

**Balboa Tennis Club Board of Directors Meeting Minutes
August 19, 2025**

Meeting called to order at 6:43 p.m. by President Gary Smith in the Balboa Tennis Clubhouse.

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

Approve Minutes - A motion was made by Charlie and seconded by Angie to approve the July 2025 Board Meeting Minutes. MMSC

Guest Speaker - Hiromi Sasano - BTC Tennis Director - Owner HJK Ventures and General Manager Matt Previdi. Hiromi requested clarification on the proposed net increase for her rent. She spoke about her appreciation of the Club and said she is growing personally and professionally. She wants to keep the lesson and clinic rates affordable for the public. She mentioned how her operation is adding value to the Club. Hiromi believes a 2-5% increase would be fair. Matt agreed with Hiromi and requested to know the Board goals. Mario questioned several of the expenses listed on the Profit and Loss statement. Mario requested a copy of the HJK General Ledger, which the Board members didn't receive due to a clerical error. Gary mentioned that the Board needs to protect the best interests of the Club. Charlie interjected that the Board will deliberate and get back with Hiromi regarding rent.

President's Comments - (Gary Smith) He spoke about the patio project coming along well. Gary also saw the printed copy of the farewell ad in Inside Tennis magazine from Balboa Tennis Club. Colleen distributed a copy with club photos and thank you verbiage to editor Bill Simons. Charlie mentioned that his brother also took out an ad in the same magazine issue to promote his new book.

Club Director's Report (Colleen Clery Ferrell)

- A. League Dilemma at BTC** - There are currently many of the same captains each season and the same players participating. The question is how to integrate other and new members into the league mix. Angie proposed having members captain one team only per season beginning Winter 2026, with a possible exception if no one expresses interest in captaining what would be the individual's second captained team. Charlie proposed having a signup with a club specific deadline. Maegen recommended creating a guide with the necessary steps to become a captain - team interest submission form with guide for captains, league internet form and dates for submission. Maegen agreed to become the League Coordinator at BTC - Angie made a motion, Charlie seconded. MMSC
- B. New Website "flood gates" for Membership Requests** - The new BTC website now has a button that can be pushed by people visiting the website to gain information about the club, lessons, clinics, rules and to get on the wait list. The traffic of information requests has exponentially increased. In regards to the increased number of people wanting to get on the wait list, the board recommended offering 14 days for people who become eligible for membership to respond moving forward.
- C. Little Mo Tournament Request** - February 6-11, 2026 - 15 courts requested each day for the tournament. Barnes would be the primary site. Mario made a motion to confirm and Maegen seconded. MMSC
- D. AB5 Reminder of Employee vs. Independent Contractor Status** - Club CPA reiterated the rules of using both. Colleen reminded Hiromi Sasano from HJKventures as well as she is requesting to use more contractors instead of employees to save on costs.
- E. New Score Holders for the Upper Courts** - New PVC scoreholders have been installed to replace the old ones. The lower courts' scoretenders are next.
- F. Membership Total** - 1,725
Waiting List - 118
Court Usage - 77%

Committee Reports

A. Budget and Finance (Colleen)

- The Club has \$276,364 in the bank with \$131,534 in reserved funds. Court rental, daily permits and memberships were in line with 2024. Tournament income from the BTC Open was up \$2,000. Prize money for the BTC Open was increased this year by \$3,000. The fee for officials at the tournament increased by \$2,500 and the referee organization (SDDTUA) announced another increase for 2026. The Board approved four members to attend the ceremony in New York when BTC receives the "Club of the Year" award, and this line item was listed under Promotion. SDG&E was up \$2,500 in July. The Club finished -\$8,537 for the month, yet overall is still up \$15,000 for the year. The budget for income is at 61% with expenses right on at 58%, which is the targeted percentage for 7 months into the year.

B. Facilities

- Multiple plumbing issues were addressed this month including old plumbing on the outside of the Clubhouse and a valve next to the cafe. A center plug popped on court 20 which results from aging courts.

C. Constitution and Bylaws

- Four board members that were elected in 2023 are nearing the end of their initial two-year term. At the meeting, these members were asked whether they would like to continue serving on the board and would run for re-election. Andrew inquired as to whether they were eligible to serve an additional two-year term without another election. Colleen declined (Note: This was later discovered to be incorrect per the bylaws and will be revisited at the next board meeting.). All four individuals responded that they would seek another term.

- D. Employment and Personnel** - The Club Director is traveling to Europe the first two weeks of October. Responsibilities while away will be handled by Assistant Director David Saranglao and BTC employee Timur Sabirov.

E. Ethics - None

Contract and Lease

A. Route 6 Cafe - The new contract has been signed for 2025-2028. New furniture will be delivered soon. The front of the Cafe was painted.

B. HJK Ventures - Executive Session

Unfinished Business - none

New Business

Bid for new restrooms exhaust fan enclosed to replace current system - Cost - \$2,381- A motion was made by Mario to approve and seconded by Maegen - MMSC

Adjournment - 8:01 p.m

Next Meeting is September 16, 2025