

TENNIS COMMISSION MINUTES
JUNE 15, 2023 - 10:00 A.M.
ADAMS TENNIS COMPLEX

Commission Members Present: Mr. Rick LaLance, Chair Pro Tem
Mr. Chris Massaro, Mr. Newton Molloy, and
Ms. Mary Elam Polk

Commission Members Absent: Mr. Dee Jernigan, Mr. Robert White,
Mr. Shawn Wright, and Dr. Gloria Bonner (ex officio)

City Staff Present: Mr. Nate Williams, MPRD Director
Mr. Thomas Laird, MPRD Asst. Director
Ms. Angela Jackson, Exec. Director of Community Services
Ms. Katie Driver, Staff Attorney

Mr. Rick LaLance, Chair Pro Tem, called the meeting to order and stated that there were only two items to discuss, the Beer Sales Policy and the Tennis Pro Policy. The May 11, 2023, Tennis Commission minutes will be presented for approval at a future meeting.

Mr. Laird said that the Beer Sales Policy for the Adams Tennis Complex (ATC) would be almost identical to the Golf Course beer policy, with some differences particular to each facility, such as the hours beer would be sold. Ms. Katie Driver said that the State of Tennessee will not allow the City to sell wine or liquor, or anything that is over 8% alcohol. Mr. Laird said that staff can talk to vendors to see what beverage options might be available that would be under the 8%.

Mr. Chris Massaro asked if the alcoholic beverages would need to be consumed inside the tennis complex or if they could also be consumed by the outside courts. Mr. Laird said that the Tennis Commission needed to decide that stipulation. Mr. Nate Williams stated that people should not be allowed to walk outside and across the parking lot to the eight tennis courts or to Kids' Castle.

Mr. Newton Molloy asked if the beer would be sold from the front desk area. Mr. Laird said that was correct. Mr. Molloy was concerned about where the beer would be stored for the sales. He didn't want the public to be able to grab it like they would grab a water or Gatorade. Mr. Laird said the beer would be in a locked mini-fridge and controlled by designated staff. Mr. Molloy mentioned that he was not a fan of selling alcohol at the ATC, except for MTSU events. Mr. LaLance wondered if there would be issues about patrons having too many beers. Mr. Williams said that the shop manager or designated staff would be properly certified/trained on selling beer and issues that go with it. Mr. Molloy asked about people going to the back parking lot to drink beer, wine, or liquor, or to smoke marijuana. Ms. Driver said that staff can always call the police if there are issues like that. Mr. Williams said that police do patrol there as well.

Mr. Massaro asked if the proposed policy was correct in indicating that someone 18 could sell beer, rather than someone who was 21. Mr. LaLance said 18-year-olds are allowed to sell beer at Kroger. Mr. Massaro further asked if all beer consumed at the ATC had to be purchased at

the ATC. Mr. Williams said people could not bring their own beer or alcohol to the facility and added that the policy could add a caveat that says alcohol had to be purchased at the ATC. Mr. Williams also thought it would only be sold from the front desk unless there was a beer permit for outdoor sales at special events. Mr. Williams asked that the commission decide the specific areas where the beer could be carried at the ATC. Mr. LaLance suggested it be allowed outside along the sidewalk adjacent to the building and under the awning on the side, in addition to inside the facility.

Mr. Massaro made a motion to approve the policy as discussed. Mr. Molloy seconded. Motion passed by unanimous vote.

Mr. Molloy announced that Spring Fling went well and that he was glad to see that the clinics for young people are being held outside in the sunshine where they can breathe the fresh air.

Mr. LaLance said that the next item of discussion was regarding the Tennis Pro Policy for the contract pros (the 1099 people), which will be different than the policy for the Head Pro (to be discussed at a later time). Mr. LaLance said that Mr. Eric Quiroz provided the proposed policy to the current pros with the numbers plugged in as decided by the Tennis Commission at the last meeting. Mr. Quiroz is expecting their feedback soon.

Mr. LaLance reviewed important points of the proposed policy. He said 1.a. and 1.b. under the Scope of Services were straightforward. He said Section 1.c. stipulates that the pro shall pay \$30 a court for each private or semi-private lesson on indoor or outdoor courts unless they agree to teach 3 hours a week for ATC-sanctioned programs for 40 weeks in a year, and then they would just pay \$20 a court for each private or semi-private lesson. Another part of the policy he shared was that Section 1.c.i. indicates that the contract pros will receive 75% of their hourly teaching rate for each hour that they assist with ATC programming. Mr. Massaro asked if there would be more classes in the summer. Mr. Quiroz said that there could be if there were more pros. Mr. LaLance and Mr. Massaro were interested in how and when the pros would work the required hours in order to get a discount on the courts.

Mr. Quiroz and Mr. Williams stated that staff will set the hours for the contract pros who agree to work ATC programs. The hours will be scheduled throughout 40 weeks in the City's Fiscal Year of July 1 – June 30. The staff understands that the pros will have other commitments, which will be considered when their ATC programming hours are set. Mr. Williams added that once the Head Pro is hired for the ATC, that person will take on the responsibility of the contract pro scheduling for ATC programming.

The commission members discussed other court fee options for the contract pros. Mr. LaLance said they had to remember that the contract pros needed to be incentivized, because they are needed to help the ATC run smoothly. The commission additionally discussed grandfathering in the two contract pros with their current contracts through June 30, 2024. The current pros would be expected to abide by the new policy when signing their contracts after that date. Mr. Massaro said he felt more obligated to the building and its viability, as well as obligated to the tennis community, than to the people who are employed at the building. He further said he was hesitant about grandfathering two people in with their old contracts for the next year.

The group went on to discuss how the contract pros might collect money from their clients and the extra fees that they may have through the payment outlets they use. Mr. Laird said the contract pros requested to go to this new system of collecting fees personally from their clients. He thought they should be able to handle whatever is involved with that process.

Mr. Molloy thought that value could be brought to the facility by producing excellent young tennis players through their lessons with good quality pros. Mr. Massaro mentioned that other pros could probably produce good players too. Mr. LaLance indicated that for ATC to survive, pros and programming were needed. Mr. Massaro said he knew that good pros could charge more to clients, while the new contract pros would have unproven skills and would charge less.

Ms. Mary Elam Polk expressed that she thought it would be best to keep the current pros happy, so they'll stay. She was concerned about less going on at the ATC right now, even though the free programming is enjoyable. She had also heard that memberships were down. Mr. Williams said they were up \$50,000. Mr. LaLance had seen that the program and clinic numbers were down \$150,000. Mr. Williams stated that some of that decrease in revenues had been collected again. Ms. Polk said she agreed with Mr. Massaro's comments about loyalty to the building and to the tennis community, but she also stated that the tennis community could take a big hit if the ATC goes from two pros to zero. They can help make money for the ATC. Mr. Massaro asked how many pros were needed. Mr. Laird said four or five were needed for current demands, and eight to ten eventually. Ms. Polk explained that new pros may prove to be helpful in raising revenue at the ATC as well, and she thought year-long contracts would be reasonable to see how things go at the facility during that time.

Mr. Massaro asked if the consensus of the group was to grandfather in the two current pros with their old contracts until June 30, 2024, and then create contracts for the new folks to choose between a \$30 court fee and not help with ATC programming or a \$20 court fee for their private and semi-private lessons if they do help as stipulated with ATC programming. Mr. LaLance asked what could be done if the pros don't like their arrangement six months down the road. Ms. Driver said that their contracts could be revised. Ms. Polk thought grandfathering the current pros would buy time, and they could help make money for the ATC.

Mr. LaLance said he needed a motion and summarized what the commission seemed to be agreeing to, which was to accept the policy as written and as discussed, including the addition on the policy as shown (to provide all tennis pros with one free court time discount on private lessons for each staff meeting or training they attend – but not more than one hour per week) and to omit the part of Section 1.e. that indicates the pros would pay for the nonmember fee or nonresident fee of their clients, if a fee were in effect at lesson time. Ms. Polk made a motion to approve the policy as indicated by Mr. LaLance. Mr. Molloy seconded. Motion passed by unanimous vote.

Mr. Molloy asked where the next Spring Fling would be held if the ATC courts were not ready for play from the renovations. Mr. Williams said it was a simple project and that the courts would be ready. Mr. Molloy still was interested in a Plan B. Mr. Massaro said that MTSU's courts would be ready in November and could be the backup plan for Spring Fling. Mr. Williams said that the ATC's work would just involve resurfacing, fencing, and the addition of a hitting wall and LED lighting. Ms. Polk asked when the Head Pro position would be presented to

Council for approval. Mr. Williams said it was on the agenda for this evening. Being no more business, the meeting was adjourned.

Meeting adjourned: 11:40 a.m.

Minutes Approved:

D. Edwin Jernigan, Jr.
Tennis Commission Chair

Nate Williams
Executive Director of Recreation Services