

**Hillsdale Swimming Pool Commission  
Regular Meeting  
May 11, 2020**

Call to Order by Chairman Roe Metz @ 7:06pm

**Roll Call:** Managing Director Patty Hughes, Chairman Roe Metz, Linda Parisi, John Inserra, Dan Sullivan, Roseann Heytink, Liaison Councilwoman Abby Lundy

**Absent:**

**Late Arrival:**

**Early Departure:**

**Council Members: Borough CFO Chris Tietjen & Mayor John Ruocco**

**Approval of Minutes - March 11, 2020**

Motion: Roseann

Seconded: Linda

**Correspondence:**

None at this time.

**Topics Discussion:**

**Finance, Revenue, & Expenses**

1. Potential dates of opening and membership revenue
  - a. Managing director Hughes walked the commission through the potential outcomes of opening late in the season due to the current global pandemic.
  - b. We are currently past the 1st rate. The suggestion of Patty was to select the rate and use one for the season.
  - c. Council liaison Lundy brought up the point that we may need to consider social distancing guidelines if we are able to open.
  - d. Chairman Roe Metz contributed that we need to be conscious that we need to make money to cover our expenses.
  - e. Abby - We need to work backwards and see how much we need to make and then see the minimum we could make.
  - f. Patty - Revenue options and ways to cut expenses, getting rid of multiple managers and other staff. Reduce spending.
  - g. Abby: Recommends doing the numbers based on revenue, not including camps and swim teams.
  - h. Roe - Swim team revenue current losses.
  - i. Patty -Loss of revenue from membership, snack bar, and guest fees and other programs.
  - j. Roe - biggest problem is that we have no direction from the state at this point.
  - k. John - fire department capacity?
  - l. Patty -square footage capacity is around 1,000 people in the pools.
  - m. Linda - Not easy to control how many people come in at a time.

- n. John - Allowance of families and capacity of memberships.
- o. Patty - When talking about families, not necessarily people. Usually they do not all show up on the same day. Example family of 5, maybe 2-3 come at once.
- p. Dan - If we have to limit the number of people there, if you show up and can't get in I think we may have to go on the low end of the price scale here to accommodate for entrance issues.
- q. Roe - We need to make the numbers to clear expenses and hopefully make more.
- r. Patty - If we are open certain days what the basic cost would be of chlorine and basic supplies? Our expenses are in the \$300-400,000 range. We will have to make at least \$700,000 to break even, minimum. If you do not have camp, we do not have all those programs going on from 9-12. We could open the kiddie pool early and small children can come earlier in the day to stagger the people in and out of the club.
- s. Linda - Are we better off not opening early
- t. Roseann - how many can be in the main pool at one time? It is 500 people.
- u. Discussion continued about the multiple scenarios of membership and restrictions that may be in place. We are waiting on these new guidelines prior to making further decisions based on limiting the families, times of day, or pool shifts.
- v. Linda - go with the lower rate, members will be limited no matter the scenario. I do not see how you can charge a higher rate when there can be such limitations.
- w. Patty - Multiple municipal pools are moving forward. A lot of small private pools are also moving forward. They are getting pools cleaned, painted, getting ready to open if they can.
- x. Chris - Ultimately whether the pool opens or not falls to the borough council. It would be good to have a plan in many different scenarios if we were to open. At this point the pool is already \$150,000 into this and we need to be able to justify whatever you're going to charge should you open will help you break even at the end of the season. You have to look at the facts presented. The governor cancelled school until the end of June. I cannot see the governor allowing public gatherings to take place. It's nice to talk about rates but it comes down to whether or not the pool is going to make the profit. I'm unsure if Lehman is looking to negotiate the contract. They are a business and assume they want to be paid. Is it beneficial to open the pool in 2020 or start off in 2021 on the positive.
- y. Patty - how would we cover the cost we already incurred and the basic cost of the pools.
- z. Abby - Repurposed capital ordinances.
- aa. Chris - It is upwards of \$100,000 to cover the cost for this year.
- bb. Abby - could break even from this year and then not be in the hole for next year, 2021. You will have nothing in 2021 if you re - appropriate the ordinance funds.
- cc. Chris - How do we make this right without opening?
- dd. Roe - Can we defer the contract for a year if we are unable to open?

- ee. Chris - If the governor prohibits gathering, the legal team can look into that. Patty could run some numbers of keeping the pools closed to keep them healthy through next spring.
  - ff. Patty - we would have to do basic chlorination of the pools throughout the summer, cutting the lawn, and the sprinklers to keep up with maintenance.
  - gg. Chris - the borough's position in all of this is for you to make a profit or break even otherwise it falls to the town to make the pool whole to move forward next year.
  - hh. Patty - It's going to be difficult to determine if we can open or not based on restrictions. People that have signed up so far are 400 families (1100 people) it's more residents than non-residents.
    - ii. Dan - Another option to consider - if we are able to open a pool or two, but we need someone to come in right away we have phoenix and pike diving academy. Could you open 2 pools, reduce the cost of Lehman but not open this for everyone else to have some income coming in. Could we make some money on that?
  - jj. Chris - you are bound by the contract for Lehman, they will not negotiate their contract.
  - kk. Patty - We are a big facility with 5 pools. They all have to be opened the same way. We could earmark items that we don't have to do at all and see what that could save us.
  - ll. Chris - There are 3 phases of reopening the country. It just is what it is. It is not looking promising. Stonybrook is larger and well maintained than other local pools. It's night and day, they are so different. Members are going to expect that if they paid you on an idea of what they are used to.
  - mm. Roe - it is all or nothing. There is only so far we can go to make some money.
  - nn. Dan - Fear into families with the current news coming out with children.
  - oo. Linda - I am still waiting for medical numbers coming in. There is still so much uncertainty and things are still unconfirmed. We need to maintain the pools properly in order to reopen next year. My feeling is still moving ahead with maintenance for the pools. We should take that change and maneuver the money from the general fund and you don't want to have your pools unmaintained for next year. Prices will have to be put on hold until we know government guidelines. We have to move forward with taking care of the pools for the long term.
  - pp. Patty - We do not have any other points to go over until we know more.
  - qq. Discussion occurred about different contractual services that would save the pool money should we not open or require their services this season.
2. Contractual cost to open - TABLED
  3. Cutting payroll for 2020 and other line items, staffing - TABLED
  4. Phoenix Aquatics, Mellsworth Contracts, Lehman Pools - TABLED
  5. Refund date and tiered rates - TABLED
  6. Potential loss of revenue, swim/dive team, lessons, camps - TABLED

**Liaison to the Mayor and Council - Abby Lundy:**

Suggested 2 different scenarios as if the pool is opening July 1, 2020 or not opening at all.

1. Minimum cost with no revenue without open to maintain the grounds etc.
2. Minimum costs with opening bare bones everything.
3. Abby - Suggestion - As you are doing the minimum, what is the minimum staffing that you could see some kind of payroll number that goes along with your plan

**Remarks from Citizens:**

Jon DeJoseph - Resident of Hillsdale: Discussion of personnel and recommendation from the commission.

Roe - No personnel on staff because we are waiting for the governor's directive.

Jon - What is the plan for the staff and or Patty and benefits.

Roe - We do not have a plan in place until more directives come to us. Our priority is taking care of the club.

Jon - Nothing further.

**Closed session:**

**Motion to adjourn:**

**Motion: Roe**

**Seconded: Roseann**

**All in favor: Aye**

**Meeting end: 8:16pm**

**The following meeting of the Hillsdale Swimming Pool Commission will be held on  
Wednesday, June 10, 2020 at 7:30pm Location TBD.**

**Respectfully Submitted by,  
Erica Rose Cohen**

**Hillsdale Swimming Pool Commission Secretary**