855 1,38 Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,79 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97		217,453	215,692
Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,79 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97	EXPENDITURES		
Amortization 3,427 3,06 Bank charges 2,150 1,78 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,79 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97	Advertising	1.855	1,381
Bank charges 2,150 1,76 Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97			3,063
Canteen 3,919 3,13 HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97			1,784
HST expense 14,425 17,78 Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97			3,132
Insurance 2,334 2,21 Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,54 Professional Fees 2,944 6,00 Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97			17,787
Junior Camp 9,646 8,08 Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,79 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97			2,218
Office 2,453 2,32 OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,79 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97		•	8,083
OTA fees 1,545 1,545 Professional Fees 2,944 6,00 Property taxes 8,738 7,79 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97	·		2,320
Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97	OTA fees		1,545
Property taxes 8,738 7,75 Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97	Professional Fees	2,944	6,000
Repairs and maintenance 5,093 7,27 Social and tournaments 3,461 4,08 Utilities and communication 3,816 3,97	Property taxes	8,738	7,793
Utilities and communication 3,816 3,97	Repairs and maintenance	5,093	7,273
Utilities and communication 3,816 3,97	Social and tournaments	3,461	4,089
Transportation 490 23		3,816	3,972
	Transportation	490	231
		57,546	51,923
124,718 125,09		124,718	125,096
EXCESS OF REVENUE OVER EXPENDITURES FOR YEAR 92,735 90,59	EXCESS OF REVENUE OVER EXPENDITURES FOR YEAR	92 735	90,596

KINGSTON TENNIS CLUB STATEMENT OF CASH FLOW FOR THE YEAR ENDED SEPTEMBER 30, 2015

STATEMENT OF CASH FLOW FOR THE YEAR ENDED SE	PTEMBER 30, 2015 2015 \$	2014 \$
OPERATING ACTIVITIES		
Excess of revenue over expenditures for year Adjustment for items which do not affect cash	92,735	90,596
Amortization of equipment	3,429	3,063
Net change in non-cash working capital balances related to operations Note 4	(4,619)	6,019
CASH FLOWS PROVIDED FROM OPERATING ACTIVITIES	91,545	99,678
INVESTING AND FINANCING ACTIVITIES		
Purchase of tangible capital assets	(22,641)	(5,357)
CASH FLOWS USED IN INVESTING AND FINANCING ACTIVITIES	(22,641)	(5,357)
FINANCING ACTIVITIES		
Repayment of debentures	0	(49,000)
CASH FLOWS USED IN FINANCING ACTIVITIES	0	(49,000)
INCREASE IN CASH AND EQUIVALENTS FOR YEAR	68,904	45,321
CASH AND EQUIVALENTS – BEGINNING OF YEAR	114,714	69,393
CASH AND EQUIVALENTS – END OF YEAR	183,616	114,714
REPRESENTED BY:		
CASH	183,616	114,714

To the best of my knowledge, the unaudited balance sheet, income statement and statement of cash flows for the financial year ending September 30, 2015 present fairly and in all material respects, the financial position, performance and cash flows of the Kingston Tennis Club. The 2014 comparison results have been audited by Wilkinson & Company, our auditors. The figures presented for 2015 and 2014 herein also reflect accounting changes recommended by our auditors, and direct comparison with last year's AGM financial report will therefore not be exact.

Approved on behalf of the Board, this October 13, 2015:

Taco Meuter, Treasurer & Director

KINGSTON TENNIS CLUB NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED SEPTEMBER 30, 2015

1. NATURE OF OPERATION

The Kingston Tennis Club is incorporated without share capital under the *Ontario Business Corporations Act*. Its principal activities are to foster, develop and promote the game of tennis in Kingston, Ontario.

2. ACCOUNTING POLICIES

Outlined below are those accounting policies adopted by the corporation considered to be particularly significant:

(a) Basis of Accounting

These financial statements are prepared in accordance with Canadian accounting standards for not-for profit organization.

(b) Accounting Estimates

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Significant items subject to such estimates and assumptions include valuation of accounts receivable. Actual results could differ from those estimates.

(c) Tangible Capital Assets

The tangible capital assets are stated at acquisition cost. Gains and losses on the disposal of individual assets are recognized in earnings in the year of disposal. Amortization of tangible capital assets, which is based on estimated useful life, is calculated on the following bases and at the rate set out below:

Asset	Basis	Rate
Buildings	Declining Balance	4%
Equipment	Declining Balance	20%
Computer Equipment	Declining Balance	55%
Fence	Declining Balance	10%
Courts	Declining Balance	8%

(d) Revenue Recognition

Membership, lessons, camp and tournament fees are recorded as revenue in the period to which the services relate. Clubhouse sales, interest and other income are recorded as revenue when earned.

3. TANGIBLE CAPITAL ASSETS

		2015 Accumulated		2014 Accumulated
	Cost	amortization	Cost	amortization
	\$	\$	\$	\$
Land	283,910		283,910	
Building	73,535	41,361	51,872	40,583
Equipment	2,856	1,326	2,856	944
Computer Equipment	1,713	895	734	495
Fence	9,316	3,218	9,316	2,541
Courts	19,039	5,371	19,039	4,183
	390,369	52,172	367,727	48,746
Cost less accumulated amortization	\$338	,196	\$318	,981 <u>.</u>

4. NET CHANGE IN NON-CASH WORKING CAPITAL BALANCES RELATED TO OPERATIONS

Cash provided from (used in) non-cash working capital is compiled as follows:

	2015 \$	2014 \$
(INCREASE) DECREASE IN CURRENT ASSETS		
Accounts Receivable Prepaid Expenses	342 (379)	(22) (142)

	(37)	(164)
INCREASE (DECREASE) IN CURRENT LIABILITIES		
Accounts payable and accrued liabilities Government remittances payable	(2,158) (2,424)	6,000 183
• •	(6,424)	6,183
Net change in non-cash working capital balances related to operations Note 2	(4.619)	6.019

5. FINANCIAL INSTRUMENTS

The fair value of the corporation's cash, assessments receivable and accounts payable and accrued liabilities approximate their carrying amounts due to the immediate and short term nature of these financial instruments.

The corporation has a comprehensive risk management framework to monitor, evaluate and manage the principal risks assumed with financial instruments. There have been no significant changes from the previous period in the exposure to risk or policies, procedures and methods used to measure the risk. The risks that arise from transacting financial instruments are as follows:

(a) Liquidity Risk:

Liquidity Risk is the risk that the corporation will not be able to meet all cash outflow obligations as they come due. The corporation's exposure to liquidity risk is dependent on the receipt of funds from its operations.

(b) Credit Risk:

Credit Risk is the risk of financial loss to the corporation if a debtor fails to make payments when due. The corporation is exposed to this risk, however it has practices in place to ensure collectability of outstanding accounts receivable.

6. CAPITAL DISCLOSURE

The corporation's objectives with respect to capital management are to maintain a minimum capital base that allows the corporation to continue with and execute its overall purpose as outlined in Note 1. The corporation's Board of Directors performs periodic reviews of the corporation's capital needs to ensure they remain consistent with the risk tolerance that is acceptable to the corporation.

6 PRESIDENT'S REPORT

6.1 Overview of the 2015 Season

The season got off to a strong start with many new members quickly becoming active participants on the Singles Ladder and attending the various drop-in doubles sessions. The club tournaments continued to have high participation rates, building on the 2014 numbers.

We had an unusual number of major on-court injuries this year - one broken ankle, and two torn Achilles tendons. We look forward to these members completing their delayed matches next year.

We were fortunate to have a talented and vibrant club pro, Christian Carere, who brought California licence plates and Futures pro circuit playing experience to the KTC. Many adult members who do not normally take lessons became regulars, and several juniors took advantage of the opportunity to develop their game - there are now better backhands at the club. Christian also mentored Isaac Jones, our teaching pro. Isaac was a quick student and readily adopted Christian's coaching style, actively hitting on court with his own regular weekly students.

We had a hard-working board of directors, however there was internal conflict that made it a frustrating year as it was difficult for the board to function effectively. Every board member has a duty to support decisions debated on and made by the majority; a board member who fails to honour this and repeatedly goes against board directives results in the breakdown of the board, as energy and time is diverted away from productive board business. One board member ceased attending meetings. The board tried to resolve the situation internally but was unable to do so. Many executive positions are open this year as board members decided to avoid the conflict and not to stand for re-election. Ultimately, it is up to the membership to elect the board and decide the direction for next year.

The KTC by-laws were replaced in 2012 and approved by the membership at the AGM that year. In the past two years, attempts to use the by-laws to guide board decisions have proven difficult as they are confusing, incomplete, and leave much open to interpretation. The by-laws also exceed their jurisdiction by attempting to override the Ontario Corporations Act. The board has initiated steps to have the by-laws rewritten and reviewed by legal counsel, with the goal of presenting them to the membership for approval at the AGM of 2016. We also recognize the need to educate board members with regard to governance and have arranged to have a law professor who specializes in governance make a presentation to the board this fall.

Our club bulletin boards were put back into service this year by our newsletter editor, Isabelle Pollock, who posted laminated copies of the newsletters. The board recommends that we continue along this theme by posting the minutes of current board meetings at the clubhouse.

This action will serve the dual purpose of informing the membership while raising the profile of the board and encouraging others to become positively involved in the club's operations.

Communication with members was expanded by the implementation of a KTC Facebook page. Member Yaoting Zhang promoted this aspect to the club and last year he established an unofficial KTC Facebook group for member interaction. Our new Facebook page receives a lot of attention whenever photographs are uploaded of special events such as tournaments and the 1970s-theme social organized by Christian this summer. It also displays drawings of the proposed new clubhouse.

6.2 On Street Parking

Meetings began with City staff in September, 2014 to discuss on street parking. Commuters choked the streets in the Napier Street area following the May 1, 2015 implementation of zoned parking restrictions in the Queen's area. The City called a neighbourhood meeting in June, which informed the decision to establish restricted hours on designated streets in the Napier Street area, to be implemented by Labour Day. A by-law amendment was passed by City Council on September 1, 2015 and the signs were soon erected.

There will be a second by-law amendment presented to Council by the spring of 2016, once rules for a new parking permit category are recommended by City staff. I presented to City Council at the September 1st meeting, along with the president of the Lawn Bowling Club, to make them aware of our clubs' situation and to inform them for future deliberations. The presentation was well-received and councillors had many questions.

City staff agreed to our request to issue 60 complimentary permits to the club for the remainder of the 2015 season, based on the maximum number of members who may be on court during the permit-parking times (allowing for an overlap of players coming and going at changeover times).

Negotiations for parking permits for the 2016 season are informally set to begin in November. The City's starting rate is \$30/permit/month (which is the residential rate). Our proposal is that the City issue permits clearly labelled for tennis club use that allow on street parking in a limited area, such as two blocks on Napier Street, while the member is on site. We would pay for the production of permits to issue to each adult member, with no monthly fee charged by the City. We would issue and track the permits on a seasonal basis, and informally monitor the designated on street parking area for tennis club members to ensure that our permits are not misappropriated for commuter use. We believe that our community club contributes many positive aspects to the residential neighbourhood; it is not a residence and should be worthy of special consideration.

6.3 Infrastructure Project

Planning continues on our major infrastructure project. We signed a contract with designer Michael Preston in October, 2014 and work began on the concept, floor plans, and elevations for the new clubhouse. Design work was done through collaboration with members of the infrastructure committee. "Design by committee" has its good and its bad points - we are satisfied that we have planned a clubhouse that will be functional and attractive, however, the design process did take longer than if one person had done it exclusively on their own.

Lending institutions require audited statements as part of their criteria for financing the infrastructure project. This year we engaged the services of an accountant who reviewed our financial statements for 2011 & 2012, and audited those for 2013 & 2014. We will continue to have our financial statements audited on an annual basis; this is a good business practice that is long overdue.

In late January, 2015 after 16 months of processing by the Ministry of Tourism, Culture & Sport, we received a letter from them stating that they approved the Archaeological Survey, Stage 1 and that a Stage 2 survey is not required.

Member Mark Nelligan assisted the committee by obtaining budget quotes for the infrastructure aspects of the project (demolition, fencing, court construction, court lighting) from four local general contractors.

Civil engineer Doug Prinsen began work on the site plan, incorporating the information from the updated property survey that was completed in 2014.

We hired Fotenn Planning Consultants to assist with our zoning variance application to the City. We requested that the minimum front yard setback for the new clubhouse be reduced to 3.0 meters, instead of the required 9.0 meters, and that the City waive the requirement for four parking spaces on site. The application was submitted in mid-July and after several administrative delays on the part of the City, the variances were approved at the September 28, 2015 meeting of the Committee of Adjustment.

Construction drawings are nearing completion and will be submitted to local commercial contractors for quotes on the cost to construct the clubhouse as currently represented. We expect to receive these numbers by early November, 2015. The total project cost will then be evaluated and decisions made as to the feasibility of the project as it now stands and whether other options should be considered. The two committees, Infrastructure and Risk & Finance, are awaiting full information before they can responsibly make an assessment and issue public recommendations to the membership on the project.

6.4 VOLUNTEERISM

Many people volunteered in a variety of ways during this past season to help the club operate efficiently. Many more are needed on an ongoing basis – please submit your name if you would like to be contacted to lend a hand as needed.

The KTC board of directors is comprised of volunteers who work tirelessly year-round to ensure the club operates efficiently. In addition to the extensive range of operational and management tasks performed by our board members, KTC members also volunteer their time to participate in the Infrastructure Committee and Finance & Risk Committee.

The following KTC members & friends also donated their time this season to make our club a better place:

Erling Alstrup - grounds maintenance

Erling Armson - court maintenance

Mike Bartlett - grounds maintenance

Doug Bowie - grounds maintenance

Emmet Brundage - summer camp volunteer

Alec Donaldson - court maintenance

Sunil Chaudhry - purchase of drinks & snacks for resale

Lucas Eckert - summer camp volunteer; court powerwashing; junior tournament

Sam Faris – player draws for adult & junior tournaments; on court assistance with Junior Open

House & junior tournament (6-10 division)

Ethan Flanagan- summer camp volunteer

Cathy Jarvis - Junior Open House BBQ

Violeta Jost - assisted with tournament BBQ

John Karathanasopoulos - summer camp volunteer

Jack Lott - summer camp volunteer; court powerwashing; Junior Open House BBQ

Mark Nelligan - coordinated budget quotes from general contractors

Nancy Orpana - staffing our booth at the Spring Leisure Show

Rod Pollock - court maintenance

Mariah Rowe - Junior Tournament BBQ

Mariana Silva - assisted with tournament BBQ

Carly Skinner – flower barrels & planters

Alma Thayer - coordinator of tournament BBQs

Tom Thayer - assisted with tournament BBQs; court powerwashing; grounds maintenance Joshua Vollebregt - summer camp volunteer

Sincere apologies go to anyone whom we may have overlooked when compiling this list. We also thank the many people who came out to lend a hand during our Spring cleanup day!

Paula Loh, President

7 CLUB HIGHLIGHTS FOR 2015 SEASON

7.1 JUNIOR PROGRAMMING

Junior Development

The Junior Development program has had successes in several areas: the Junior Open House, restructured lessons, and the juniors' end-of-season tournament.

We had limited success with the junior ladder and after-school junior drop-in.

Junior Open House

The Junior Open House on April 25 was well attended and proved to be fun for all who attended. Parents were encouraged to send their children to summer tennis camp this year and many appeared to have done so.

In addition to the camp staff, many volunteers came out to assist on court and at the BBQ. Without them the day could not have been as successful as it was.

The Junior Open House continues to be successful. We recommend that this activity continue.

Junior Lesson Format

The effectiveness of the group lessons improved this year. With the careful application of skill level assessment and the use of progressive tennis principles our pros were able to move the juniors on more quickly.

Junior Tournament (September 05)

The Juniors' end-of-season tournament was again a success, hosted for club members and summer camp participants. This year it was held on the Saturday of the Labour Day weekend in an attempt to avoid conflicts with hockey tryouts and the beginning of school. There were two age groups of participants, 5-10 and 11-17. Only the latter was competitive.

In the morning, juniors in the 5-10 age group were entertained in a variety of half-court games, ably led by Sam Faris. It was clear that the participants thoroughly enjoyed themselves. Simultaneously, the competitive group, aged 11-17, played on other courts and continued into the afternoon.

The "competitive" and "fun" divisions both had large draws this year, to the extent that we will need to re-evaluate the structure of this tournament for next fall to better support these keen

juniors. We would like to have more trained volunteers involved to continue to provide an enjoyable day for all.

Junior Ladder

The junior ladder was not successful. While thirteen juniors signed up, only three matches were played. A junior ladder might prove more successful in the future as more structured junior development continues.

Junior After-School Drop-in

We attempted to provide juniors with supervised opportunities for play after school. We scheduled one hour (3:30 – 4:30 pm) on Tuesdays and Thursdays. The program was not successful and so was discontinued after four weeks.

The junior development program is an important program for KTC. Besides providing activities for junior members, it is the foundation for membership in the future. Every avenue for enhancing the program must be explored.

7.2 TOURNAMENTS

Adult Club Tournaments

Large draws combined with nasty weather in 3 of 4 tournaments challenged our skilled tournament organizer Sam Faris to fit all the games in. However, Sam, as always, was up to the challenge and provided all participants with lots of enjoyable tennis. Maybe too much for some on Saturday? Thanks again, Sam! Tournament Champions and Finalists (will be/were) provided with keepsake polo shirts to recognize their achievements in 2015.

Tournament Results for 2015

June 12-14, 2015 <u>Mixed Doubles</u>

Winners: Sam Faris & Paige Ready Finalists: Danny Purdon & Lesley Furter

July 17-19, 2015 Men's Doubles

Winners: Sam Faris & Emile Flavin

Finalists: Joe Willemsen & Danny Purdon

Women's Doubles

Winners: Paige Ready & Lesley Furter Finalists: Judy Karpinsky & Claire Tremblay

August 21-23, 2015 Men's Singles

Winner: Jeff Neasmith Finalist Michael Stych

Women's Singles

Winner: Judy Karpinsky Finalist: Chloe Wilson

September 5, 2015 <u>Junior Singles</u>

Winner: Leyton Basiren Finalist: Nick Badalato

7.3 SINGLES & DOUBLES LADDERS

The Mixed Singles Ladder continued to be a popular improvement over the old grouped format, with approximately 125 participants at its peak in June. More members are getting the hang of the "Temporarily Out" feature, which tells others that they are temporarily unavailable for matches and reserves their current spot on the ladder when members are away on vacation or injured. Rules around the use of this feature will be reinforced each spring. Some participants continue to be caught off-guard by the 2 match per month minimum rule, but remaining matches required to be played is included in the on-line listings, and penalties are applied in a fair way. After August-end, participants were down to under 70, a number that is probably a more realistic representation of the most active participants.

The only feature that remains subject to change is the frequency of re-pools. Most people seem to be in favour of the occasional re-pools, and feedback is welcome at any time.

Bud Nelson once again attempted to get some KTC exposure in the Whig Standard by initiating an agreement to publish partial weekly standings of the Singles ladder. Our standings were emailed in, but for the second year in a row the Whig failed to follow up in print.

The Doubles Ladder, begun in 2014, was still loosely administered with no monthly minimum penalty but next year will be more tightly managed, in a way similar to the Singles ladder.

The winners of singles league shirts this year are Poyraz Kolluoglu and Jocelyn Purdie, and the doubles team of Cole Vezina & Arsalan Ijaz received shirts (for most matches played).

7.4 INFRASTRUCTURE/MAINTENANCE

The 2015 season is winding down and Rick Donaldson (Infrastructure/Maintenance) would like to thank our stewards for a job well done, and all the volunteers who helped with the many maintenance and repair jobs at the club.

We spent slightly more on maintenance this year than last (\$5000 vs \$4600), but we were able to keep up with all the jobs and repair work for our aging club.

Some jobs completed this year include:

- Major repairs to the clubhouse deck, including removal of rotting wood and replacement with new material.
- The mowers, trimmers, and power washing equipment were all tuned up.
- The broken net anchor on court #5 was replaced, and a spare anchor was acquired for future needs.
- Two new nets were purchased, one of which was installed on court #7.
- Several new replacement water hoses were purchased.
- The defibrillator batteries and pads were expiring this year and were replaced.
- Two new shelf units were purchased for camp equipment storage.
- Fobert Tree service was brought in to trim the trees along court #6 fence line.
- Oosterhof Electric conducted light level readings on courts #4, #5, and #6, and assessed the condition of the bulbs and fixtures.
- Five benches required major repair. At present, four have been repaired and are back in service. One is still a work-in-progress.
- In the past year, four courts were power-washed using a new rental attachment for our washer to improve and speed up the process.
- Several deck umbrellas will need to be replaced for next season.

The fall cleanup day is coming up, so please come out and get involved. We are always looking for help. Please fill out the volunteer signup sheet or talk to the board members.

Rick thanks the Board for its help and patience.

7.5 **Newsletters**

In an effort to maintain communication with members, newsletters and bulletin boards were used during the 2015 tennis season. Isabelle Pollock took on the role of editing the newsletters.

Newsletters have traditionally played an integral part of relaying information to club members. In continuing with that tradition, five newsletters were distributed throughout the season: February, Spring, May, July, and September. The activities of the club and its members were

highlighted with numerous photos and accompanying articles. Some of these activities included Spring clean-up day, tournaments, and lessons with the club pros.

Realizing that one can be inundated with emails and not have the time to read the online newsletter, Isabelle resurrected the club's bulletin boards. Conveniently located next to the change rooms, one board was dedicated to tournaments and the other to KTC news. On this latter board, a laminated color hard copy of the current newsletter was posted. It was noticed that members were reading the newsletter while waiting for their court time.

Club news is relayed throughout KTC by various methods: emails, Twitter, and Facebook. Newsletters are a complementary means to communicate. Isabelle has received feedback from members who do not use Facebook that newsletters are their source of information. The issuing of newsletters should continue in the future.

Isabelle wishes to thank the Board for its support during this past season.

Nominees for Election 2015-2016

Nominations for the Executive Committee

President Paula Loh, Taco Meuter

Vice-President David Stocks

Secretary vacant

Treasurer Taco Meuter, Tom Thayer

Nominations for Members-at-Large (8 positions available)

Ginette Blais (Socials)

Doug Bowie

Rick Donaldson (Infrastructure)

Flame Eadie

Sam Faris

Lynne Hanson

Anees Karmally

Taco Meuter (I.T.)

Isabelle Pollock (Newsletter Editor)

Jocelyn Purdie

Lorna Sim