

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

## **September 21, 2010**

**Meeting called to order at 7:07 p.m.**

**Attendees:** Melinda Murray, Ruth Nutt, Dwight Van Slyke, Colleen Clery Ferrell, Spike Lowndes, Peter Conneely Geoff Griffin, Jerry Bischoff, Jim Winters, Kevin Barton, and Jane Pulliam were present. Roxanne Drees and Karen Houston were absent. The Board voted unanimously to approve the absences and the minutes from August's meeting.

**Member/Guest Presentation :** Joe Campbell, the Club CPA addressed several issues: financing the lights for the lower courts; 2010 vs. 2009 Cash Balance Comparison; and suggested Reserves for 2011. Joe Campbell has been associated with the club for 27 years as a former board member and since then as a paid CPA for the Balboa Tennis Club. Joe spoke about the early years at Balboa in the 80's when the club started out with \$3000 in cash reserves. The club currently has \$185,000 in total assets. He said:

“During his past 27 years at the club, the cash reserves have continued to grow. The club never had any problem years. What could happen to use the \$100,000?” Joe continued to say, “Based on the Permit Agreement with the City of San Diego, they have mandated we keep the courts in safe condition. We do need to keep the resurfacing and windscreen reserve. By rolling the all the reserves into one fund for resurfacing and windscreens, (\$43,000) and maintaining a cash balance of \$50,000, the club will have \$100,000 to pay for a sizeable portion of the Lower Court Lights. The other \$35,000 needed for the lights could be taken out as a loan and financed for \$700 per month, similar to a car loan.”

Ruth said studies have shown how much different businesses and associations have needed to keep in reserves. Dwight wants to charge for lower court lighting across the board. He also mentioned the club is still in line for the SDG&E Induction Lighting Program.

Joe summarized his presentation,” If you fear not having enough in reserves, you'll never get your lights in. The impact of recent dues increase is creating a cash surplus. Once we pay up to \$100,000, acquire the loan of \$35,000, get the lights installed and then the cash reserve will rise once again.”

### **President's Comment's:**

- 1) The letters of resignation from Richard Barndt and Robin Rodger were accepted.
- 2) The Board needs to vote on a new Vice President. Jim Winters was elected.
- 3) Two new Board members, Jane Pulliam and Kevin Barton were approved by the board. They bring added diversity to the board, which enables us to be better in touch with our members. Jane is a retired CPA and stay-at-home mom who plays during the weekdays

and is an active member in the women's leagues. She is also the new Ethics Committee Chair. Kevin is relatively new to the club, 2007, and is a nurse at Scripps. He plays mostly at night and on the weekends. He is the new Youth Program Chair.

### **Treasurer's Report:**

Roxanne was absent, so Colleen reviewed the numbers with the board. In August 2010, daily permits and interest income were up with membership down and tournament income slightly down. As for expenses, they were \$3000 less than 2009 due to good negotiations of telephone and waste accounts. The added expenses came from the raise for accountant Joe Campbell, addition of credit cards being used at the club, purchase of new deposit books and checks, added memory for the computer, nets purchased, toilet repair, hole cut on court 21 to check out electrical conduit, brochures for the office, BTC membership cards, business cards for Colleen and new shirts for Alex. Tournament expenses are down since Geoff negotiated to get free tournament balls from our sponsor this year. Utilities have decreased due to a new system of shutting off court lights at the Reservation Desk.

YTD – Bottom line has club income increase of \$8490. Big increases came from court rental, which is up \$2000 and membership which is up \$1800. Additional money transferred from Lower Court Lighting Fund makes up the largest difference. Expenses YTD are up \$8000 due to additional nets purchased this year, net post being fixed (\$500), credit card fees, 2 junior ball sheds purchase for Geoff (\$800) and Tennis Café complaints over noise from locker room doors, repair app. \$1000. Court sheets purchased for reservation desk and membership rosters are every other year purchases. The net income for 2010 is very close to 2009 at \$17,866 vs. \$17,488 in 2009.

### **Tennis Director's Report:**

1) Fed Cup - Geoff has two fund raisers going on. One is for the Wounded Warriors, to get tickets for the players to attend Fed Cup. The second is a clinic and exhibition on Saturday October 9th, to raise money for the San Diego Sports Council, which fronted \$200K to bring the Fed Cup to San Diego. The cost of the clinic is \$10/adult, kids free.

2) Extra courts for Junior Tennis - Attendance at Geoff's junior program is increasing rapidly. He requested and a motion was made and approved to give him courts #11 and #12 on Mondays, Wednesdays, and Thursdays at 4-5 PM.

### **Club Director's Report:**

1) To keep the club liquid should we need money on relatively short notice for the lower court lights, the Certificate of Deposit which just matured, \$75,848.00, was added to our savings account at Wells Fargo. The account is FDIC secured up to \$250,000 through 2012.

2) Two additional signers on the club bank account are needed to replace Robin Rodger and Richard Barndt. Peter Conneely and Jane Pulliam volunteered and the subsequent motion carried unanimously.

- 3) SDDTA would like to go in with the Club to purchase security cameras for the clubhouse to protect the Hall of Fame. Jerry Bischoff will head a committee to investigate.
- 4) Five board member terms are up in December: Melinda, Spike, Karen, Ruth, and Peter. Blank petitions were made available for those interested in running again. 40 signatures and a willingness to help out with club decisions through 2012 are required.
- 5) District Tournament - Flat fee vs. percentage? Fees usually run \$2700-\$3000. Motion made/passed to settle for \$3,000 flat fee. If revenue falls off in the future, the fee can be adjusted accordingly.
- 6) Geoff's Junior Tournament - Flat fee vs. percentage. Average for last six years was \$690. Motion made and passed to settle for \$700 flat fee. If revenue falls off in the future, the fee can be adjusted accordingly.
- 7) High School Teams using BTC courts. One complaint was made recently about limited availability for member use. OLP and St. Augustine have been using our courts for 15-20 years. Gompers is now using our courts, but only for six team matches a year. After discussion, the Board will adopt a wait and see policy. Revisit if necessary.
- 8) Complaint about Jake Brown. He was belligerent on challenge court. Colleen will discuss with Jake and the Board will review options.

**Tennis Cafe:** Nothing

### **Committee Reports**

**A. Facilities -** Lower court lighting project: The purpose of the electrical (\$2500) and structural (\$2250) evaluation contracts is to provide the club with lighting package that is self sufficient and ready to put out to bid. This includes evaluating the electrical design/efficiency, structural requirements; providing a cost estimate; obtaining City Hall approval; and monitoring the project to make sure it is being completed according to plan. The structural meeting is on 9/24/2010. Jerry recommended adding a contingency amount of 10% to the final cost estimate to cover unanticipated expenses. Impact to the club members during installation shouldn't be significant. The courts will be out of commission while footings are being dug, and possibly if trenches need to be cut to bury cables. More information on club impact will be known after the evaluation contracts are completed.

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

**C. Contract and Lease –** Waiting for signed copy from the city. The permit should be coming soon.

**D. Employment and Personnel –** None

**E. Newsletter Deadline –** October 15, 2010

- F. **Ethics** – None
- G. **Youth Program** – None.
- H. **Activities** – None.
- I. **Special Projects** - None.
- J. **Web Site Updating.** -None.

**Unfinished Business:**

1) **Brick Fundraiser:** Fund Raiser for lighting project: Previously, Jim Winters had done some research about commemorative bricks. Roughly \$25 each, less if ordered in quantity. The problem, where to put them? Spike Lowndes brought a picture of the Birch Aquarium's tiled donor wall. This is another good suggestion, yet the question of where to put the tiles, plus at \$150-\$200 per square foot, considerably more expensive than bricks. Two new ideas were discussed: 1) plaques, similar to those on the benches on the courts, for the perimeter of the Stadium wall. Colleen estimated the plaques cost \$200 each. This is still an option, yet quite expensive. 2) Glazed tiles mounted on the Reservation Desk's exterior wall is another idea. Jim Winters volunteered to investigate

**New Business:** None.

**Adjournment:** 8:54