

**Balboa Tennis Club Board of Directors Meeting Minutes
June 16, 2026**

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

Attendees: Gary Smith, Andrew Macfarlane, Mario Suarez, Maegen Demko, Angie Crawford, Charles Hamori, Michael Massaro and Colleen Clery Ferrell.

Approve Minutes - A motion was made by Charles and seconded by Michael to approve the May 2026 Board Meeting Minutes. MMSC

General Session

Guest Speakers - Hiromi Sasano and Matt Previdi - Hiromi started by thanking the Board for reading her email. She doesn't want to talk about numbers. She spoke about the hard times in her life - financially and emotionally. "Sometimes I need someone to believe in me. BTC is a place to feel welcome and that's what makes the Club special. Tennis is a people business and money does matter. There is a limit on how much revenue we can create. I work a lot of hours and care about this club, the kids, parents and members. I want to continue to have a healthy long term relationship." Matt continued, "That's beautiful! One thing I wanted to add is that Geoff Griffin (former Tennis Director) has been a mentor in this role. His counsel and partnership is very helpful. He suggested we attend the board meetings to find out what is going on at the Club."

President's Comments - (Gary Smith) "You've done a great job. (Directed at Hiromi and Matt) Keep working hard as the end result is always good."

Club Director's Report (Colleen Clery Ferrell)

A. Barb/Renee Gregorio windscreen donation/Stuart Robinson donation

- Long time member Barbara Gregorio passed away. Prior to death, she asked her daughter Renee to give some money

to the Club, specifically asking about windscreen donations. A check for both windscreens on courts 5&6 for \$3k was donated.

- 95 year old BTC member Stuart Robinson donated \$1000 to the club recently and wanted it to go for something special. The Clubhouse is in need of a television upgrade. A motion was made by Maegen and seconded by Angie to upgrade the television. MMSC

- B. Reservation Scam with Your Courts** - Charles mentioned the issue isn't a scam. Certain individuals just figured out a way to get earlier reservations using the functionality currently supported by the system. Charles and Andrew agreed the problem isn't solved. The program needs to disallow editing the date of a reservation. Colleen will request this change from YourCourts.
- C. USTA National Open Moving to Tacoma** - After hosting the National Open Hard Court Championships for over 25 years, the tournament moved to Tacoma, Washington. Prize money went from \$8k to \$40k at the new location.
- D. Point of Sale System** - When the electricity went out on 6/7/26, the Clover system froze. It has since come back, although the customer service for the current machine expires 6/15/26 and an upgrade to the new model was suggested. A new Clover machine is on order. Maegen requested a fee chart of both Clover and Square.
- E. Membership Total - 1,732 - cap of 1,750 / Waiting List - 86 / Court Usage - 72% / Daily Log Highlights - Read to members - Major Event - 6/7/26 - Lock severed on the electrical panel at 3:28 a.m and the breaker was stolen. The electricity was cut off to all the buildings until 2:30 p.m.**

Committee Reports

A. Budget and Finance (Colleen)

- The Club has \$277,694 in Wells Fargo Bank and \$200,260 in the new US Bank account. Total current assets: \$478,455. Court rental was up from the CIF high school tournament and league income. Memberships were steady

and the overall month was very consistent with last year. Expenses were down by 11k with no plumbing issues and less purchases overall compared to 2025. The month finished +\$2870 after depreciation. YTD court rental is higher for May with the addition of the Little Mo tournament. Income is within \$167 for the same time period last year. Expenses were higher due to utilities which are +\$7k over last year. Total net income is within \$613 of 2025. Budget vs. Actual should be 41% at this point in the year. Income finished under at 37% and expenses are under at 32%. Estimated net income is within \$2,312 of projections.

- Wells Fargo and US Bank credit cards limit - To avoid having to transfer money due to the low credit limit at Wells Fargo (\$2500), an additional credit card from US Bank with a 5k limit was acquired.

B. Facilities

- Lower 6 courts resurfaced with new windscreens - Project complete
- Construction Paver Proposal - Request for paver replacement in the grassy area in front of the Pro Shop. App. cost \$2600 - Motion made by Mario to approve, Maegen seconded the motion. MMSC

C. Constitution and Bylaws - Open vs. Closed Board Meetings

- Charles withdrew his request for closed meetings.

D. Employment and Personnel - none

E. Ethics - none

Contract and Lease

A. Route 6 Cafe - Proposed summer hours of operation have not started yet. Still working on adding staff.

B. HJK Ventures - Summer camps are in full swing.

Unfinished Business

- Ultimate Challenge Court - New rules added that players using UTR for verification must have "100% reliability rating". Also, priority players who lose on the Ultimate Challenge Court must wait a round to get back on the court. They can't kick players off right after playing even though they have a priority pass. There should also only be one person per Challenge Court pass.

New Business

- The City dropped off a pile of red woodchips to be used for enhanced landscaping around the Club.

Adjournment - 7:24 p.m

Executive Session: to follow

Next Meeting is July 21, 2026