



Kingston Tennis Club

P.O Box 621
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K7L 4X1

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February 23, 1994

Dear member, past member (or friend) of the K.T.C.

The good news is that we can begin our annual letter and membership appeal the same way we have for the past 67 years -- we are still here for at least one more summer. Our 68th season will begin Saturday April 23.

The bad news is that, while this summer is guaranteed, our continued existence, particularly at the Napier Street site, is precarious. Our ongoing attempts to negotiate with Queen's have so far proved unsuccessful. As you may recall in the Queen's letter of September 24 we were offered three options -- purchase the Napier Street property at market value, rent the property at market value or agree to Queen's plan to develop the West Campus facility.

We chose to pursue the first option. We obtained a current appraisal which valued the property at between \$350,000 and \$400,000. We based our offer on this appraised value, less some consideration for the fact that Queen's would not have to spend money developing West Campus and also for the fact that when Queen's purchased the property in 1953 for \$6,500 the price was a fraction of the appraised value at the time (\$18,000 to \$24,000). Taking these factors into account we submitted an offer of \$200,000 (copies of our proposal are available for interested members). We felt that this offer was reasonable but it was flatly rejected by Queen's. Their announced plan of action is to put the Napier Street property on the market at the most opportune time and to offer no concession to the Kingston Tennis Club.

Queen's has also stated that nothing would be done to develop the West Campus facility without the full cooperation of the Kingston Tennis Club. As our first option of purchasing the property appears to have been eliminated, we have agreed to continue to work with Queen's with the goal of developing a suitable facility at West Campus.

The second part of our letter begins with our annual financial lament. Between increased rents, substantially increased property taxes (which we are in the process of appealing) and a slight drop in membership, we ran at a deficit of approximately \$6,000 in 1993.

We need your membership money and we need it now! The good news is that we have decided to keep membership fees at the same low rate as last year on the theory that we would rather have 500 members at \$175 than 175 members at \$500. Once again we are offering our "early bird" special but we have moved the deadline to April 1.

MEMBERSHIP FEES FOR 1994 SEASON (including GST)

	Before April 1	After April 1
FAMILY	\$350	\$385
COUPLE	\$260	\$286
ADULT	\$175	\$193
STUDENT	\$115	\$127
JUNIOR	\$90	\$100

To build our membership base, we will offer our "early bird" membership rate to first-time-ever members all season. Guest fees will be \$7.00 per visit, and local residents may be guests only once per season.

Finally in a shameless quest for more money, to those of you who recognize that our fees are a bargain and who would like to make an additional financial contribution, we are making the following irresistible offer! In order to become a:

FRIEND of KTC	Add \$100 to your membership
SUPPORTER of KTC	Add \$200 to your membership
PATRON of KTC	Add \$500 to your membership

We will gratefully accept any contribution and will give them appropriate recognition, unless anonymity is requested.

We are pleased to announce that Peter Walker has agreed to return as pro for another season. We are looking forward to another successful season – singles and doubles leagues, socials, tournaments, lessons, our junior tennis program and warm weather! We hope to see our old members back and welcome many new members.

Yours truly,



George Clark
President

P.S. There may be one or two openings for stewards this summer. Anyone interested should apply to the club, P.O. Box 621, K7L 4X1 before March 15. Due to the popularity of the junior tennis camp and the demand for instructors, preference may be given to stewards with teaching experience.

P.P.S. Finally the announcement you have been waiting for – it's exciting, it's healthy, it's intellectually stimulating, it's coffee and donuts, it's copied from last year's letter, it's – CLEAN-UP DAY!! – Saturday April 16 at 10 A.M.! Please bring a rake and join us for an hour or two. The use of a pickup truck would be greatly appreciated. Don't let others have all the fun! (rain date April 23).

DEADLINE FOR PRE-SEASON DISCOUNTS APRIL 1 – OPENING DAY APRIL 23