



**Sunrise Table Tennis Club, Inc**  
A 501(c)(3) Public Charity Organization

**MEETING  
MINUTES**

January 9, 2016  
Long Center

**Members Attending:**

Martin Shapiro, *President*  
Bill Robbins, *Vice President*  
Carolyn Adams, *Secretary*  
Igor Bubis, *Publicity*  
Sam Surdi, *Fundraising*

Annual BOD Meeting called to order at 10:05 a.m. Nine Members in addition to the BOD Members attended.

Officer Annual Reports were presented by Carolyn Adams, Igor Bubis, Sam Surdi, Bill Robbins and Martin Shapiro. The reports follow in the order they were given.

Martin indicated that the Outreach Officer, Membership and Treasurer positions were still available. John Reynolds resigned from the Membership position on Jan.8<sup>th</sup>.

Martin discussed the reason for the purchase of the new tables and that we are still searching for effective dollies for moving them.

Martin presented the budget for 2016. It was approved unanimously.

**Q and A from Members**

Various aspects of the available Officer positions were discussed.

Gary Pentecost proposed that we ask Coach Gary Fraiman to be Tournament Officer.

**Old Business**

Martin proposed that the student fee for the Coaching Pass be \$5 for the first time and \$15 for the Pass thereafter. It was approved by unanimous vote.

**New Business**

It was proposed that families of ABBS members be offered free Membership for as long as the ABBS member served. It was approved by unanimous vote.

Martin proposed we adopt the slogan "Table Tennis—a Sport for a Lifetime." It was approved by unanimous vote.

It was proposed that Coach Gary Fraiman be offered the job of Tournament Officer. The vote was unanimous.

Bill discussed the purchase of 8 easy to move table for Long Center. He is still waiting for bids. Martin and Bill will measure the space in the storage room to see if it's feasible.

Meeting adjourned at 11:30 a.m.

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## **Sunrise Table Tennis, Inc.** **Membership Report for 2015**

Carolyn Adams, Membership Office

In 2015, Membership underwent an electronic overhaul. Keith managed to pull all the files from the Access Program, (which no one understood or could make work) on the club computer into Excel. He programmed the file to tell us accurate Member numbers, Member categories and money counts.

At the end of December 2015, STTC had:

Total Members	107
Paid Memberships	88
Individual	65
Family	16
Seasonal	7
Non-paying	14
Basic Membership	
donations collected	\$2,745
with higher tier donation	\$2,920

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Officers, Club Managers, and ABBS have the option of free Basic Membership.

The BOD offered 5 Lifetime Basic Memberships, all of which were accepted, for their continued service to the Club.

In 2014 there were 72 Memberships and an income of \$2,610.



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## **Sunrise Table Tennis, Inc. Secretary Report for 2015**

Carolyn Adams, Secretary

### **Book of Records**

Martin Shapiro assembled a Book of Records for the club. As Secretary, I have been maintaining the book since September. The Book includes:

- Minutes of meetings and related documents
- Bylaws and Articles of Incorporation
- Communications to Members
- Financial Reports
- State of Florida filings, licenses and certificates
- IRS filings and documents

These documents are also kept in an online archive on our website.

Donation letters are now routinely sent to contributors, and a copy is included on the online archive.

### **Personnel**

In January of 2015 there were 3 BOD officers, in December there are 5 BOD members and 4 ABBS members.

### **Communications**

We typically conduct Officer business by emails, and are testing out using a private online forum instead. Also we have club email addresses for all Officers.



## **Publicity Officer Annual Report**

Igor Bubus, Publicity

1) Status of social media.

The following social media accounts has been created and setup:

- Facebook
- Twitter
- Google+

The weekly posting on social media have been conducted including photo postings and event announcements.

2) Public relations accomplishments of the prior year.

N/A

3) Advertising campaigns executed during the prior year.

N/A

4) Goals and plans for social media, public relations and advertising.

a. The following new social media accounts are planned to be setup:

- Pinterest
- Instagram
- YouTube

b. Microblogging on social media accounts.

c. Creating a blog section based on the WordPress platform.

d. Converting STTCI website to the WordPress platform (that's the tough one and we might need to invest into this).

e. Email blast advertising campaigns.

f. Offering advertising/sponsorship on STTCI website.

g. Press release marketing.



## **Fundraising Officer Report**

**Sam Surdi, Fundraising Officer**

In early 2015, the Sunrise Sports Foundation raised \$3,050.00 for the STTC programs through the Reach for the Stars fundraising campaign, including a \$1,250.00 Corporate Sponsorship donation from Dr. Dan. In addition, there was a special anonymous donation of \$8,000.00 given to the STTC in mid-year, designated for the legal defense of the corporate ownership by the STTC Board of Director, or for other STTC programs if not needed for legal.

Last month the Bright Sunrise Campaign was kicked off, to raise \$5,000.00 for the STTC programs in 2016 including:

- \$1,000.00: Junior Merit Awards (\$250.00 to four Junior members)
- \$1,200.00: Senior Training Clinics (six 4-week clinics with Coach Gary-STTC half of the clinic fees)
- \$1,200.00: Member Training Clinics (six clinics with Coach Yany- STTC half of the clinic fees)
- \$600.00: Community Outreach Programs (free training and coaching clinics by Coach Gary)
- \$1,000.00: Equipment Improvement Fund. (current need for dollies )

Promotional materials for the BSC were mailed to 118 current and past members of the STTC on December 21<sup>st</sup>. So far, \$575.00 in donations have been received from that mailing. An additional mailing to another approx. 250 players in Pinellas County is in the work. As part of the campaign, Leurene Hildenbrand will be contacting Dr. Dan for a Corporate Sponsorship donation. We will be working to expand our fundraising efforts to increase the STTC corporate sponsorship, membership base and donations through community outreach, social media and member referrals.



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SUNRISE TABLE TENNIS CLUB, INC.

2016 Annual Report from the Vice President

Hello and welcome;

This is the 2016 Annual Report from the Vice President of the Sunrise Table Tennis Club, Inc.

As Vice President I provide assistance to the President. I am also responsible for community awareness and community outreach programs.

Last year, in December, our involvement in the Florida Senior Games put us on the map as having helped run one of the most successful Senior Table Tennis Championships in a long time. The top quality equipment also provided a very professional atmosphere.

This year, we have a Community Outreach Program, which will be funded by the Bright Sunrise Campaign. We are hoping to raise \$600 to fund this program.

Coach Gary Fraiman has done the majority of the planning for several activities to promote our sport to the local community, as part of this Program.

These include:

- Free coaching clinics at the Long Center for school field trips and church groups,

- Free coaching clinics at non-affiliated table tennis clubs,

- Free coaching clinics for children and grandchildren of STTC Members,

- Free training for P.E. teachers in table tennis.

Of course this needs to be funded by donations to the Bright Sunrise Campaign. We also need additional volunteers to aid Coach Gary in these efforts.

Additional outreach programs are always considered.

Thank you,

Bill Robbins



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### President's Report 2016

2016 was a year of big change and big transition for the Club. We started the year as an operational division of another corporate entity, with four Officers running the Club, and ended the year as a fully-independent, fully-funded Not-For-Profit Florida Corporation with IRS 501(c)(3) tax-exempt status, its own new Mission statement and six Officers plus your Tournament Director running the Club.

#### A Brief History

For many years the STTC was legally just an operational division of the Sunrise Sports Foundation. In July of 2015, the control of the Board of Directors of the Sunrise Sports Foundation was turned over to the Officers of the STTC, with the intent to change the Mission of corporate organizational structure to become solely that of the table tennis club. There was a legal challenge to this change, but in the end a settlement was reached where the STTC became its own nonprofit corporation, the Sunrise Table Tennis Club, Inc., with complete ownership of all of the funds, equipment and intellectual property that had been under the control of the Foundation.

Since the formation of our new nonprofit corporation, the Board has revamped the Mission, organizational structure and programs of the STTC. We are entering into 2016 with a renewed sense of purpose, for education in the sport of table tennis, and control of our destiny.

Our new structure includes ten Officer positions, which are also the Directors of the corporation. Six of those positions are filled, with four remaining open. You have heard the annual reports of our five other Officers. I will now fill in the reports of the other positions, which I am covering until we find volunteers to fill them.

#### Treasurer

It was a very unusual accounting year due to the change in our corporate structure. For government reporting purposes, only the transactions of the last few months since formation of the new corporation count. However, to get a true picture of our finances, I have included all of the relevant transactions from both the Foundation and the STTC in our full accounting reports for the year.

Also, we received a large anonymous cash donation mid-year to use to defend ourselves from the legal challenge, with any leftover funds available to our club use. Fortunately, I was able to mount our legal defense and reach the settlement without expending any of that money, and

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we eventually used those funds for our new table purchase, which I will explain in detail shortly.

Our full Profit & Loss Statement for the year, which will be currently available on our website and will also be included as part of the minutes of this meeting, shows a total of \$29,870.84 in income for the year, a total of \$29,653.70 in expenditures, leaving us with a net profit of \$217.14.

However, to give a better financial picture of how we operate, I also prepared what I call our "Regular" Profit and Loss Statement, that excluded the large anonymous donation and the subsequent transactions related to our new equipment purchase. It also excludes the recent transactions for our Clearwater Winter Open tournament coming up later this month, and for our Bright Sunrise Campaign 2016 fundraising, which are all related to our 2016 fiscal year rather than the 2015 fiscal year. This report, which also is available on our website and will be part of the minutes of this meeting, shows \$14,545.84 in income, \$12,735.46 in expenditures and a net profit of \$1,810.38.

I also prepared a third report, which I call our "Core" Profit and Loss Statement. It takes our "Regular" statement and excludes from it all the income and expenditures related to the special programs for the STTC, including the Senior Clinics, Junior programs and such. So the statement accurately reflects the finances of our core activities, which are the daily scheduled play, our tournaments and the Summer Camp program, which we operate as part of our agreements with the City of Clearwater that get us free court rentals for our play at the Long Center and Ross Norton. This statement shows a total income, which came from Memberships and Tournaments, of \$ 9,334.84; total expenditures of \$ 8,898.64; and a net profit of \$436.20.

So our actual P&L shows a net profit of \$217.14, our regular P&L shows a net profit of \$1,810.38, and our core P&L shows a net profit of \$436.20. In addition, we had a special situation in 2015 where we cancelled one of Dr. Dan tournaments just before the scheduled date at the request of the Long Center, and received free court rentals for the remaining three Dr Dan tournaments during the year, for a savings of close to \$1,000.00.

So what this all means is that we have been operating essentially at break even. It also means that now that we are our independent organization, if we wish to conduct any of our special programs, we must raise the donations ourselves from our Members and community sponsors to cover the costs of those programs, something that in the past was done for us by the Foundation.





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While we are termed a “nonprofit charity”, that does not mean we are supposed to operate at “no profit”. It actually means that the organization is required to conduct only activities which fall under our charitable purpose, which in our case is education, and that any profits which we generate are not funneled to the benefit of private individuals, which is what happens in the case of a for-profit enterprise. In order to expand our programs, or even to meet the inevitable situations which will arise and require special expenditures, we need to operate at much better than just break-even.

The last financial report is our Balance Sheet, which currently is all good news. Our depreciable assets, which is the tables that we own, show a value of \$19,887.20 at the end of the year, and our cash on hand stood at \$13,284.23. This cash is mostly reserves that gives us a strong cushion against unforeseen circumstances. The Board of Directors also has already approved expenditure from these reserves as needed for our 2016 programs, as described in our Bright Sunrise Campaign, should the full amount of donations not come in. This allows us to go forward with these programs for the year, without waiting for the donations to arrive. At the end of this year, we will reevaluate the programs against the donations, and cut back for 2017 if necessary.

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In 2015, we also made a large equipment purchase, which included 70 barriers for \$1,400.00 and 20 tables with nets for a little over \$14,992.53, giving us 20 uniform tables and a full set of barriers for our tournament setups. The \$8,000 anonymous donation was applied to this purchase. We also had an agreement with Florida Sports Foundation to give them ownership of eight of those tables for two years for a \$6,000.00 contribution towards the purchase. As part of that agreement, we provided the equipment and support team for the Table Tennis Championship during the 2015 Senior Games, and will do so again at the end of this year. We also de-acquisitioned six of our old tables that came out of Long Center, for a total of \$2,325.00 in donations, for \$163.00 in moving costs. So in the end, our 20 new tables and nets cost us just \$6,830.53, plus the barriers for \$1,400.00; so we spent just \$230 over the \$8K donation. We also have another nine used tables in storage, which we may use at some of our locations for may de-acquisition as well.

#### Programs Director

The Programs Director is responsible for the programs which we run on a regular basis for the benefit of our Members. In 2015, our programs included our regularly scheduled play at four locations in Pinellas County, our Senior Training Clinics with Coach Gary, our Junior Training with Coach Yani, and the private lessons by our Club Coaches.

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For the regularly scheduled play at Long Center and Ross Norton, we receive free court rentals from the City of Clearwater. Under our agreements with them, we are required to provide all the equipment, do all the set up and take down, and provide our Summer Camp Program, which gives one to 1 ½ hours of play time each Wednesday during the City's summer camps at three locations: Long Center, Countryside and Ross Norton. The City also forbids us from requiring Memberships from our participants at the City locations, although we can ask for Membership donations from the players or require them for participation in our special programs. Just not for regular play or tournaments with free court rentals. Because we are getting the free court rentals, we also do not get priority usage of the courts. If any other group wants to rent the court at our scheduled time, regular play or tournament, we get kicked out.

At St. Pete, it is required to either have an STTC Membership to play, or pay an extra \$2 each session which goes to the STTC. At Rigsby in Safety Harbor, there is currently no Membership requirement or club fee for non-Members.

There are six Senior Training Clinics with Coach Gary approved for 2016, scheduling permitting, where the club subsidizes half the coaching fees. We also have six Member Training Clinics approved for 2016 with Yani, which will be open to all Members. But we need to have a volunteer who will oversee these clinics before we can start them up.

The Junior Training program in 2015 was quite lackluster, with currently just three participants. I'm not certain how it got to that situation, but I think a lot of it is the language barrier as Yani's English skills are still minimal, although improving. To expand the program in 2016, we are playing to her skills by providing Yani with the support to promote the program in the Chinese community. We prepared 100 new flyers which she will be distributing at the Chinese New Year celebration next month at the Clearwater Chinese School. We are also starting our new Junior Merit Awards program for 2016, to encourage more participation by Juniors in our sport, and provide a subsidy to those Juniors who are dedicated to participating in table tennis.

Coach Gary and Coach Yani continue to be our official Club Coaches. For their private lessons, we allow them use our equipment and provide them with training balls. We are not requiring club Membership of all their students, or payment of a one-day coaching pass fee to go to the club for lessons to non-members.

Although Coach Yani was certified in China as a coach, she does not have USATT certification. She will be completing her first two years of USATT membership at the end of May this year,

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which is a prerequisite to certification. She will then complete her requirements and application for USATT certification.

#### Tournaments Officer

We held five tournaments in 2015, two USATT-Sanctioned tournaments and three for our Dr Dan series. The five tournaments generated a total of \$1,655.68 in profit, although for an accurate picture this should be adjusted to about \$700.00 taking into consideration the free court rentals we got for our Dr Dan tournaments from the Long Center, which won't apply this year.

There are six tournaments scheduled for 2016, two USATT-sanctioned and four Dr. Dan. This year, the Winter Open will be a new format, with ten events limited to a maximum of 16 players each, utilizing the three full gym courts. The Fall Open will be our usual 52-player round robin format, in 2 courts.

Our agreement with the Long Center gets us one free court rental for each tournament. Shaun, the head of the Long Center, just considers this an extension of our regular Saturday play. We also get the special discount rate of \$35/hour for court rentals when we use more than one for our tournaments. At the moment, due to the drop in our Membership income of about \$1,300.00 per year for the last two years, since the City told us that we can no longer require Memberships, Shaun has given us free court rentals for our USATT-sanctioned tournaments to make up the difference for us. This also locks in our court reservations for these tournaments – we can't be kicked out by another group wanting to rent one of those weekends. Once our Membership donations recover, we will no longer get those free court rentals and locked-in reservations. Also, if the two USATT-sanctioned tournaments didn't show enough profit to cover the \$1,300.00, we would lose that deal because Shaun wouldn't see it as a successful way to make up for that money for us. Bottom line, we should probably just plan that this year will be the last for this special deal.

Keith will continue to run our tournaments for the time being, although there is no firm commitment from him on how long that will last.

#### Outreach Officer

Bill covered our outreach plans for 2016 from his position as Vice President. Hopefully we will get a volunteer to take the Outreach Officer position and others to help to run these programs, which are designed to reach out into the community and get us more recognition



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and participation. The one Outreach program we are obligated to continue is the Summer Camp Program with the City of Clearwater. Keith will not be running this program this year, so we are in need of some other volunteers to do it.

Budget

My proposed budget includes \$14,450.00 in projected income and 13,370.00 in expenditures, for a projected net profit of \$680.00 for the year.

**2016 Budget**

**INCOME**

Income, Contributions: Fundraising Campaigns: Bright Sunrise Campaign	5,000.00
Income, Contributions: Memberships, Basic	3,300.00
Income, Facilities:St. Pete Beach	450
Income, Tournaments:Tournament Entries	5,700.00
<b>TOTAL Income</b>	<b>14,450.00</b>

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**EXPENSES: CORE PROGRAMS**

Equipment Acquisition	1,000.00
Events: Educational Seminar	150
Management Expenses:Corporation Fees	70
Management Expenses:Equipment Repairs	250
Management Expenses:Insurance	525
Management Expenses:Office Supplies	250
Management Expenses:Printing & Promo Materials	200
Management Expenses:Table Moves:Truck Rental	150
Promotional Activities:Fundraising	350
Promotional Activities:Promotional Items Printing	150
Promotional Activities:Website	125
Tournament & Training Supplies:Balls	100
Tournament & Training Supplies:Cardboard	300
Tournament & Training Supplies:Nets	150
Tournaments:Food & Drinks	650
Tournaments:Long Center Court Rental	1,260.00
Tournaments:Prize Money	2,035.00

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Tournaments:Registration Services	425
Tournaments:Tour Fees	100
Tournaments:Trophies	580
Tournaments:USATT:Affiliate Fee	75
Tournaments:USATT:Certificate, Sanction Fees	300

**EXPENSES: SPECIAL PROGRAMS**

Programs:Junior Programs:Junior Merit Awards	1,000.00
Programs:Junior Programs:Summer Camp	575
Programs:Member Programs:Member Clinics	1,200.00
Programs: Outreach Programs	600
Programs:Senior Programs:Senior Clinics	1,200.00
<b>TOTAL Expenses</b>	<b>13,770.00</b>
<b>Net Income</b>	<b>680.00</b>