

**Balboa Tennis Club Board of Directors Meeting Minutes  
November 22, 2022**

**Meeting called to order at 6:43 p.m. by President Gary Smith**

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

**Minutes Approval - The Board Meeting Minutes from 10/18/22 were approved. A motion to approve the October Minutes was made by Michelle and seconded by Mario. MMSC**

**Guest Presentations - none**

**President's Comments (Gary Smith): He said it was nice how the Board Members have become friends, yet unusual.**

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

- **Clubhouse Furniture - We are ready to order from Casual Dining and Bar Stools. Belinsky family will donate the extra \$2600 needed, in addition to the generous donation by M.A. Hillier of \$5000. M.A. made a motion to approve the purchase, Michelle seconded with a unanimous decision. MMSC**
- **Car Towing by SD Police - BTC parking lot is being targeted by police for expired car registration.**
- **Fraudulent Credit Card - BTC Club credit card was used by an unknown person. After being reported, the account was closed and a new card was issued. Wells Fargo reimbursed the charge.**
- **Daily Log Notes/Membership Totals/Waiting List/Court usage - Membership is at 1599 with a wait list of 400. Overall court usage rate for the month of October is 70%. The Daily Log highlights were read later in the meeting from the Club Director's phone due to an error in paperwork assembly for the meeting.**

## **Committee Reports**

- **Budget and Finance (Colleen):**

1. **There is \$202,969 in the bank at the end of October 2022, with \$100,000 set aside for reserves. On the income side, daily permits and membership remain the main source of income at 67%. The Metropolitan Tournament brought in \$16000 yet without a sponsor, the tournament only made \$617. On the expense side, nets, headbands and squeegees were purchased for a total of \$2,281. Utilities dropped 10% this month compared to last October. Net income for the month of October is \$8,447. Year To Date (YTD), court rental and memberships have been strong all year with Club income overall up \$30,000. There's been no excessive spending this year so far other than court needs for maintenance. Overall cost of living increases show up in merchant service fees and utilities, as well as court maintenance expenditures. The net income YTD stands strong at \$49,000. Board Treasurer Michelle Ford approved the financial analysis for October 2022 and YTD.**
2. **Membership Increase for 2023 - Board agreed last month to wait until the November meeting for discussion and vote. Price increases submitted by Club Director based on "rounding up" were adjusted to reflect straight across the board 10% increase. Maegen did the math and came up with the new pricing:  
*Adult New - \$405, Adult Renewal - \$345, Senior New - \$275, Senior Renewal - \$230, Super Senior - \$110, Military/Student New - \$275, Military/Student Renewal - \$230, Junior \$130***

## **Facilities**

1. **Stadium Cleaning - Scheduled for Monday, November 28th. Stadium will only be partially cleaned with \$1500 approved. Original estimate was higher than previously mentioned at the October meeting when stadium cleaning was approved.**
2. **Swing Vision Installed - Brackets for phones to be hooked up are on all the courts now.**
3. **Windscreens on courts 11 & 12 - Damaged by winds from the previous storm. Need to be replaced. Cost is \$2815. Motion made by Todd and seconded by Michelle. MMSC**

4. **Long term light outage** - Board approved changing out light bulb on court 21.

- **Constitution and Bylaws** - none
- **Employment and Personnel** - Former BTC employee Jay Torrence visited the Club to return his keys and peacefully say his goodbyes.
- **Ethics** - none

#### **Contract and Lease**

- **Cafe** - Turkey Shoot meal after tennis provided by Route 6 Cafe complimentary to BTC for a great year at the Club. Value over \$500 - food for 40 people.
- **HJKventures** - Financials for the year will be discussed in Executive Session.

#### **Other**

- **Newsletter** - Currently getting formatted. Ready for publication.
- **Website** - none
- **Advertising** - none
- **Fundraising** - None

#### **Unfinished Business**

- **Intersectional and National League Team Funding** - \$100 per player with a \$1000 maximum. Mario made a motion, M.A. seconded. MMSC
- **Landscape Project** - The bid Mario set out to get was equal to the bid submitted by Angela Sanchez landscaper. The project has been completed.
- **AG Form for Ivan Smith Fundraiser** - M.A. was looking for some legal advice from Andrew regarding the application for the raffle program. M.A. can be the signer. She received the Club's EIN number and is hoping to receive approval by January 2023.

#### **New Business**

- **Republic Waste and Lloyd's Pest Control** - Republic offered BTC a 20% reduction in monthly bill through 2023. Lloyd pest control service has been eliminated as a cost saving measure and to see if pest control is really needed at the Club.

- **Christmas Party for Club** - No Club party this year, yet will resume in 2023 with a party for staff and Club volunteers.
- **West Coast Conference Collegiate Tennis Court Request** - Too imposing on members during the week. Denied.
- **100 Year BTC Celebration** - Board Members decided a round robin/picnic will be planned in the spring.
- **Board Meeting on December 20** - This year BTC Board will dine out together on December 20 with an actual board meeting taking place first prior to the meal. Colleen will research vegan friendly restaurants for Todd's dietary request.

**Adjournment** - 8:33 p.m. Next Meeting is December 20, 2022