

**Balboa Tennis Club Board of Directors Meeting Minutes  
December 16, 2025**

**Meeting called to order at 6:32 p.m. by President Gary Smith at North Italia Restaurant for the Annual Board Dinner.**

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

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

**Guest Speaker - None**

**President's Comments - (Gary Smith) He commented about the Club Volunteer Appreciation Party that "went very well."**

**Club Director's Report (Colleen Clery Ferrell)**

**A. Membership Total - 1,716 - The Board recommended adding another reminder to the weekly update about the upcoming 5% membership increase.**

**Waiting List -110**

**Court Usage - 73%**

**Committee Reports**

**A. Budget and Finance (Colleen)**

- The Club has \$258,581 in the bank, with \$132,412 in reserves. For the month of November, court rental was slightly under as not all vendors who rented courts during the month have paid. Memberships were down -\$4,000, which accounted for the overall month of income finishing -\$6,000. On the expense side, the only significant cost was court washing that took place to minimize the leaf stains which occurred during the last storm. Coupled with the decreased membership numbers, the Club finished -\$4,000 for the month. YTD, the Club is**

**+\$54,000. For Budget to Actual, income is higher due to membership at 95%, while expenses are right on at 92%. The projected budget number for the month of November is 91%, so from a budget standpoint, projections are holding strong. A draft of the 2026 budget was presented to the Board with a projected net income of \$36,000. With some adjustments after the year closes, the final budget will be presented at the January 2026 meeting.**

**B. Facilities**

- **The four new cameras that were recently installed adding additional coverage at the Reservations Desk and by the backboard area are much appreciated by the staff. At this juncture, the Club has full vision of the Club overall 24/7.**

**C. Constitution and Bylaws - none**

**D. Employment and Personnel - none**

- E. Ethics - Addressing "Spitting Issue" at the Club. The Board agreed that there was no reason to amend the BTC Code of Ethics because spitting would fall under (F) Behavior that could jeopardize the safety of persons or cause damage to property. Colleen was asked to include this information in the next weekly update.**

**Contract and Lease**

- A. Route 6 Cafe - The Cafe comped the Holiday Appreciation Dinner as a gesture of thanks to the Club.**

- B. HJK Ventures - The Double Good Popcorn Fundraiser netted \$3,694 for the HJK Dream Team Non-Profit.**

**Unfinished Business**

- **SD Metro Sponsorship - To boost cash flow, all banner revenue will be classified under the SD Metro since the National Open tournament will no longer be played at BTC.**
- **League Players - USTA League Coordinator Randie Lettington approved of league captains requesting a bye week ahead for the league play weekend of the SD Metro that has historically conflicted with the tournament.**

**New Business**

- The Club Director requested approval to transition to the Constant Contact platform for weekly update publication. Currently using Thunderbird which is free, yet has some major limitations. The Board is in agreement.

**Adjournment - 7:02 p.m**

**Executive Session to follow**

**Next Meeting is January 20, 2026**