

Balboa Tennis Club Board of Directors Meeting – October 20, 2009

Meeting called to order at 7:00 p.m.

Attendees: Dwight Van Slyke, Ruth Nutt, Peter Conneely, Barbara Gregorio, Spike Lowndes, Colleen Clery Ferrell, Robin Rodger, Roxanne Drees, Melinda Murray, Linda Stadelli, Richard Barndt, and Geoff Griffin were present. Karen Houston was absent. The board voted unanimously to approve the September minutes and the absence of the board member.

Member Presentation: none

President's Comment's:

1) Fencing - Dwight and Colleen met with the City and received approval for the fence. La Jolla Recreation Center has a sliding security fence/gate very similar to what we are interested in installing. They have had it for several years and are quite happy with it. Robin made an inspection trip and was impressed with what they have. After talking with the staff, she strongly recommends we follow their lead with an increased security hasp (cover plate to protect the lock and to make it much more difficult to break the lock/hasp off). We already have one estimate and will be getting a second estimate from the company which installed La Jolla Rec's fence/gate. The only remaining issue is how high do we want the gate?

2) Lights - Our fund raising efforts have not been very productive. We have raised \$4k to date. Estimate is \$140K. The District will not front us the money for new lights. So, question for the board: Do we want to pursue a SBA Loan? An additional avenue to raise funds is via grant writing. See Director's Report for more details. There was additional discussion about how to pay for the projected increase in our electric bill due to six additional courts being lit. No decisions were reached and the item will be revisited if/when lights for the lower courts come closer to being installed.

3) Board Member Election - There are eight candidates running for five positions. The seven members of election committee who tally the votes are: Vickie Padilla; C.T. Martin; Brad Hasper; Linda Stadelli; Don Goyette; Annette Howell; and Barbara Gregorio. To help with accountability, Colleen will ensure the last page of the upcoming newsletter has the ballot on one side and the mailing label on the other side. (It was discussed later in the meeting that for subsequent elections, election petitions will not be allowed at the reservation desk. This should eliminate the perception of pressure on the staff to gather/promote signatures for any particular candidates.)

Treasurer's Report:

Numbers look very good!

Fixed Assets reflects the new Ice Machine.

Expenses - Friends of BTC money had been collected several years ago (\$3193) was used towards purchase of ice machine.

CY 2009 YTD vs. CY 2008 - Income is \$40K to the good. Most of the increase comes from Memberships and Tournament Income, which account for \$17K each. Expenses are up slightly, but bottom line is we are \$35K better than last year.

Looking down the road: A concern about the SBA loan is do we have the income and financial strength to take on debt? The cost of the loan and the long term known expenses, e.g. re-surfacing and windscreen replacements, will be reviewed by the Budget Committee consisting of Ruth, Roxanne, Colleen, Dwight and Robin. A major point of interest will be do we need to re-surface and replace windscreens as often as we have budgeted for, or can some of this maintenance be deferred?

Club Director's Report:

- 1) Water filter in Ladies room - Board agreed to install.
- 2) Grant writing - Club members Bev Hom and Derek Floyd have offered their services. Dwight had placed an ad in Craig's list for grant writers and received some replies. Dwight, Roxanne, Peter and Geoff will meet with Bev and Derek and come up with a game plan before interview some of those who responded to Dwight's ad. The thought was to start small and target a specific area (youth program; a specific physical improvement.....), and gradually move up to more expensive items once we have a successful track record and increased our visibility in the non-profit world.
- 3) Inside Tennis is having financial troubles and asked us to pay for another ad for \$495 in 2010. There is not sufficient money in our budget category to afford the ad. The Board declined to fund the additional expense.
- 4) Tennis Channel - Film shoot went well and is set to air on October 26th.
- 5) Hydro Blasting the Tennis Courts - Work was temporarily halted by the city for illegal use of water going into the storm drain. CH Court Tech was responsible, resolved the problem, and work resumed. Courts #7-10 are complete and look great, although on courts 9 and 10 some sap from bad gravel the city put under the cement when the courts were redone has worked its way to the surface. When we resurface our next group of courts (\$3K/each) we should strongly consider Hydro Blasting (an additional \$3K/each). It removes the many old layers of paint on the courts, allows for a much better/effective court sealing, which helps prevent rain water from working its way under the court surface and forming bubbles on the court. Unfortunately it does not eliminate the sap from coming up, but it does help reduce the amount getting through.
- 6) Website advertising - Colleen received a request to advertise on our BTC website. Last time we did this for \$100/year. Do we want to go in this direction? Item tabled until next meeting.

7) Bill Stack's memorial on court #8 went well.

8) Daily log: One homeless man was discovered sleeping on court 10; and there were two instances of the human waste being discovered on the courts.

Tennis Director's Report:

Financially speaking, this was not a lucrative year for the Metro tournament. Expenses were down, but entry fees were \$3K less than last year. The lower number of entries is blamed on conflicting tournament schedules: Federation's Cal Cup and the Pacific SW (in LA). Additionally, "burn out" is a possible contributor. The Metro is the last in a series of tournaments, and with money being tight all over..... Speaking of money, the tournament didn't have many sponsors. Colleen made 40 cold calls with no results from the local business owners. Geoff has a possible sponsor who would be willing to pay the cost of the tennis balls used in tournaments if the balls had the sponsor's name on them. Robyn, Peter, Geoff, Ruth, Colleen, and Chaz will form a 2010 Tournament committee and are setting up a meeting to investigate, among other things, ways to get more sponsors and to avoid conflicting tournament schedules.

Committee Reports:

A. **Facilities** - None

B. **Constitution and By-laws** – None

C. **Contract and Lease** – No permit issued from the city yet.

D. **Employment and Personnel** – None

E. **Newsletter Deadline** – January 22, 2010.

F. **Ethics** – None

G. **Youth Program** – None

H. **Activities** – None

Special Projects: Sponsorship plaques will fall under the "Booster Club" umbrella, with profits going towards new lights. The cost is \$250 per plaque with two plaques per court. Booster Club sales begin December 1, 2009, and are good for one year. Advertisement will start in the next newsletter. Geoff had seen sponsor plaques at Rancho Valencia made from webbing/wind screen material instead of wood and suggested the different material might be cheaper to make and easier/less of a problem if the plaques are installed on the nets. The downside is the wooden plaques make nicer souvenirs at the end of the court sponsorship period. The suggestion will be re-visited towards the end of next year.

Web Site Updating: To be discussed next meeting.

Unfinished Business: Clubhouse usage. There have been a few requests about reserving/renting the club house for special events. Past policy has been to say no. Do we want to go there? Several questions popped up: how much to charge; eligibility requirements to use the facility; limit on nature of event - e.g. USTA/WTT team party vs. political gathering.....; cleaning requirements; access to the ice machine during reserved time;.....
Item tabled until next meeting.

New Business

1) Women's SoCal Intersectional Team request for Sponsorship - 6 players from BTC. Board approved \$50/person and wished them good luck.

2) Suggestions from two members concerning fund raising and court reservations were discussed. The first was to create a "premiere" membership (read more expensive) where members would be allowed to reserve courts eight days in advance instead of the normal seven days. The second was to auction off specific courts/hours for a specified time, similar to indoor clubs "blocking" courts. The suggestions did not meet with much approval and no vote was taken.

Adjournment: 8:30 p.m.