

Balboa Tennis Club Board of Directors Meeting Minutes October 15, 2013

Meeting called to order at 7:05 p.m.

Attendees: Dwight Van Slyke, Colleen Clery Ferrell, Pat Mason, C.T. Martin, Mark McDonough, Gregg Ward, Julia Gregory, Dan Hays, Janene Christopher and Geoff Griffin were present. Mary Gunset, Ruben Carriedo and Peter Conneely were absent. The Board approved the September 2013 minutes and Board member absences.

President's Comments: 1. Dwight spoke with Maria from the City and she said she would expedite the Right of Entry Permit for the Club to begin construction on the Belinsky Project. The Historical Department is still awaiting documentation. Dwight suggested using himself as the general contractor or his electrician Martin. Gregg questioned whether there was a conflict of interest. A formal vote was taken with Gregg making a motion to use Dwight as the general contractor. CT seconded the vote and the Board voted unanimously to approve Dwight.

2. Roberto Ancira – who will be making the corporate banners which the Club intends to sell for \$600 each – suggested the Club position the banners on the sides of the fences. This is the way it was done at La Jolla Rec Center so the writing isn't a distraction to the players.

3. Dwight said the Club needs reserves and also courts 15/16 and windscreens replaced. He is suggesting again that the Club take out a loan and/ or utilize a line of credit. He is presently having the insurance looked at to see if we can get a reduction. With the extra money used to fund additional club improvements, he suggests we start a promotion campaign and add a family membership to sell the public. The additional funds from the campaign could be used to pay off the loan. He also informed the Board that it's only a matter of time before the big green electrical boxes need to be replaced. He is calling on Sullivan Solar to research and possibly replace the lights. Janene has a connection to SDG&E for panels. Dwight suggested forming a committee to secure the loan. Gregg mentioned that since this is the second time Dwight has proposed the loan, he is clearly serious about moving forward. Julia suggested the Club Accountant come to the meeting. CT mentioned that he has secured loans in the past. He said the contractors that perform the work don't take payments. Dwight said he is very familiar with business loans and wants to get the Club in a more comfortable spending position. Mark said he knows people who have "gone under" from taking out loans. He is now aware of the talk about needing new windscreens after attending the meetings, yet doesn't feel people will stop coming to the club because of the windscreens. Gregg said it's a question of priorities. The sewer being repaired is definitely a higher priority. Mark said he is against barrowing and that the Club should live within its means. Gregg wants to wait until the funds come in. Gregg asked the Board to table the loan idea until the first of the year. The Board will recheck the Club's financial status. Dwight concluded the discussion saying he already had a line of credit approved. Janene said this money could be used for an emergency.

4. Dwight said that when the big storm hit last week, the courts were very messy in the morning and he was receiving complaints. He would like to see Sean and George on call to help clean up in the future. Colleen mentioned that after the courts dried out around noon, she got the blower out and blew leaves off courts 15-18, both sides of the backboard and court 22 and 23. Julia said there have been very few complaints. Pat added that brooms are available on the lower courts and in the reservation office.

Guest Presentations: None.

Treasurer's Report: Colleen reviewed the financials. The club has \$68,361 in the bank account, with \$50,000 of that money saved in reserves. \$158,036 is in a separate savings account earmarked for the Belinsky Project. For the month of September, court rental and memberships were up. Parking lot reimbursement from the City of San Diego was received. Facility spending was high with the landscaping project at Reservations being partially completed as well as the men's shower repair. In the month of September, the Club netted \$7662. YTD income is up \$23,000 over 2012 with membership accounting for most of the increase. YTD net income is -2408. Overall membership stands at 1115. Geoff inquired whether he would get his \$1200 from the club for the Junior Fund. Colleen informed him that in February of 2013, he received the 2012 allocation.

Tennis Director's Report: Geoff was overlooked during his regular slot on the agenda. He recapped the Junior Satellite tournament and wondered if the Club wants more outside tournaments such as this one to increase outside court fees? He also asked whether the Board thought there were too many leagues at the Club. Colleen mentioned there are app. 35 leagues at BTC. It used to be a problem when we didn't have lights on the lower courts, yet this problem was solved when the Club put in the new lights. Now there appears to be too many leagues playing on the weekends during tournaments. Geoff thinks the league championships should revolve around the tournament dates to keep player participation high. Geoff also spoke about the recent Wounded Warriors clinic he put on for plastic surgeons. He is still going to Balboa Hospital every Monday to put on a clinic with some of his pros using the hospital's two courts.

Club Director's Report: Julia reviewed the Grant Subcommittee results. She wrote an introduction, Colleen added to it and Ruben completed the request. Peter took pictures of the courts and windscreens needing repair. Colleen submitted the application to the GSDCTC on Sunday, 10/13. The Club is holding off on submitting to the District and USTA pending results from GSDCTC. The San Diego Foundation was mentioned as another possible source for grant funding. Mark submitted two checks as the first business to buy a corporate banner: one from his business and one from himself. The Board decided to require Flex League participants to pay for their guests. Direct TV high definition was added to the Clubhouse per Dan Hays request and when Direct TV said they would waive the \$399 setup fee due to customer loyalty. Savings from new SDG&E outdoor lighting rate for the first month was \$3286. City will cover up graffiti outside of court #19. Colleen read letter of intent from Inside tennis Editor Bill Simons to the board. Board approved an advertising cap of \$2000 for 2014. Four teams from BTC are going to Nationals this November. Board recently approved sponsorship increase to \$75 per player. Colleen wanted to warn board of large sponsorship donation in month of October. Pat mentioned there was a maximum of players per team which can be funded by the Club. The Board will review the sponsorship policy in January 2014. Colleen read the daily log review regarding lights on courts 9 and 10 which sometimes spontaneously go off without warning. One of the members mentioned that they were approached about what to do when players are arguing on the court or loudly speaking. The board agreed filling out a complaint form is a viable solution. Julia

brought up the issue of wild skateboarders who often frequent the club. Colleen suggested notifying Reservations for assistance.

Committee Reports

A. **Facilities:** Dan has arranged for a worker named Melissa to do trimming around the club three hours a day, once a week at a rate of \$15 per hour. He also spoke about his meeting with Bill Overstreet, who has taken over our area for Mike Tully. Bill agreed to finish off area next to Reservations and add mulch and irrigation. Dan also submitted a request to get the Eucalyptus trees trimmed as well. The new grass planted in front of Reservations is a result of the City. Battery operated controllers will be added for watering.

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

C. **Contract and Lease:** None

D. **Employment and Personnel:** None

E. **Newsletter Deadline:** Next newsletter due out in November

F. **Ethics:** None

G. **Youth Program:** None.

H. **Activities:** None.

I. **Special Projects:** Janene reported that she and Dwight met to go over the budget for the Belinsky Project. At this time there is a contingency of \$25,000. Right now the Club is waiting on permits to get started.

J. **Web Site Updating:** None

Unfinished Business:

Grant Committee Report already discussed earlier in the meeting.

New Business:

Holiday Party – Club will utilize Babycakes once again this year. Date of party is Wednesday, December 11 at 6:00 p.m. Geoff intends to spearhead the Holiday Gift Drive like recent years.

Adjournment: 8:33 p.m.

