

**Balboa Tennis Club Board of Directors Meeting Minutes  
January 17, 2023**

**Meeting called to order at 6:32 p.m. by President Gary Smith**

**Attendees: Gary Smith, M.A. Hillier, Michelle Ford, Mario Suarez, Maegen Demko, Todd Linke and Colleen Clery Ferrell. Andrew Macfarlane was absent from the meeting.**

**Secretary Todd Linke - He suggested putting a "Fast Track" on Board Meeting Minutes Review - 2 week/14 day turnaround moving forward. Michelle made a motion and Mario seconded. MMSC**

**Minutes Approval - A motion to approve the December 20, 2022 Minutes and January board meeting absence. Michelle made the motion and seconded by Mario. MMSC**

**Guest Presentations - John Broderick, President of the San Diego District Tennis Association, spoke along with Carole Farr, soon to be SDDTA Vice President and SDDTA Board Member Janene Christopher. John spoke about the District's relationship with Balboa Tennis Club, such as Tennis Fest and Hall of Fame amongst other ways they continually "grow the sport of tennis." The 2022 SDDTA tournament moved to Barnes for a cheaper court rate. Now there are no consecutive weekends available at Barnes for 2023, so Mr. Broderick wants to move the tournament back to BTC. He is requesting a rate reduction for the August/September tournament. Mr. Broderick stated the SDDTA is operating on a \$41,000 budget from SCTA. He would like an incremental increase for successive years to allow SDDTA to budget more effectively for the tournament. He also requested to hold the tournament over Labor Day weekend and the following weekend in September. Ms. Farr and Ms. Christopher added comments in support of bringing the District Tournament back to BTC and with a rate reduction.**

**President's Comments (Gary Smith): The BTC Board Members in current Board Officer Positions have agreed to serve for the 2023 year: President - Gary Smith, Vice President - Andrew Macfarlane,**

**Treasurer - Michelle Ford, Secretary - Todd Linke. The Board Committee Positions will be revisited for confirmation at the February Board Meeting.**

**Club Director's Report (Colleen Clery Ferrell):**

- **New Booking System Challenges** - The transition to YourCourts.com has been challenging due to new procedures, yet conversion will be complete commencing 1/23/23.
- **Challenge Court Age Requirements/Extending Ultimate Challenge Court Time** - The Board confirmed that there will be no age requirement for playing on the Challenge Court. Hopefully according to the "honor system", members will not sign up juniors for the Challenge Court if they are not capable of competing at the 3.5 level. The Ultimate Challenge Court hours of operation have been extended until 5:30 p.m.
- **Single person making 3.5 USTA National Final in Phoenix – player stipend?** - BTC Individual Members qualifying for Nationals will be awarded a \$100 stipend from BTC. A motion was made by Mario and seconded by M.A. (4 Ayes, 1 Nay, 1 recused)
- **Daily Log Notes/Membership Totals/Waiting List/Court Usage** - Membership is at 1563 with a wait list of 350. Overall court usage rate for the month of December was 67%.

**Committee Reports**

**A. Budget and Finance (Colleen):**

1. There is \$224,382 in the bank at the end of December 2022, with \$100,000 set aside for reserves. Monthly totals show Daily Permits and Memberships both up over 2022 totals. Several members decided to renew their memberships early to avoid the price increase for 2023 as income was up \$12,000. Payroll expenses were under due to rainy weather when the Club closed early -\$2,000. Utilities were high and more than likely this trend will continue as announced by SDG&E. Overall income for December was up \$13,000. Yeart to Date (YTD), with court rental, daily permits, membership and tournament income exceeding 2021 totals, total income was up \$33,000. This year annual expenses included divider nets, windscreen

replacement, high insurance premiums and elevated utilities, accounting for \$497,000 in expenses. Net income for the year finished at \$63,000. Board Treasurer Michelle Ford approved the financial analysis for December 2022 and YTD.

2. **The 5 year analysis of club financials** - This analysis showed a steady increase in profit from \$16,000 in 2018 to \$100,000 in 2022 prior to depreciation.
3. **Suggested CD Purchase** - Current rates will be presented during the February meeting for further analysis.
4. **Request for Janitorial and Landscape pay increase** - Executive session information.
5. **Wish List** - Upgrade lower court lights to LED would cost \$73,000. Hopefully sometime in the future, yet not a current need.
6. **Request to defer budget approval until February meeting** - approved.
- B. **Facilities** - A schedule for court resurfacing and windscreen replacement has not been designated as both are being completed on an "as needed" basis. This may change after meeting with the City the following week.
- C. **Constitution and Bylaws** - none
- D. **Employment and Personnel** - Executive Session
- E. **Ethics** - none

### **Contract and Lease**

- **Cafe** - Hours of operation change: open 7:30 a.m. - 5:00 p.m., Monday - Friday and 9:00 a.m. - 5:00 p.m. on weekends.
- **HJKventures**
  1. **Member Appreciation Day** - To be run by HJK, currently designated for 2/25. More details soon. Presently asking \$55 entry fee with percentage of profits going to Ivan Smith recovery. Round Robin WTT format with Pros involved. The Board questioned the high entry fee for an "Appreciation" day of tennis. M.A. suggested not using the pros to lower the costs.
  2. **BTC Tournaments** - All three BTC tournaments will be run by Hiromi. She has decided on two set format with 10 point tiebreaker for the BTC Open and SD Metropolitan tournament. The National Open Hard Court Championships will remain a two

out of three set format. The SCTA is requesting that the Balboa Open be changed to a Level 4 tournament to attract more age level participants seeking tournament points.

#### **Other**

- **Newsletter - July 2023**
- **Website - none**
- **Advertising - none**
- **Fundraising - None**

#### **Unfinished Business**

- **Raffle for Ivan Smith - M.A. reported the tickets are being printed. She would like an article with U.S. Open Raffle Ticket information published in Inside Tennis Magazine. Colleen will follow up with publisher Bill Simons.**

#### **New Business**

- **San Diego City SUP Meeting - Tennis Court Inspection report included in member packet with items that City District Manager Johnny Chou will be thoroughly observing when he meets with BTC Club Director on 1/26. This is the first time in the last 18 years this process has been done.**

**Adjournment - 8:17 p.m. Next Meeting is February 21, 2023**