

**Balboa Tennis Club Board of Directors Meeting Minutes
November 25, 2025**

Meeting called to order at 6:48 p.m. by President Gary Smith in the Balboa Tennis Clubhouse after taking a tour of the completed landscaping project. Michael suggested lighting up the area to see the Balboa Tennis Club sign. Colleen will do some research.

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

Approve Minutes and Absence - A motion was made by Angie and seconded by Charles to approve the October 2025 Board Meeting Minutes and approve the absence. MMSC

Guest Speaker - None

President's Comments - (Gary Smith) He spoke about the dinner with former board member M.A. Hillier, who recently gifted the Club with \$10k to continue facility upgrades.

Club Director's Report (Colleen Clery Ferrell)

- A. **Donation from M.A. Hillier** - She approved designating part of her 10k donation to installing new windscreens on courts 8 & 9 with the BTC logo.
- B. **League Report from Maegen Demko** - For the first season of 2026, 13 teams have registered and everything went smoothly. The Captains were asked to sign off on reading and implementing the BTC League Rules. Maegen was able to get several members requesting spots on teams situated.
- C. **Membership Total** - 1,711
 - Waiting List** -110
 - Court Usage** - 79%

Committee Reports

A. Budget and Finance (Colleen)

- The Club has \$264,236 in the bank, with \$132,412 in reserves. For the month of October, daily permits were down -\$1,535 and membership was up +\$2,987. A late invoice from the SDCTUA Umpires Association for the SD Metro Tournament and utilities from SDG&E accounted for the major expenses of the month. Overall the Club finished the month with +\$1,382 for net income. YTD, the big three revenue contributors of court rental, daily permits and membership account for the +50k increase in total income over 2024. Expenses are in line with net profit of \$59,000 for 2025 through October. Budget to Actual stands at 83% as a target. Income remains high at 89% and expenses at 84%. Overall the budget is right on target at 83.6%.

B. Facilities

- The next project is the installation of the additional cameras at the Reservations office and also by the backboard/public restroom area.

C. Constitution and Bylaws - none

D. Employment and Personnel - Employee Reviews in Executive Session.

E. Ethics - There was some discussion regarding the Men's Ladder. The consensus was that the coordinator Jeffrey Newton has the authority to discipline players who are violating club standards while participating in the weekly ladder.

Contract and Lease

A. Route 6 Cafe - The Cafe will be catering the upcoming Turkey Shoot and the Club Volunteer Dinner.

B. HJK Ventures - The windscreens on teaching courts 1-4 were removed for the winter months as requested to allow more sunlight and air to dry the backcourt area.

Unfinished Business

- **SD Metro New Date Research** - Due to a busy USTA tournament schedule in the area, a new date for the SD Metro hasn't been

found. Angie suggested requesting SD League Coordinator Randie Lettington to give a bye week during the Metro Tournament to allow local players to participate in the tournament.

- **BTC Board of Directors Dinner** - Michael Massaro selected North Italia in Fashion Valley for the dinner gathering on Tuesday, December 16. Colleen will proceed with making the reservation.

New Business

- **Suggestion from BTC member Eileen Heckler to Collect for the Alpha Project** - Denied
- **Annual Collection for BTC Employees** - Approved
- **USTA Southern California Service Award** - Angie would like to nominate someone or the BTC organization for the SCTA annual Awards. She has agreed to be the catalyst for nominations.

Adjournment - 7:45 p.m

Executive Session to follow

Next Meeting is December 16, 2025