

**Balboa Tennis Club Board of Directors Meeting Minutes
April 21, 2026**

Meeting called to order at 6:44 p.m. by President Gary Smith.

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

Approve Minutes and Absence - A motion was made by Angie and seconded by Andrew to approve the March 2026 Board Meeting Minutes and absence. MMSC

Guest Speakers - none

President's Comments - (Gary Smith) He spoke about meetings with two BTC members regarding disciplinary actions that went well. Gary commended the Board for being thorough in the decision making process.

Club Director's Report (Colleen Clery Ferrell)

- A. Legacy Project Update - This is a project initiated by legendary BTC member Roz King. Together with Colleen Ferrell, they are putting together a plan to memorialize BTC legends.**
- B. San Diego Magazine Award and ad request - The Board is pleased with the award, yet denied the request from the magazine to purchase ad space.**
- C. Request for Stadium Rental - More information from the requested group is necessary in regards to revenue stream and how the event would be managed.**
- D. Membership Total - 1,748 - cap of 1,750**
- E. Waiting List - 132 - Cap of 150 (Suspended until July 1)**
- F. Court Usage - 75%**
- G. Daily Log Highlights - Read to the Board Member with no comments.**

Committee Reports

A. Budget and Finance (Colleen)

- **The Club has \$312,764 in the bank, with \$133,072 in reserves. The maturity dates for the CD's are May 5. Jere Batten, the Club's CPA, advised moving CD funds to another bank to diversify the Club's finances due to the uncertainty in the world. The FDIC insurance limit remains at \$250,000 per insured bank for 2026. The Club Treasurer Mario Suarez, researched various banks and found US Bank to offer the highest interest rate. A new bank account with BTC funds will be opened prior to the May board meeting.**
- **March Financials - Outside court rental to the SCTA for the Tri-Level Nationals netted 11k for the month. Memberships were up \$2k over March 2025 at \$43k. Total income finished at almost \$68k, an increase of \$3,500 over last year. On the expense side, the final audit for Workman's Comp was doubled at \$998. SDG&E was up almost \$1k over 2025. The club had a positive gain for the month overall at +\$20,872. YTD court rental is up \$8k and memberships are slightly under at -\$3500. On the expense side, janitorial and cleaning are up with the increased fee from the new service and transition from the prior company. Merchant services fees continue to increase as more people are paying with their cards. Repair and maintenance costs are way down thankfully as no major plumbing or facility issues so far this year. Utility costs for the first quarter are rising - up \$3,730 over 2025. Overall income is up \$13k over last year. Budget to Actual should be at 25% for the first quarter. Income is right on at 24.4% and expenses at 19.5%. Overall net income is within \$573 of projections - 98.4% - right on target.**

B. Facilities

- The Board approved an estimate for windscreen replacement on courts 19-24 for \$9,720 and an overhang replacement on court 4 for \$1200. The windscreens on courts 9&10 that are worn will remain because they provide good visibility for people sitting at the Cafe watching tennis. A motion for approval was made by Mario and seconded by Charles. MMSC

C. Constitution and Bylaws - Open vs. Closed Board Meetings

- Colleen included a simple web search comparing open and closed meeting sessions in the member packet. Charles emailed a detailed AI research on the subject for Non-Profits such as BTC just prior to the meeting. A conversation ensued with all the members about the pros and cons of open vs. closed board meetings. Charles made a motion to postpone the decision until the May meeting. Angie seconded the motion. MMSC

D. Employment and Personnel - none

- E. **Ethics** - The independent contractor issue was followed up and resolved by the Club President Gary Smith.

Contract and Lease

- A. **Route 6 Cafe** - Guillermo purchased a power washer to keep the Cafe concrete cleaner.
- B. **HJK Ventures** - Hiromi has put together a Pro Shop Remodel Plan and wants to get Board approval. The information will be emailed to the members for any questions they might have with the specifics.

Unfinished Business

- **Ultimate Challenge Court** - There have been continual complaints from the BTC membership regarding players signing up to play the Ultimate Challenge Court (UCC) who are not at the 4.5 or above required level. After discussion, the Board decided to start a verification list. Charles suggested giving one month for the players who want to compete on the UCC to prove that they are a USTA 4.5 or above or a 6.0 UTR. By June 1, there will be a running list of players who qualify for the UCC. Maegen agreed to write up the content information for the BTC website.

New Business

- **Proposal by Maegen Demko - "Paid League Liaison Position"**
Maegen spoke about her new approach to team registration. She followed up with the League Coordinator position that she has taken on, detailing the enormous amount of work involved. She is proposing that the Board create an outside contractor position to handle the leagues. Her proposal, which was included in the member packet - outlines the responsibilities of the position, along with the \$4-\$6,000 annual pay request for the job. A club membership would also be included. Colleen will look up in the financials to see how much Club took in for "League Fees" in 2025 as each team pays a \$50 league fee prior to the start of the season. These fees may offset the cost for a paid league coordinator. A committee will be created to aid in the new hire. Former captains may apply, but not current captains. Charles made a motion to create the new position and Mario Seconded. MMSC

Adjournment - 8:45 p.m

Next Meeting is May 19, 2026