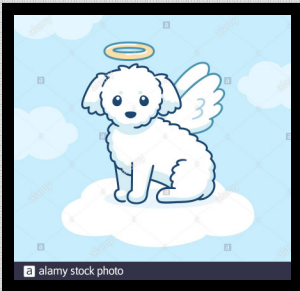


Trails Newsletter

May 01, 2023



Cookie in Heaven

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Spring Tennis

WHAT A GREAT TEAM THE TRAILS HAS! So great, in fact, that you might not even have noticed that Jan was on vacation for 3 Saturdays in a row, and many days inbetween, too. But the team of Lisa Winney, Mike Miller, and Dan Januszko did a great job of keeping the Trails Racquet Club running as smoothly as always. THANK YOU, Lisa, Mike, and Dan!

And those were challenging 2 weeks for them as the weather didn't behave all that great. But no worries, the team handled it well!

Having the confidence that the Trails

will continue to be run in an orderly fashion should calm those members who are a bit nervous about the club's future. More on those plans on the back page.

Other than that, it has been another good month at the club. It has finally started to rain a bit, which is always welcome. The upcoming weeks will be used by the club's maintenance staff to resurface all 8 courts. Your cooperation and patience while this important job is being done is appreciated. The work should be done by late May, weather permitting.

New Members

No new members in April. but that was to be expected. Not only was Jan gone for two weeks: in the other two weeks he was more focused on

finding the right buver for the club than finding new members. More on the former on back of this newsletter.

No New Annual Memberships (temporarily)

For those of our members who like the convenience and cost savings of prepaying their annual membership dues for a 20% discount. here is some news: temporarily there will be NO new annual memberships. All expiring annual memberships will be

rolled monthly (or to the end of June if so desired). By that time, there should be more clarity about the new ownership of the club. Members whose prepaid membership expires after June 30 are not affected by this change, for now.

Update On The Trails Racquet Club



What is the latest on the sale of your Trails Racquet Club headed, you ask? Here is an overview.

The initial flier at the front door of the club and word of mouth had already resulted in remarkable interest for the Trails. That interest increased further when the advertisement on the left was placed in a national printed tennis magazine popular among teaching pros. 4 interested parties contacted us, from New Jersey to Tampa to Chicago to Orlando. A fifth prospect will visit in early May. And some curiosity seekers stopped by, too, not surprisingly.

Among the interested people who visited were 2 former ATP touring pros and Davis Cup players as well as a current one. Incidentally, some members were present at some of those visits. Each of the visitors had a remarkably different vision of the club, from upgraded old style club to tennis academy to professional tournament site. In total, 4 concepts have been presented for the club so far. Some have the everything-will-stay-the-same vision, just with new

management. On the other end is a concept that does even not include membership in its current form, and also none of our current staff. Whew! The other 2 concepts are inbetween those extremes. All concepts include a substantial investment in upgrading the facility, which will benefit all players.

Strangely, the local entrepreneur with the Trails Boutique ALF idea didn't make another visit. Which probably means that idea went to sleep on April 02...

And just as a side note: being able to show that the club has full set of staff ready, willing, and able to work, and a membership that is super nice and vibrant is a big plus in the conversations with the prospects.

What comes next? Negotiations. Achieving the right price is most important, and finding an owner with the right vision is critical, too. Timing is less relevant, but it currently looks like a deal might get done faster rather than slower. You will hear about it as soon as we know more, of course.

Dear members of the Trails Racquet Club,

With all that excitement about upgrades in the air, it will be even more fun to hit tennis balls at the Trails these days. So come out and have fun before it gets too hot. As you know, the staff at the Trails Racquet Club is always interested in setting up matches for you. Looking forward to seeing you on the courts often. Happy Trails,

Jan Buerener & Team

