

Brookwood Swim & Tennis Club, Inc.
March 2020 Board Meeting

Tuesday, March 10
Edgewood City Building

Meeting Minutes

- I. Call to Order

- II. Roll Call
 - a. Present: Ryan Fitzpatrick, Jeff Burg, Bree Martin, Brandon Napier, Dave Phelps, Katie Robbins, Justin Slusher, Matt Suedkamp, Matt Thompson, Kate Wiseman
 - b. Absent: TJ Day, Greg Webster
 - c. Guests: None

- III. Review/Approval of February 2020 Meeting Minutes
 - a. Unanimous approval of 2.11.20 minutes

- IV. Preseason Opening Projects
 - a. Justin, Dave, Matt S., TJ and Ryan conducted a walk thru; we're in pretty good shape due to the mild winter; however, much needs to be accomplished before opening
 - b. There are 5-6 things Cliff will need to do; Ryan said there will be a meeting in a few weeks to discuss; items include baby pool leak, things pointed out during pump inspection (need to prioritize), typical startup items
 - c. We'll likely be getting a new inspector this year
 - d. There isn't a lot of financial investment needed as much as manpower/time to tackle things like staining, painting, pruning, pressure washing
 - e. Ben is going to create a map that people can shade in as they go (particularly for pressure washing), so we don't duplicate efforts
 - f. Need to find volunteers to lead different efforts; once Grounds has prioritized what needs to happen and when, we can reach out directly to individuals or create/distribute a signup genius to solicit volunteers; decision was made not to publicize project list on Facebook
 - g. No longer have Porter Paints \$1,000 discount; may need to look elsewhere

- II. Membership Update
 - a. Invoices are going out today and tomorrow (info has been there for 10 days)
 - b. As of today, we are at 73 paid: 30 singles, 30 2-person, and 50 families

- c. Jeff and TJ are setting up a time with David to go over the software so he can sell and register on site
- d. Discussed guest passes: could give each member two free and put in a koozie when they walk in the first day
- e. Discussed raffle options for folks who pay by certain date(s)
- f. Discussed looking into opportunities to create/distribute flyers at childcares and schools (KinderCare, Erlanger Elsmere Schools, Kenton County School District, St. Henry, Mary Queen of Heaven, Holy Cross, St. Pius), and maybe in the Edgewood newsletter; could include swim team info, BYO food and drink, etc
- g. Discussed yard signs; could find those and ask members to put out; perhaps offer \$25 concession stand credit for doing so
- h. Discussed approaching people who didn't pay dues last year; could send them a letter about what they are giving up, and remind them that their fellow members paid the insurance, property taxes, etc, on their behalf; perhaps offer discount on dues this year
- i. Paul Woodring asked if the fire department can use Brookwood for SWAT training; could be an opportunity to promote our involvement/partnership with the community

III. Financial Update

- a. Matt T. stressed that we need to treat everything as seriously urgent
- b. Need to get all banner ad sales done by end of April
- c. Discussed possibility of reaching out to Edgewood City Council
- d. While we need cash flow, we do have a 9-acre piece of property and only a \$26k mortgage
- e. Andy has been researching new pool options/financing

IV. Marketing/Banner Ad Sales

- a. Banners will be ordered/printed late April
- b. TJ is maintaining a master list of targets
- c. Anyone can sell them, hand out the flyers, etc
- d. Banner ad flyer is on TeamApp for anyone who needs to access
- e. Discussed having a mass order printed
- f. Need to get the banner ad flyer out again on Facebook
- g. Could plan a day/event to go to businesses and solicit

V. Events

- a. Discussed adding Erlanger and Independence days in addition to Edgewood Day

VI. Swim Team

- a. Currently on the hunt for coaches
- b. Putting together some spiritwear

VII. Adjournment

ADDENDUM

On Monday, March 23, the Brookwood Swim Club Executive Board met in executive session, in response to COVID19, and voted unanimously to pass a resolution changing the club's mortgage payments to interest only for the next 90 days.