

**ATTACHMENT A****PROPOSAL FORM**

THIS SECTION MUST BE ANNOTATED AND RETURNED WITH THE PROPOSAL

TO THE CITY OF LIGHTHOUSE POINT, FLORIDA

The Selected Proposer shall provide a cover letter of interest and a complete resume showing all work history and certification and educational levels. In your letter, include your complete contact information (address, telephone, email, etc.) Pertinent information regarding USPTA membership must also be included in the proposal. A minimum of three (3) references pertaining to work, as a Tennis Professional, must be included in all proposals. Proposer must be a USPTA certified member "in good standing" and a head professional or assistant professional in a municipal or club setting for at least three (3) years.

Provide three (3) work related references:

Name	Relationship	Email	Address	Phone Number
Will Hoag	Colleague	willtenpro@aol.com	3801 Bayview Dr Ft. Laud FL 33308	954-296-7489
Kevin McCarthy	Colleague	kmccarthy@coralsprings.org	2575 Sportsplex Dr. Coral Springs, Fl. 33065	954-614-5946
Ben Rakusin	Colleague	Brakusin1@aol.com	PO Box 26032 Tamarac Fl. 33320	954-610-2367

State the true, exact and complete name of the partnership, corporation, or trade name under which you do business, and the address of the place of business (Post Office Box is inappropriate). IF A CORPORATION, state the name of the President, Secretary, and Resident Agent. IF A PARTNERSHIP, state the names of all partners. IF A TRADE NAME, state the names of the individuals who do business under the trade name. If the firm is a foreign corporation (i.e., nonFlorida), it must be authorized to do business in the State of Florida by the Florida Secretary of State.

**PLEASE PRINT OR TYPE**

Firm Name: G & A Tennis Management Inc

Address: 2591 N Ocean Dr. #416, Boca Raton, Fl. 33431

Telephone: 561-866-6686

Fax: \_\_\_\_\_

(Name) Gregory Moussette

(Title) President

(Name) \_\_\_\_\_

(Title) \_\_\_\_\_

## **COST PROPOSAL**

For the privilege of obtaining the contract for Head Tennis Professional, the following amounts will be paid to the City of Lighthouse Point:

Minimum Fee to be Paid to the City Per Year 1	\$0
Year 2	\$0
Year 3	\$0

Describe payment schedule proposed for Minimum Yearly Fee to be remitted to the City (monthly, quarterly, etc.):

\$0 \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Describe plan and payment schedule for Proposer to offer daily court maintenance:

\$0 \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**REMAINDER OF THIS PAGE INTENTIONALLY LEFT BLANK**

The undersigned Proposer acknowledges that he may be required to furnish additional information as deemed necessary by the Office of the City Clerk, to update his records should he be awarded the Contract described above. The undersigned Proposer affirms items necessary to complete the Work described has been obtained, that he has or will obtain all required permits and licenses from the appropriate agencies, and that his firm is authorized to do business in the State of Florida. The undersigned Proposer has not divulged to, discussed, or compared this proposal with other Proposers, and has not colluded with any other Proposer or parties to a proposal whatsoever. Further, the undersigned guarantees the truth and accuracy of all statements and answers contained in this Proposal.

The undersigned acknowledges receipt of the Addenda listed below (if applicable) and further acknowledges that the provisions of each Addendum have been included in the preparation for this proposal.

For the privilege of obtaining the contract for the management and operations

The undersigned acknowledges receipt of the Addenda listed below (if applicable) and further acknowledges that the provisions of each Addendum have been included in the preparation for this Bid.

<u>Addendum No.</u>	<u>Date Received</u>	<u>Addendum No.</u>	<u>Date Received</u>
_____	_____	_____	_____
_____	_____	_____	_____

DATE: 6/25/21

FOR: \_\_\_\_\_

William Martin  
(Witness - Print or Type Name)

BY: J. P. Bell  
(Signature)

\_\_\_\_\_  
(Witness – Print or Type Name)

GREGORY MOUSSET  
(Print Name)

TITLE: President ( ) Vice-President ( )

(Corporate Seal)

**ATTACHMENT B**  
**SUMMARY OF QUALIFICATIONS**

Number of years your company has been in business: 23

List of similar projects, locations, and dates of completion:

Project	Location	Date Completed	Contact Name/Phone #
See Resume			

Has this company ever failed to complete work awarded to it? N/A. If yes, where, when and why?

Will you subcontract any part of the work? NO

Provide Written Description Qualifications: (Attached company brochure or fact sheet, and resumes of key personnel)

N/A

Insurance Information:

A. Workmen's Compensation - limit per accident	\$ _____ Purchase upon contract _____
B. Comprehensive limit per occurrence	\$ _____ Purchase upon contract _____
C. Business and Automotive Liability- limit per occurrence	\$ _____ Purchase upon contract _____
D. Sexual abuse and Molestation Liability- limit per occurrence	\$ _____ Purchase upon contract _____
E. Employee Theft and Dishonesty Bond- limit per occurrence	\$ _____ Purchase upon contract _____

(Selected Proposer will be required to furnish documentation if awarded the contract)

Is this company a subsidiary?    No \_\_\_\_\_

If yes, name of Parent company \_\_\_\_\_

Names of principals or officers:

NA  
Name \_\_\_\_\_ Title \_\_\_\_\_  
NA  
Name \_\_\_\_\_ Title \_\_\_\_\_

Names of principals or officers of Parent Company, if any:

NA  
Name \_\_\_\_\_ Title \_\_\_\_\_

Names of principals or officers of Primary Subcontractor, if any:

---

NA

Proposer: \_\_\_\_\_

Address: \_\_\_\_\_

---

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Email: \_\_\_\_\_

By: \_\_\_\_\_

---

**Signature**

Printed Name, Title

## ATTACHMENT C

ATTACHMENT C

DRUG-FREE WORKPLACE CERTIFICATION OF COMPLIANCE

The undersigned vendor (firm) in accordance with Chapter 287.087, Florida Statutes, hereby certifies that GTA Tennis Mgmt Inc does:  
(Name of Company)

1. Publish a statement notifying employees that the unlawful manufacturing, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specify the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the contractual services that are under bid a copy of the statement specified in subsection (1).
4. Notify the employee that in accordance with the statement specified in subsection (1), as a condition of working on the contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Signature

DIRECTOR OF TENNIS  
Title PRESIDENT GTA TENNIS MGMT

STATE OF FLORIDA  
COUNTY OF Broward )

Gregory Mousseire  
Print Name

Date

6/25/21

BEFORE ME, an officer duly authorized by law to administer oaths and take acknowledgments, personally appeared Greg Mousseire as President of GTA Tennis Mgmt, an organization authorized to do business in the State of Florida, and acknowledged and executed the foregoing Agreement as the proper official of GTA Tennis Mgmt for the use and purposes mentioned in it and affixed the official seal of the corporation, and that the instrument is the act and deed of that corporation. He/She is personally known to me or has produced as identification.

IN WITNESS OF THE FOREGOING, I have set my hand and official seal at in the State and County aforesaid on this 25 day of June, 2021.

NOTARY SEAL



Signature of Notary Public

William M. Martin  
Printed Name of Notary Public

ATTACHMENT D

NON-COLLUSION AFFIDAVIT

The undersigned individual, being duly sworn, deposes and says that:

1. He/She is President of GTA TENNIS MGMT INC. the Proposer that has submitted the attached Proposal;
2. He/She is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
3. Such Proposal is genuine and is not a collusive or sham Proposal;
4. Neither said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, connived, or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Agreement for which the attached Proposal has been submitted, or to refrain from proposing in connection with such Agreement, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer, firm, or person to fix the price or prices in the attached RFP, or of any other Proposer, or to fix any overhead, profit or cost element of the Proposal or the response of any other Proposer, or to secure through any collusion, connivance, or unlawful agreement any advantage against the City of Lighthouse Point, Florida or any person interested in the proposed Agreement; and
5. The cost Proposals in the attached RFP are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

OBM  
Signature

President  
Title

Gregory Moussette  
Print Name

6/25/21  
Date

STATE OF FLORIDA )  
)  
COUNTY OF Broward )

BEFORE ME, an officer duly authorized by law to administer oaths and take acknowledgments, personally appeared Greg Moussette as President, of GTA Tennis, an organization authorized to do business in the State of Florida, and acknowledged and executed the foregoing Agreement as the proper official of GTA Tennis for the use and purposes mentioned in it and affixed the official seal of the corporation, and that the instrument is the act and deed of that corporation. He/she is personally known to me or has produced as identification.

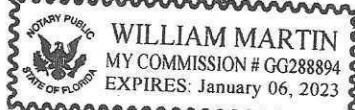
IN WITNESS OF THE FOREGOING, I have set my hand and official seal at in the State and County aforesaid on this 25 day of June, 2021.

Notary Seal

William M. Martin  
Signature of Notary Public

William M. Martin  
Printed Name of Notary Public

My Commission Expires:



ATTACHMENT E

CERTIFICATION PURSUANT TO FLORIDA STATUTE 287.135

I, Gregory Moussette President, on behalf of GTA Tennis Mgmt.  
Print Name and Title  
Company Name

Certify that GTA Tennis Mgmt.  
Company Name

1. Does not participate in a boycott of Israel; and
2. Is not on the Scrutinized Companies that Boycott Israel List; and
3. Is not on the Scrutinized Companies with Activities in Sudan List; and
4. Is not on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List; and
5. Has not engaged in business operations in Syria.

Submitting a false certification shall be deemed a material breach of contract. The City shall provide notice, in writing, to the Contractor of the City's determination concerning the false certification. The Contractor shall have ninety (90) days following receipt of the notice to respond in writing and demonstrate that the determination of false certification was made in error. If the Contractor does not demonstrate that the City's determination of false certification was made in error, then the City shall have the right to terminate the contract and seek civil remedies pursuant to Florida Statute 287.135.

Section 287.135, Florida Statutes, prohibits the City from: 1) Contracting with companies for goods or services in any amount if at the time of bidding on, submitting a proposal for, or entering into or renewing a contract if the company is on the Scrutinized Companies that Boycott Israel List, created pursuant to Section 215.4725, F.S. or is engaged in a boycott of Israel; and 2) Contracting with companies for goods or services over \$1,000,000.00 that are on either the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, created pursuant to s. 215.473, or are engaged in business operations in Syria.

As the person authorized to sign on behalf of the Contractor, I hereby certify that the company identified above in the section entitled "Contractor Name" does not participate in any boycott of Israel, is not listed on the Scrutinized Companies that Boycott Israel List, is not listed on either the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, and is not engaged in business operations in Syria. I understand that pursuant to section 287.135, Florida Statutes, the submission of a false certification may subject the company to civil penalties, attorney's fees, and/or costs. I further understand that any contract with the City for goods or services may be terminated at the option of the City if the company is found to have submitted a false certification or has been placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.

GTA Tennis Mgmt Inc  
Company Name

PTM  
Signature

Gregory Moussette  
Print Name

PRESIDENT  
Title

**ATTACHMENT F**

**E-Verify Form for All Solicitations:**

**E-VERIFY FORM UNDER SECTION 448.095, FLORIDA STATUTES**

**TO BE RETURNED WITH PROPOSAL**

Project Name:

LHP TENNIS CENTER MGMT.

Project No.:

**1. Definitions:**

“Contractor” means a person or entity that has entered or is attempting to enter into a contract with a public employer to provide labor, supplies, or services to such employer in exchange for salary, wages, or other remuneration. “Contractor” includes, but is not limited to, a vendor or consultant.

“Subcontractor” means a person or entity that provides labor, supplies, or services to or for a contractor or another subcontractor in exchange for salary, wages, or other remuneration.

“E-Verify system” means an Internet-based system operated by the United States Department of Homeland Security that allows participating employers to electronically verify the employment eligibility of newly hired employees.

**2. Effective January 1, 2021, Contractors, shall register with and use the E-verify system in order to verify the work authorization status of all newly hired employees. Contractor shall register for and utilize the U.S. Department of Homeland Security’s E-Verify System to verify the employment eligibility of:**

- a) All persons employed by a Contractor to perform employment duties within Florida during the term of the contract; and
- b) All persons (including subvendors/subconsultants/subcontractors) assigned by Contractor to perform work pursuant to the contract with the City of Lighthouse Point. The Contractor acknowledges and agrees that registration and use of the U.S. Department of Homeland Security’s E-Verify System during the term of the contract is a condition of the contract with the City of Lighthouse Point; and

c) Should vendor become the successful Contractor awarded for the above-named project, by entering into the contract, the Contractor shall comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility," as amended from time to time. This includes, but is not limited to registration and utilization of the E-Verify System to verify the work authorization status of all newly hired employees. Contractor shall also require all subcontractors to provide an affidavit attesting that the subcontractor does not employ, contract with, or subcontract with, an unauthorized alien. The Contractor shall maintain a copy of such affidavit for the duration of the contract.

### 3. Contract Termination

- a) If the City has a good faith belief that a person or entity with which it is contracting has knowingly violated s. 448.09 (1) Fla. Stat., the contract shall be terminated.
- b) If the City has a good faith belief that a subcontractor knowingly violated s. 448.095 (2), but the Contractor otherwise complied with s. 448.095 (2) Fla. Stat., shall promptly notify the Contractor and order the Contractor to immediately terminate the contract with the subcontractor.
- c) A contract terminated under subparagraph a) or b) is not a breach of contract and may not be considered as such.
- d) Any challenge to termination under this provision must be filed in the Circuit Court no later than 20 calendar days after the date of termination.
- e) If the contract is terminated for a violation of the statute by the Contractor, the Contractor may not be awarded a public contract for a period of 1 year after the date of termination.

Company Name:	<i>GTA TENNIS MGMT</i>
Authorized Signature:	<i>PTB/Mallie</i>
Print Name:	<i>Gregory Moussette</i>
Title	<i>PRESIDENT</i>
Date:	<i>6/25/21</i>
Phone:	<i>561-866-6686</i>

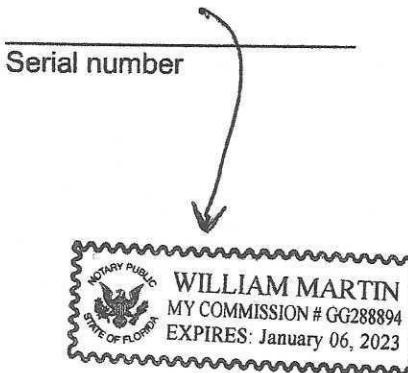
STATE OF Florida  
COUNTY OF Broward

The foregoing instrument was acknowledged before me by means of  physical presence or  online notarization, this 25 day of June, 2021, by Greg Marcolle on behalf of Gal. Tennis night He/she is personally known to me or has produced \_\_\_\_\_ as identification.

William M. Martin  
NOTARY PUBLIC

William M. Martin  
(Name of Notary Typed, Printed or Stamped)

Notary  
Title or Rank



Gregory Moussette  
2519 N. Ocean Blvd #416  
Boca Raton, FL 33431  
561-866-6686  
[greg@lhptenniscenter.com](mailto:greg@lhptenniscenter.com)

Dear Committee,

As the current Director of Tennis for the City of Lighthouse Point, I am writing to express my interest in continuing in the position. I have been the Director of Tennis since the year 2000 and I have provided the highest level of customer service to the membership over the years by:

1. Offering fun, competitive year-round activities and special events.
2. Overseeing the clay court maintenance of nine har-tru tennis courts.
3. Providing a well stocked pro shop with rackets sales and demos available to try.
4. Master Racket Technician stringing and regripping service, accessory sales and logo items.
5. Running a successful junior program for ages 4-17. Implemented and ran a Saturday traveling junior league with other clubs in Broward and Palm Beach counties.
6. Offering a high level instructional programs with private and group lessons, clinics and team practices.
7. Organizing and overseeing ladies and men's traveling tennis leagues.
8. Managing the challenges of the club during the pandemic.
9. Raising over \$250k in charity events over the past 21 years.

The responsibility of a great tennis Director is to create an atmosphere that people want to be a part of. I know what it takes to satisfy the members and keep them excited and coming back to participate in our programs.

Very Sincerely,



Greg Moussette  
Director of Tennis  
City of Lighthouse Point

## **GREGORY B. MOUSSETTE**

2519 N, Ocean Blvd. #416

Boca Raton, FL 33431

561-866-6686

[greg@lhptenniscenter.com](mailto:greg@lhptenniscenter.com)

**Accomplished Tennis Director with 30+ years of comprehensive experience in tennis club management of private and public facilities.**

*Effective business management*

*Creative development of cost-effective growth and retention strategies.*

*Superior customer service skills*

*Productive staff management and development*

*USPTA Member Elite Pro Rating*

*USPTA Former District President*

*USTA Member*

*USRSA Certified Master Stringer*

*Head/Penn Advisory Staff Member*

### **Lighthouse Point Tennis Center**

*2000 - present*

#### **Director of Tennis**

*Oversee all operations and programs including instruction for all ages, tournaments and special events, ladies/men's/juniors traveling leagues, junior development programs, membership growth, staff relations, and maintenance. Raised over \$250,00 in various charity events.*

### **Eagle Trace Tennis Club**

#### **Director of Tennis**

*Managed membership growth from 80 to 150 members in two years. Increased junior enrollment from 10 to over 80 young players. Oversaw all tennis club operations, including 7 instructors providing group and private lessons for all levels of play.*

### **St. Andrews Country Club**

#### **Head Professional**

*Managed all programs at this prestigious country club with more than 750 residents.*

### **Boca Pointe Country Club**

#### **Head Professional of Racquet Sports**

*Daily management for 13 clay tennis courts, 4 squash and 2 racquetball courts, and program development for membership of 1600.*

### **Rock Creek Bath and Tennis Club**

#### **Director of Tennis**

*Handled all areas of tennis management for this 10 hard-court facility, increasing membership by over 50%.*

### **California State University, California PA**

*B.S., Park Administration and Urban Recreation*



Will Hoag  
USPTA Past President

June 18, 2021

To whom it may concern,

Please accept this letter as my full endorsement and recommendation of Gregory Moussette as the Director of Tennis for the City of Lighthouse Point. Greg is a man with upstanding values, integrity and a strong work ethic.

I first met Greg in 1985 at a USPTA convention. Since then, I have had many opportunities to witness Greg's skills and professionalism. As the Director of Coral Ridge Country Club in Fort Lauderdale, I have worked with Greg often over the years, running events and leagues between our clubs. I've gotten to know Greg quite well and I trust his talents to the fullest. Greg proves over and over that his focus is always on the members and their participation in the club events.

Greg has proven his ability to run a successful club. We often share ideas and he is always one to be creative and resourceful when it comes to running the programs. Many members of his club have shared with me their thoughts on what a great leader Greg is.

I believe Greg will continue to do extremely well in his role and I would strongly recommend him to continue the great work that he does for Lighthouse Point.

If you require any additional information, please feel free to call me at 954-449-4410

Yours Sincerely,

A handwritten signature in black ink, appearing to read "Will Hoag".

Will Hoag

Director of Tennis, Coral Ridge Country Club

USPTA National Past president

UNITED STATES PROFESSIONAL TENNIS ASSOCIATION, INC.  
*"Determining the Way the World Learns to Play Tennis"*

June 23, 2021

To Whom it May Concern,

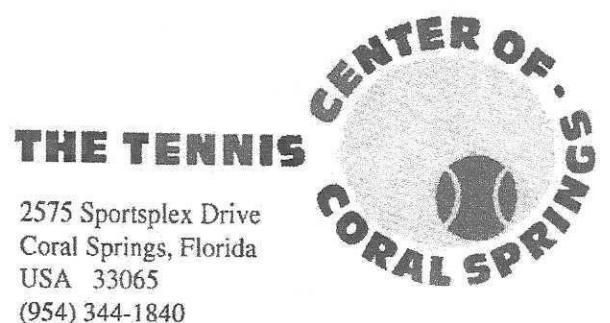
I am a United States Professional Tennis Association professional in South Florida and have known Greg Moussette for several decades. I would whole-heartedly recommend that Greg continue on as Director of Tennis for the city of Lighthouse Point. Greg and I have attended many conferences together and I am privileged to call him both colleague and friend.

My duties have also included those of lead certification tester for USPTA. During COVID, Greg stepped up and helped out the organization by offering his facility for several certification classes and exams. He displayed the utmost professionalism and hospitality to us while adhering to the safest of anti-COVID conditions.

In summary, Greg is the right person to continue as director of LHP tennis. He manages people, events and resources with the utmost skill and always has the best interest of the facility and its members in mind. Please do not hesitate to contact me to discuss Greg's qualifications as a professional and an individual.

Sincerely,

Ben Rakusin USPTA Elite Professional  
Raquets Professional at Lago Mar Country Club  
USPTA Lead Tester  
George Bacso Tester of the Year  
National Diversity Committee  
National Ethics Committee  
National Adaptive Task Force  
USTA Florida Grievance and By-Laws Committees  
P.O. Box 26032  
Tamarac, FL 33320  
[Brakusin1@aol.com](mailto:Brakusin1@aol.com)  
954-610-2367



## THE TENNIS CENTER OF CORAL SPRINGS

2575 Sportsplex Drive  
Coral Springs, Florida  
USA 33065  
(954) 344-1840  
(954) 344-1806 Fax

June 17, 2021

Dear Committee,

My name is Kevin McCarthy and I am the Director of Coral Springs Tennis Center. I would like to take this opportunity to recommend Greg Moussette to continue as the Director of Tennis for the City of Lighthouse Point.

Greg and I have known each other since the mid 1980s as tennis professionals in the South Florida area. We are colleagues in the USPTA, where Greg held the district President position. I worked with Greg when our clubs held junior team matches around Broward and Palm Beach counties, where Greg spearheaded the development of the league with six other clubs. He developed a very successful grassroots program in the area, and fostered the love of tennis among our players.

Greg is absolutely the right person to be the leader at the tennis facility in Lighthouse Point.

Sincerely,

Kevin McCarthy

Director of Tennis, City of Coral Springs

**United States  
Professional Tennis Association**

Hereby awards this certificate to

**Gregory Moussette**

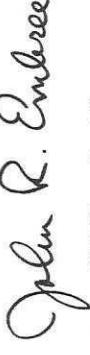
for

**39 Years of Service**

**2022**

  
President USPTA



  
John R. Andree

Chief Executive Officer

LB34 • R169 • VYR4 • 6UB5

**United States**  
**Professional Tennis Association**

Hereby certifies that

**Gregory Moussette**

has successfully completed all requirements, including an extensive examination of teaching, playing and business skills, necessary for the rating of

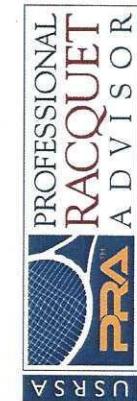
**Elite Professional**



*John R. Ehlers*  
Chief Executive Officer

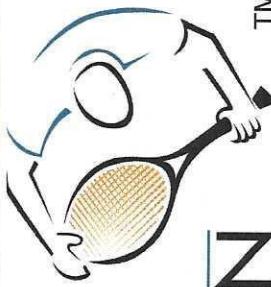
Membership No. 4884  
Valid through Dec. 31, 2022

LD34 - R169 - VZ/R4 - 6LUS5



USRSA

U.S. R.S.A.  
CERTIFIED  
STRINGER

  
**MASTER**  
**RACQUET**  
**TECHNICIAN**  
TM

The Symbol of Excellence in Racquet Service

**THE UNITED STATES RACQUET  
STRINGERS ASSOCIATION**

recognizes

**Greg Moussette**

**Lighthouse Point Tennis Center**

as a

**MASTER RACQUET TECHNICIAN**

**Year of MRT Status: 5th**

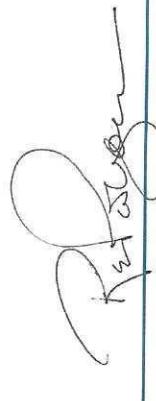
**Valid Until: February 2022**

This certificate acknowledges the above named individual has passed the examination process and has proven their knowledge and skills in providing all aspects of racquet service including stringing, gripping, racquet customizations, and providing superior advice and customer service regarding frame and string technology and racquet fitting.

The MRT is recognized as the highest certification worldwide.



United States Racquet Stringers Association



Bob Patterson; Executive Director  
United States Racquet Stringers Association



June 19, 2021

Mr. Greg Moussette  
2366 NW 30th Rd  
Boca Raton, FL 33431-6213

Dear Greg,

This letter will confirm that, as a certified member of the United States Professional Tennis Association (USPTA), you have liability insurance as outlined below. This USPTA liability policy covers applicants who are being processed, and certified and certain honorary members in the United States, its territories or Canada, and nonmembers who are insured through a certified member's policy.

**THE USPTA LIABILITY POLICY INCLUDES** \$6 million liability insurance, *while on court*, for bodily injury to others, and for damage to property not in the tennis professional's care, custody or control. It *does not cover* injury to the tennis professional, or damage to his/her property. The accident must have taken place on court, and arisen from the tennis professional's playing, practicing, teaching or officiating in tennis, pickleball, padel, and platform tennis.

<b>Policy Number:</b>	SI8ML01641191
<b>Effective Period:</b>	12/31/2020 - 12/31/2021
<b>For questions or to report an accident, contact:</b>	USPTA World Headquarters 11961 Performance Drive Orlando, FL 32827 Telephone: 800-877-8248

If we may be of further assistance, please do not hesitate to contact us.

Sincerely,

UNITED STATES PROFESSIONAL TENNIS ASSOCIATION, INC.

Jim Stockwell

This coverage is null and void if the member is not a citizen of or does not legally reside and work in the United States, its territories or Canada.

## Business Plan Lighthouse Point Tennis Center

My customer service philosophy is simple, I am going to continue to provide the membership with the highest level of customer service that I have provided for the past 21 years. Here is what I will continue to offer:

1. Instructional Program. Private and group lessons for all ages. Private lessons \$65 per hr. \$35 per half hr. Group lessons \$30-\$40 per person depending on total number of players.
2. League participation. Must be club member in good standing. \$15-\$20 league fee.
3. Year round adult programming to include Round Robins, Tournaments, Singles ladders, Liveball, Member Guest, Pro Ams and other Special Events.
4. Instructional Junior program. Ages 4-17, all levels of play. Cost \$15-\$22.50 per 1.5 hrs.
5. Playmate Ball Machine rental. \$25 per hr.
6. Professional Racket Stringing, I am a certified Master Racket Technician. Cost \$30-\$60 depending on type of string.
7. The Pro Shop will offer racket sales and repairs, demo program, accessory and ball sales as well as clothing and logo items, hats, towels etc.
8. Increase memberships by using more social media, club Facebook page, Instagram, Yourcourts. I will also send out surveys to the membership asking how we are doing, what additional programs they would like and how can we do a better job.

# Instruction Rates 2021

## Adults

Private Lesson	30 min. \$35.00	60 min. \$65.00	90 min. \$90.00
Group Package	4 - 30 min. \$120.00	8 - 30 min. \$240.00	
Ladies Team Clinics	1.5 hr. \$15.00 - 22.50 depending on attendance		
Team Fees	LHPTC Membership Required		<i>League fee</i> \$15.00
Live Ball	1 hr. \$15.00	1.5 hr. \$20.00	Maximum 5 per court

## Junior Programs

Pee Wee Clinic (4- 6 yr old)	1 hr. \$15.00		
Jr Clinic (7 - 16 yr old)	1.5 hr. \$22.50		
Summer Camp (6 wks Mon-Thurs)	2 hrs. \$30.00	Max 6 per court	
Junior Travel Team	Required Jr. membership		Home Match \$20.00

## LHPTC Certified Professional Staff

Name	Experience	Responsibilities
Ali Zalat	USPTA Certified 17 years associate pro	Teaches private & group lessons, LiveBall and Junior clinics
Steve Sawer	USPTA Elite Pro Over 30 years Director LHP Yacht Club	Teaches private & group lessons, LiveBall and Junior clinics, leads ladies team clinics
Jane Mosley	USPTA Certified 3 years	Teaches private & group lessons, LiveBall and Junior clinics
Chris Foglia	USPTA Certified 2 years	Teaches private & group lessons, LiveBall and Junior clinics
Susan Armeli	USPTA Certified Head Coach Cardinal Gibbons HS 3 yrs	Assists with Junior Clinics and LiveBall
Hope Schlinkman	College Assistant Coach, 19 yrs. Experience USPTA pending	Teaches private & group lessons, LiveBall and Junior clinics