

LCTA Board Meeting Minutes

9-28-25 5:33 p.m. Carolina One Office, 2713 Highway 17 N, Mt. Pleasant, SC

Facilitator: Andrea Weinstein - President

Note Taker: Jen McCool - Secretary

Board Members Present: Andrea Weinstein, Nancy Pitcarin, Ken Edwards, Charlotte Gerber, Will Barrett, Bill Ennis, April Gift, Becky Williamson, Jen McCool, Val Mehta and Melinda Zegas

The meeting was opened by the President, Andrea Weinstein, at 5:33 p.m. The following items were discussed.

1. Town Hall Review/Assessment

- a. Attendance
 - i. Doty Park: 36
 - ii. MPR: 47
 - iii. LTP/DI: 36
 - iv. CTC: 26 registered to date
- b. Expenses: catering and gift cards to date \$2,062.92; approx. \$580.00 - \$700.00 for CTC
- c. Reimbursement from Southern in December: \$900 (\$300/ each Town Hall for 3)
- d. Members questions/concerns raised
 - i. Weather – LCTA will develop a weather regulation
 - ii. MPR courts – Mike Tinkey from the Town Council for the Town of Mt. Pleasant was on hand at MPR to discuss the courts directly with players
 - iii. 2.5 men player ratings – currently 2.5 Men are an LLAS (local league at state) flight; need to grow 2.5 men's league across the state
- e. Feedback - Players enjoyed meeting and interacting with board members
- f. Town Halls in 2026
 - i. Possibly move to later in the day on Saturdays due to 11 am matches; proposed time 1-3pm
 - ii. Possibly move to Sunday but would need to be later in the day to accommodate church goers; Sunday matches start at 1 pm

2. Player appreciation party at New Realm Brewery Review/Assessment

- a. Attendance:
 - i. 250 registered
 - ii. 90 attended – low attendance due to weather and potential storm
- b. Expenses
 - i. Facility including food and beverage: \$7,514
 - ii. Supplies: \$160
 - iii. Prizes (tennis bags and gift cards): \$600
 - iv. Box Seat donation (Bill Ennis): \$300
- c. Player appreciation party 2026
 - i. Stay at New Realm Brewery
 - ii. Bingo was a hit

3. Discussion of Possible LCTA registration fee increase

- a. Bill distributed charts showing the effect of USTA SC fee increases and the proposed budget for 2026
- b. USTA SC has increased fees for adult and junior leagues
- c. Championship fees have also gone up over the last few years
- d. USTA SC has been running a deficit for several years
 - i. Bill, along with Andrea and Nancy, has been talking with Jennifer Gregg and Linda Page regarding the fee increases
 - ii. The fall season will remain on Tennislink for 2026
 - iii. LCTA may move the fall season onto another platform starting 2027 to avoid paying additional fees to USTA SC

4. Initial 2026 Budget Discussion

- a. Bill Ennis provided a proposed budget for 2026
 - i. Income is based on an increased registration fee of \$25.00 (this amount is the national average)
 - ii. A newsletter will be released to the membership on November 1 announcing the fee increase
 - iii. Peiffer Cup is no longer included as a line item
 - iv. A line item for Facility Development Expense has been added in the amount of \$50,000 - This will include facility enhancements and player development
 - v. LCTA would like to contribute cabana benches to CTC, Maybank and MPR
 - vi. Beginning 2026 LCTA will reimburse full registration fees for advancing teams – we will also have more teams advancing to SC State Championships
 - vii. The LCTA event at COCO will include coordinators and captains (# is TBD)
 - viii. Bill Ennis reported a great 3rd quarter due to Max Tennis for fall
 - ix. After discussion, it was moved, seconded and VOTED UNANIMOUSLY APPROVING THE 2026 BUDGET

5. LCTA Player Gift “Selection Menu”

- a. Unit price decrease resulting in reduced costs via “bulk purchasing”
- b. Increased quality control with using one vendor
- c. Players will now have choice between one of four gifts or a donation to one of two charities approved by the LCTA – players will be given information on both charities
- d. Charlotte suggested donating to an organization for youth tennis in underserved communities

6. Board Members’ Goals, Objectives and Contributions for LCTA 2026

- a. Andrea asked all board members to send their goals and objectives by October 19, 2025

7. LCTA Storage Unit

- a. LCTA now has a storage unit located at 1154 Gregorie Ferry Road, Mt. Pleasant
 - i. Size 10x5x8 ft
 - ii. Approximately \$82/month
 - iii. Climate controlled
- b. Bill and Melinda have keys

8. LCTA Temperature Regulation: Bill and Val

- a. In response to concerns from players regarding the heat this summer, LCTA will now have a weather regulation for both hot and cold temperatures
- b. Val has looked up the regulations included in other CTAs' regulations
- c. Nancy suggested "real feel" at match time and at the facility
- d. Need to designate one weather source for consistency
- e. Either captain can choose to play or not play
- f. Captains can also play partial matches for those players not as affected by extreme temperatures

9. LCTA Regulations: "revision/tweak": Bill, Will and Val

- a. Streamline the regulations and remove ambiguity

10. LCTA Holiday Event

- a. Date/Time/Location: December 3, 2025 at 5:30 at DI Club
- b. LCTA Board members and Coordinators plus one
- c. Save the date notice – evite will be early October

11. Annual/Captains' Meeting

- a. Date/Time/Location: January 8, 2026 at 5:30 at DI Club
- b. Slate of LCTA Board Members on Slide
- c. Nominating Committee
- d. Honor Facility Directors of the year

12. Additional Discussions

- a. MPR will break ground June 2026 – delay due to permitting
- b. Rifle Range park will break ground 2025
- c. Need more courts in the N. Charleston/Summerville area

The next board meeting will be December 28 at 5:30 via zoom, this date may change due to the holidays

There being no further business, the meeting was adjourned at 6:33 pm



2026 Budget (\$25 Registration Fee)

Ordinary Income/Expense

Income

CPPG Funds	26,000
------------	--------

LCTA Participation Fees	<u>233,000</u>
-------------------------	----------------

Total Income	<u>259,000</u>
--------------	----------------

Gross Profit	259,000
--------------	---------

Expense

Advertising and Marketing	15,000
---------------------------	--------

Championship Fees	45,000
-------------------	--------

Sectional/National Fees	20,000
-------------------------	--------

Communications/Website	1,500
------------------------	-------

Conferences, Meetings	3,000
-----------------------	-------

Insurance	800
-----------	-----

Player Appreciation Event	12,000
---------------------------	--------

COCO Tickets	15,000
--------------	--------

National Tennis Week	5,000
----------------------	-------

Miscellaneous Expense	6,000
-----------------------	-------

SCTA Meeting	1,500
--------------	-------

Facility Development Expense	50,000
------------------------------	--------

Scheduler Compensation	10,000
------------------------	--------

Compensation	<u>42,000</u>
--------------	---------------

Total Expense	<u>226,800</u>
---------------	----------------

Net Ordinary Income	32,200
Interest Income	<u>3,500</u>
Net Income	<u>35,700</u>



Profit & Loss
2027 Budget (\$25 Registration Fee)

Ordinary Income/Expense

Income

CPPG Funds	26,000
------------	--------

LCTA Participation Fees	<u>185,000</u>
-------------------------	----------------

Total Income	<u>211,000</u>
--------------	----------------

Gross Profit	211,000
--------------	---------

Expense

Advertising and Marketing	15,000
---------------------------	--------

Championship Fees	45,000
-------------------	--------

Sectional/National Fees	20,000
-------------------------	--------

Communications/Website	1,500
------------------------	-------

Conferences, Meetings	3,000
-----------------------	-------

Insurance	800
-----------	-----

Player Appreciation Event	12,000
---------------------------	--------

COCO Tickets	15,000
--------------	--------

National Tennis Week	5,000
----------------------	-------

Miscellaneous Expense	6,000
-----------------------	-------

SCTA Meeting	1,500
--------------	-------

Facility Development Expense	50,000
------------------------------	--------

Scheduler Compensation	10,000
------------------------	--------

Compensation	<u>42,000</u>
--------------	---------------

Total Expense	<u>226,800</u>
---------------	----------------

Net Ordinary Income	(15,800)
Interest Income	<u>3,500</u>
Net Income	<u>(12,300)</u>



2026 Projected LCTA Fee Income:

LCTA 2026 Registration Fee:

Advancing Leagues:	\$23 per	\$24 per	\$25 per
Projected 11,000 Registrants	\$253,000	\$264,000	\$275,000
Tennis Link Fee (\$3 per registrant)	(33,000)	(33,000)	(33,000)
USTA Fee (\$9 per registrant)	<u>(99,000)</u>	<u>(99,000)</u>	<u>(99,000)</u>
LCTA Net Fee Income for Advancing Leagues:	\$121,000	\$132,000	\$143,000
Non-Advancing League (Fall)			
Projected 5,000 Registrants	\$115,000	\$120,000	\$125,000
Tennis Link Fee (\$3 per registrant)	(15,000)	(15,000)	(15,000)
USTA Fee (\$4 per registrant)	<u>(20,000)</u>	<u>(20,000)</u>	<u>(20,000)</u>
LCTA Net Fee Income Non-Advancing League:	\$80,000	\$85,000	\$90,000
Total Gross 2026 LCTA Fee Registration	\$368,000	\$384,000	\$400,000
Total 2026 Tennis Link Fee (\$3 per registrant)	(48,000)	(48,000)	(48,000)
Total 2026 USTA Fee	(119,000)	(119,000)	(119,000)
Total 2026 LCTA Net Fee Income:	\$201,000	\$217,000	\$233,000