



Sunrise Table Tennis Club, Inc.

A 501(c)(3) Public Charity Organization

MEETING MINUTES

Jan 21, 2023
Long Center

Members Attending:

John Reynolds, *President*
Sam Surdi, *Vice President/Publicity*
Page Harris, *Secretary*
Kim Adams, *Membership*

Martin Shapiro, *Treasurer*
Conrad Fisher, *Programs Director*
Carolyn Adams, *Advisory Board*
Rudy Santo, *Advisory Board*
Cathy Morgan, *Member*

Meeting called to order at 10:30 am.

John Reynolds (President) nominated Sam Surdi for the Vice President position and Page Harris for Secretary. Officers voted unanimously to approve both appointments.

A resolution was submitted and approved for Kim Adams (Membership Officer) to be added as a signatory on the STTC banking accounts at FloridaCentral Credit Union.

Vacant positions: Outreach Officer, Fundraising Officer, and Tournaments Officer

Sam Surdi will continue fulfilling the duties of Publicity Officer while serving as Vice President.

Our club's current sponsors include Queen's Pizza, Paddle Palace, and Nittaku.

[Individual Officer Reports are included at the end of the Minutes.]

Club Business and 2022 President's Report - John Reynolds, President of STTC.

The club is recovering from the effects of Covid on overall operations and member participation. Membership is down slightly, but we are seeing some new faces and returning players. A club priority for 2023 is to attract and gain new members in order to strengthen the club's position going forward.

The primary playing locations for STTC remain the Long Center and Ross Norton recreation centers. John Reynolds is the facility manager for the Long Center and Morningside. Ross Norton's facility managers are Conrad Fisher and Gary Fraiman.

Our club has 48 total tables. There are tables at Rigsby and Countryside which are still in good condition. Countryside has three tables but that location does not currently have USATT club membership. Maintenance is needed on multiple Long Center tables, as well as one table at Ross Norton. These tables are Space Saver 22's and exhibit some signs of heavy use such as

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slight sagging in the middle, damage to the playing surface or corners where the net clamps go, and issues with the wheels/wheel locks that affect smooth transport of the tables.

Our club is running the Good Life Games Tournament in March at Ross Norton. John Reynolds is the GLG Table Tennis Game Director and point of contact for the tournament. Volunteers will be needed to assist with running the event which is on March, 11th 2023.

The Junior Day Camps were cancelled by the Summer Recreation Department for 2022 and we have not been contacted to set up a program for 2023.

Coaching: John Reynolds and Gary Fraiman are coaches in our club. Daniel Gorak has been added as a coach in our club as well. Page Harris is USATT-Certified as a Club Coach and assists Coach Gary Fraiman and Valerie Rolph with the Para program.

Last year (2022), two tables were de-acquisitioned and the club acquired two Butterfly Space Saver 22 tables for Ross Norton. There are now 10 Butterfly Space Saver 22 tables at Ross Norton.

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There was a timely discussion on how to best manage table time during our busiest playing sessions. We have seen an increase in members training with specific partners and spending extended periods of time on a table. It was agreed that a renewed focus on enforcing club rules during busy periods is essential. The club playing rules are being revised and will be posted at our playing locations for members and guests to see. Additional discussion will be needed on how to define training vs. coaching, since coaching requires specific certification to comply with the rules of the recreation centers where we practice.

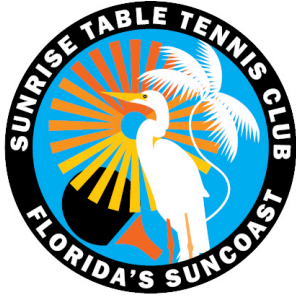
John Reynolds informed the club that a new robot will be purchased in 2023 replacing our current Newgy robot.

Martin Shapiro gave the Treasurer's Report for 2022.

Club membership is trending down. This does not present an immediate problem but we need to focus our efforts on increasing membership to ensure the club's future. We need to attract and maintain members.

John regularly sets up two tables on Saturdays in the Long Center for beginners and junior training. Conrad suggested using coaching as a way to motivate new players to practice at our

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club and join as members. There was additional discussion on this topic focused on setting up more tables for beginners and new players during a specific time period on Saturdays to ensure they get sufficient playing time and get acquainted with the club. Martin added that we can consider advertising these beginner-play sessions in TBT Weekly, The Patch, and on Nextdoor.

It was noted that we are losing members due to age, injury, and the increased popularity of pickleball. Table tennis is also a challenging sport which has a steep learning curve. As officers, we must be kind and welcoming to beginners and visitors in order to help them have a good time. Our club members may need to be reminded of this every so often.

Fundraising is down and not in the budget for this year.

Martin proposed the budget for 2023 and it was approved unanimously.

Kim mentioned it may be possible to have the club's excess cash earning a higher interest rate, which will be looked into when possible.

Kim Adams gave the Membership Report for 2022.

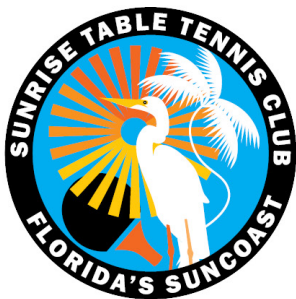
The decline in membership can mostly be attributed to an aging group, therefore a main club goal will be attracting younger players to join the club (juniors and young adults). It was agreed that increased membership numbers will be our priority rather than raising the club membership fees at this time. STTC currently has 133 members with 114 paid. Our goal will be promoting the timely payment of dues by members who are playing regularly, as well as finding ways to incentivize membership and promote its benefits.

Conrad Fisher gave the Programs Report for 2022.

The current facility managers were outlined along with the plan to recruit additional managers from our membership base. Current programs include Para, Veterans, and Junior Coaching. The monthly STTC League ("Clash for Cash") utilized a couple different formats and provided cash prizes and awards.

A discussion was had on the possibility of promoting table tennis in schools in order to recruit more members and increase youth participation. Demonstrations, exhibitions, and clinics were suggested. The recent Junior Training program for 2022/2023 Winter Break did not receive

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much interest, most likely due to a short lead time for promotion. A focus on summer camps for juniors may be viable and promotion should start well in advance.

Conrad would like the club to run four events during 2023 in order to raise money and increase participation among our members. We have some medals to provide as prizes. A team league is another goal for 2023 with potential for cross-club collaboration (Sarasota, Lakeland, etc.), as well as finding ways to increase participation from junior and female players.

Sam Surdi gave the Communications Report.

We have over 1,200 contacts, with our best method of outreach being Facebook (1,382 followers). There are around 120 active members. Ross Norton has a Facebook page as well that focuses on the weekly playing schedule along with any changes.

For Public Relations, we have had minor schedule disruptions due to various events and gym scheduling conflicts. The email newsletter blasts continue to go out and we have gained some new players from our internet communications and Facebook. We did not spend any money on advertising in 2022.

Sam will continue PR duties while serving in his new role as Vice President. Page has begun posting table tennis content on YouTube (Tampa Bay Table Tennis) and will work with Sam to help promote our club and attract new members with video content.

Carolyn Adams will continue working with the club as part of our club's Advisory Board. This was voted on and approved unanimously.

Everyone in attendance thanked Carolyn for her substantial contributions to the club, for which we are all very appreciative. We also recognized Rudy Santo for his work on the Advisory Board as well as making robot repairs. Additionally, Kim Adams was recognized for serving as Membership Officer for over one year and Martin Shapiro for continuing to manage the duties of Club Treasurer. All of the club's officers and their contributions are appreciated.

Lastly, it was noted that the club still needs volunteers to fill in additional officer roles as well as to assist with our normal club operations.

Meeting adjourned at 11:58 am.

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President's Report – John Reynolds

Goals and Plans for community outreach programs, events and alliances for the current year.

> Officer Positions and changes

> **Retirements & resignations**

- Ed Curran, VP, resigned due to injury

- Carolyn Adams, Secretary, resigned due to personal reasons.

➤ **New Appointments**

- Sam Surdi, Move from Publicity Officer to Vice President

- Secretary, pending, temporary Kim Adams

➤ **STTC, Play Locations:**

> The Long Center (22 tables), Ross Norton (10 tables) Morningside (10 tables),
Countryside (3 tables), Rigsby Center (2 tables)

- Coach Gary & Conrad Fisher, Ross Norton club manager.

➤ **STTC Tournaments:** Two Club Challenge tournaments, completed. One Club Challenge, One Handicap tournament. 2023, Pending, 4 Club Challenge, One Doubles, One Sand Paper Event

> Assisted Senior Games, Pinellas County, Good Life Games 2022

> Will run the 2023 Good Life Games March 11, Ross Norton

> Total Profits & awards, tournaments, Conrad review

>Friday Night Smash – conducted by Conrad

➤ **Junior / Open Programs**

> Summer Camps at Recreation Centers, Discontinued due to younger age groups

> One Junior Clinic over Christmas Holidays at Long Center, discontinued one week.

> Purposed, Junior Clinic during the summer

➤ **Member Training Program** (Clinic), Coach Gary, assisted, John Reynolds

> The Long Center (Newgy robot)

> Private lessons, Coach Gary, USATT, ITTF Certified, Safesport Certified

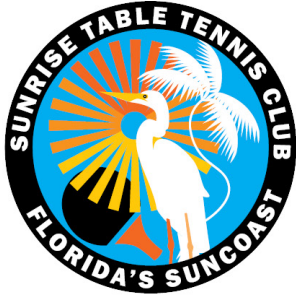
> Private lessons, Coach John, USATT, ITTF Certified, Safesport Certified

➤ **Table Realignment**

-Two Tables sold / Ross

- Purchased two new Butterfly tables / Ross Norton (Ross now has 10 Butterfly, Space saver tables.

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- **Club Sponsorship**
 - > City of Clearwater Parks & Recreation Department
- Long Center: Volunteered, Play Day, All Events, Table Tennis Exhibit.
 - > Paddle Palace
 - Nittaku Tournament Balls (all STTC Tournaments)
 - > Queen's Pizza
- **Goals and Plans 2023 / Projected Expenses**
- **Member Training Program** (Clinic), Coach Gary, assisted, John Reynolds
 - > The Long Center
 - > Private lessons, Coach Gary, USATT, ITTF Certified, Safesport Certified
 - > Private lessons, Coach John, USATT, ITTF Certified, Safesport Certified
- **STTC Club Christmas Party** - Discontinued

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Projected Expenses / Plans 2023 Total Cost

- Tournament Training Supplies: Balls	\$100.00
- Tournament Balls - (donation by Paddle Palace)	\$000.00
- Tournament Training Supplies: Cardboard	\$125.00
- Tournament Training Supplies: Nets 4 (@\$50)	\$200.00
- Tournament Training Supplies Rackets	\$11500
- Tournament Training Supplies Robot	\$750.00
➤ Misc. Tournaments, supplies, etc. (as needed)	<u>\$000.00</u>
Total Projected:	\$1,290.00

Projected Core & Special Programs Expenses / Plans 2023 Total Cost

- **** Martin Budget Review**

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Income / Plans 2023 Total Cost

- Income, Contributions: Memberships
- Income, Programs: League

INCOME

Income, Contributions: Memberships	3,900.00
Income, Programs: League	25.00
TOTAL Income	3,900.00

EXPENSES: CORE PROGRAMS

Management Expenses:Corporation Fees	70.00
Management Expenses:Equipment Repairs	200.00
Management Expenses:Insurance	850.00
Management Expenses: Credit Card Processing Fees	75.00
Management Expenses:Office Supplies	150.00
Management Expenses:Printing & Promo Materials	150.00
Management Expenses:Table Moves:Truck Rental	150.00
Promotional Activities:Promotional Items Printing	150.00
Promotional Activities:Website	15.00
Tournament & Training Supplies:Balls	100.00
Tournament & Training Supplies:Cardboard	125.00
Tournament & Training Supplies:Nets	200.00
Tournament & Training Supplies:Racquets	115.00
Tournament & Training Supplies:Robot	750.00

EXPENSES: SPECIAL PROGRAMS

Programs:Junior Program	0.00
Programs:Senior Program	0.00
Programs:Umpire Training	100.00
TOTAL Expenses	3,200.00

Net Income 700.00

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Treasurer's Report – Martin Shapiro

STTCI Annual Treasurer's Report, January 2023

Martin Shapiro, Treasurer

For the year 2022

Total Income: \$6,088.36

Total Expenses: \$3,198.97

Net Profit: \$2,889.39

Cash on Hand on January 1, 2022: \$26,930.96

Cash on Hand on December 31, 2022: \$29,819.75

Table Inventory Value on January 1, 2022: \$10,250.63

Table Inventory Value on December 31, 2022: \$ 7,759.85

Tables De-Acquisitioned: 2 for \$450.00 in donations.

Tables Acquired: 2 Butterfly for \$1,853.00 (price increased by \$200/table)

Tables Depreciation in 2022: \$3,918.32

EOY Table Inventory: 48 tables

Tables at End-of-Life Depreciation: 23 (20 Europa and 3 Killerspin)

Table that will reach End-of-Life in 2023: 3 (Joola)

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Chart of Income Sources (excluding tournaments, programs & equipment) and Annual Profit/Loss

	2015	2016	2017	2018	2019	2020	2021	2022
Memberships, Basic	\$2,794.00	\$3,820.00	\$3,270.00	\$3,530.00	\$3,645.00	\$4,020.00	\$4,730.00	\$3,868.50
Memberships Add-ons	\$75.00	\$120.00	\$215.00	\$110.00	\$575.00	\$200.00	\$640.00	\$235.00
Fundraising Campaigns	\$1,800.00	\$1,285.00	\$0.00	\$0.00	\$0.00	\$825.00	\$375.00	\$220.00
Other Cash Donations	\$300.00	\$32.00	\$0.00	\$0.00	\$286.00	\$0.00	\$0.00	\$0.00
Daily Fees	\$454.00	\$327.00	\$56.00	\$0.00	\$0.00	\$0.00	\$15.00	\$93.00
TOTAL	\$5,423.00	\$5,584.00	\$3,541.00	\$3,640.00	\$4,506.00	\$5,045.00	\$5,760.00	\$4,416.50
Total Income	\$29,870.84	\$13,732.40	\$15,739.61	\$11,690.04	\$12,861.21	\$11,978.95	\$7,959.73	\$6,088.36
Total Expenses	\$29,653.70	\$12,000.08	\$14,544.67	\$8,342.29	\$9,294.86	\$10,184.13	\$6,206.88	\$3,198.97
Profit/Loss	\$217.14	\$1,732.32	\$1,194.94	\$3,347.75	\$3,566.35	\$1,794.82	\$1,752.85	\$2,889.39

Income from memberships is significantly down. Note that the membership dues were raised in 2020. Please refer to Membership report for actual number of members. Fundraising income is also down, and no fundraising income is anticipated for 2023 (no fundraising projects have been proposed).

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This year's proposed budget is based on last year's income and expenses. Although tournaments may resume this year, I have not included any in this year's budget as they may or may not take place, and in any case they usually more than cover their own expenses. Hopefully any tournament that does take this place will attract enough players to be profitable.

There are no table purchases anticipated for 2023. The budget for 2023 does include the purchase of a new robot.

Secretary's Report - Carolyn Adams

Book of Records

I continue to maintain the Book of Records. It 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.

Communications

Our email system receives many inquiries each year which I answer or pass along to whichever officer is knowledgeable in that area. There were several inquiries for Member Training this year. Martin has taken over this task since my resignation in November.

Personnel

There were 6 BOD officers in 2022:

- John Reynolds, President
- Carolyn Adams, Secretary
- Martin Shapiro, Treasurer
- Sam Surdi, Communications
- Kim Adams-DiPiero, Membership
- Conrad Fisher, Programs Director

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Carolyn Adams resigned in November as Secretary. Ed Curran resubmitted his resignation as Vice President. The results of serious injury will not allow him to return to STTC.

Open positions are Secretary, Tournaments Officer, Outreach Officer, Fundraising Officer and Vice President.

Rudy Santo, Bill Robbins, Valerie Rolph and Gary Fraiman are ABBS members.

Membership Report - Kim Adams

Membership Count as of 12/31/22

Total members	133
Paid memberships	114
Individual	87
Family	16
Seasonal	6
Non-paying	14
Junior	5

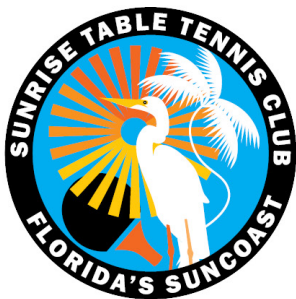
Total Membership Revenue	\$4,104
Excess Membership	\$ 235

Summary

The Club lost a net of 8 members in 2022 bringing the total to 133 which is 13 shy of the record set in 2016. Total revenue from memberships was \$4,104, falling short of 2021's total by \$626. Extra donations declined by \$405 to \$235.

The annual membership count has averaged 125 in recent years with a low in 2014 of 72 and a high in 2016 of 146. With 74% of members reporting dates of birth, the mean age is 56. Consequently, the attrition rate could increase in the coming years.

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Items for Discussion

- Encouragement of timely payment by members and reinstatement of membership by expired members who are playing regularly.
- Solicitation of new memberships.
- Consideration of inconveniences for those playing without paying dues.
- Consideration of potential increase in the annual membership fee as the demand is likely inelastic and the current fee structure is low compared to other clubs

Programs Report – Conrad Fisher

Section 5.6 - Programs Director: The Programs Director shall have primary responsibility for the creation, appointment and activities of the Program Managers, Committees and Facility Managers as described in Article VI, to carry out the programs and special activities of the Club. The Programs Director shall ensure that the Program Managers and Facility Managers organize and carry out their assigned programs and activities; recruit volunteers for the Committees; provide reports to the Board of Directors on the activities and accomplishments of the Managers and Committees; and in general, shall perform such duties as may be assigned by the President or by the Board of Directors from time to time.

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Facility Managers:

Gary Fraiman, Conrad Fisher - Ross Norton
John Reynolds – The Long Center, Morningside

Program Managers:

Gary Fraiman, John Reynolds and Valerie Rolph
Coaching is being conducted by Gary Fraiman, John Reynolds and Daniel Gorak.

Programs and coaching for veterans: The veterans program has recruited 4 new players to the USA Para table tennis team. Valerie reports that they now have 5 players who have been meeting weekly for the past year. In the upcoming year, many of these players will be playing in sanctioned tournaments.

Junior Programs: Coach Gary and Coach John have continued to run their annual summer coaching camps for juniors and they conducted a holiday clinic for juniors from 12/27/22 to 1/5/23.

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This past year: We co-sponsored the Pinellas Good Life Games TT Tournament and we will be hosting this again on March 11th at Ross Norton. We conducted 11 monthly round robin league events utilizing various formats. We call it the “Clash for Cash” and the participants are known as the “League of extraordinary table tennis players”

February - 6 players

March - 11 players

April (51 point handicap) - 24 players

May – 6 players

June (51 point handicap) – 9 players

July – 13 players

August – 20 players in two divisions (pros and Joes)

September – 11 players

October – 16 players (Pros and Joes)

November – 5 players

December – 10 players, 5 competing in the monthly “Clash” event and 5 in the season ending Clash of Champions tournament. We had 8 players qualify, but lost 3 due to rescheduling the event.

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We gave cash prizes to the monthly winners and runners up in events with 6 or more players and awards for 1st place in events with fewer players. I donated a trophy the “Clash of Champions Cup”, a perpetual trophy that will be awarded to and engraved with the name of the annual winner of each year’s Clash of Champions tournament. An anonymous donor provided the \$100 winner take all prize purse for this year’s tournament. This year I am implementing a rule that would allow us to invite a limited number of club members to participate even if they haven’t otherwise qualified to insure a full 16 player field.

New Business: This year, in addition to the Clash events, which I may pare down to every other month, I would like to promote season long league play with 4 player teams, hopefully 6 to 8 teams with each team playing every other team at least 3 or 4 times during the season. We would have team captains draft interested players to ensure some competitive balance and alternates could be called up in the event of illness or inability to play. The league play may prove popular with those players who like doubles as league play would entail 4 singles and 1 doubles match.

Goals: Sanctioned tournaments, Junior play, and increased women’s participation.

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