IAPPF
INTERNATIONAL ASSOCIATION OF PICKLEBALL & PADEL FACILITIES

The Boston Meetup - June 20, 2025

Agenda

8:00-8:30 AM	Registration and networking	
8:30-9:20 AM	Welcome & Keynote: The state of the pickleball and padel facility industry	David Johnson CEO - IAPPF
9:30-10:00 AM	Membership models	
10:00 - 10:30 AM	Maximizing pro shop revenues	John Cowley/Pickleball Central
10:30-11:00 AM	Core Pickleball facility KPI's	The Business of Pickleball Newsletter
11:00-11:30 AM	Revenue boosters for facilities	
11:30-12:00	Expert Roundtable	
12:00-12:30	LUNCH (Provided by IAPPF)	
12:30-1:00 PM	Pickleball & Padel - The coming wave	Chris Klein/Global VP - IAPPF Tom Konkowski/Conquer Padel
1:00-1:30 PM	Turbo-charging facility programming	Mark Renneson/PCI Brian Lloyd/Dill Dinkers
1:30-2:00 PM	Avoiding business pitfalls - tax, HR, accounting, legal, insurance	
2:00-2:30 PM	Top technology solutions for facilities	• Ashley & Tim Owens/Court Reserve • McKay Allen/Patch Retention • Matt Gibson/PlaySight • Christy Cook/Pickleball Play Solutions
2:30-3:00 PM	Marketing, advertising, social media and PR for facilities	Josh Kerns/Chief Marketing Officer IAPPF
3:00-3:30 PM	Boston facility panel	Stephen Mitchell/Boston Pickle Club Alex Luscher/Ballers
3:30 -4:00 PM	*A conversation with Selkirk Sport's* Mike Barnes/Co-founder & CEO; Tom Barnes/VP R&D	
4:00-6:00 PM	Sponsor & Supplier Expo	
6:30-9:00 PM	***Dinner and play - Bosse Pickleplex***	

SELKIRK SPORT