

## **Balboa Tennis Club Board of Directors Meeting Minutes**

**October 17, 2023**

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

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

**Minutes Approval - A motion was made to approve the September 2023 Minutes by Michelle and seconded by Mario. MMSC**

**Guest Speakers - BTC member Will Vourlas spoke to the Board about setting up a table at the Club and speaking to members about Medicare during the open enrollment period, as this is his business. The proposed information table would operate within the guidelines of Medicare. He hung a banner for a couple years at the Club trying to attract clients, yet didn't have any success. There would be no monetary exchange between Will and the people he would be speaking with, yet he offered a monetary kickback to the Club if the clients signed on with him. (The issue was discussed later in the meeting and the Board decided to let him set up a table. The monetary kickback to the Club would be researched.)**

**President's Comments - (Gary Smith) He spoke about the recent resurfacing of courts at BTC. Gary was pleased that the Club Director mentioned in the weekly update how outside court rentals help subsidize club maintenance.**

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

- A. Membership Numbers - The Board was asked whether they wanted to continue the current pattern established by the Club Director of letting in approximately 60 new players for membership per month. They decided to keep as status quo.**
- B. Junior Memberships - Since no starting age has ever been established, it was decided that the age range for a junior membership is 7-18. These younger players can be included in a family membership or the parents can purchase a separate junior membership. Online reservation privileges can only occur with an upgrade to a student membership. Annual junior**

and student memberships are subject to verification. A motion was made by Mario and seconded by M.A. MMSC

- C. Discounts Requested for People on Disability - Denied
- D. Club Director offsite the week of 10/23 and 11/4 for National Tennis Competition - Colleen will still answer emails daily and communicate with staff/members on any issues.
- E. Membership Totals - Total Membership: 1654  
Waiting List: 241, Court Usage: 76%

### Committee Reports

#### A. Budget and Finance (Colleen)

- The Club has \$276,978 in the bank at month end. A total of \$100,000 is Board designated. Court rental from the San Diego District Tennis Association annual tournament and membership dues accounted for income being up \$9,000 in the month of September. Expenses for the month included nets and other court supplies. Merchant service fees continue to increase as more people are charging these days. Utilities were up \$1819 over 2022 as this is a city wide issue. Overall a very positive month as the Club finished with a net profit of \$13,000. Year to Date (YTD), the Club is up \$18,000 with memberships accounting for a majority of the profit. The budget is right on track with 75% of totals being accounted for thus far in 2023.

B. Facilities - HJK/Hiromi asked Colleen to get the windscreens rolled up on the teaching courts to prevent moisture that often accumulates in the back of the courts. The cost was \$200. The Board would like HJK to pay for the expense.

C. Constitution and Bylaws - The slate for the upcoming election was presented to the Board - Dr. Gary L. Smith, Andrew Macfarlane, Kirk Hensler, Angie Crawford and Dr. Charles Hamori. There are four spots to be filled on the board. Mario made a motion to accept the slate and Michelle seconded. Andrew and Gary recused themselves. MMSC (5-0) The Board would like photos and biographical information of the nominees on the bulletin boards at Reservations. Maegen volunteered to make an official ballot which will be used for voting.

**D. Employment and Personnel - Health update on BTC employee David Saranglao.**

**E. Ethics - League Request from BTC Member who would like nonmembers to pay a league fee and play on BTC teams. Request denied.**

### **Contract and Lease**

- **Cafe - none**
- **HJKventure - They are requesting additional courts from 4:00 - 6:00 p.m. during the weekdays. This is prime time for the club and the courts are packed with member play. Request denied.**

### **Other Issues**

- **Newsletter - October 2023 is the targeted publication date.**
- **Website - None**

### **Unfinished Business**

**New patio cover for court 18 is due to be installed this week.**

### **New Business**

- **Leagues at BTC - covered under Ethics**
- **Cracking Down on Unpaid Guests - M.A. suggested a penalty system for the members who fail to register their guests. Maegen suggested analyzing the scope of the problem before intervention and the Board agreed. Request for Colleen to quantify the problem before the next meeting.**
- **Holiday Party for Club Volunteers - Confirmed for Wednesday, December 13 from 6:00 - 8:00 p.m. The attendees will include Reservation staff, Board of Directors, tennis pros, tournament volunteers, league captains and anyone else who contributes to the club throughout the year.**
- **Board Dinner - December 19 - the final board meeting of the year. Michelle will select the site and make the reservation. Employee reviews will be moved to the November meeting.**

**Adjournment - 8:15 p.m. Next meeting is November 21, 2023**