

USTA NorCal Board of Directors Meeting Minutes
Wednesday, February 21, 2018
USTA NorCal Office, Alameda, California

USTA NorCal Board of Directors Present: Rosie Bareis, Margie Campbell (Delegate), Gordon Collins, Steve Cornell, Terry Cossette, Christine Costamagna, Anoosh Davoudzadeh, Nancy DeSchane, Dale Evans, Alvin Hom (President), Sue Leo, Kevin Pope, Jim Swansinger, Mark Tappan, Brian Thomas, Sandy Tompkins, Ross Wisser

USTA NorCal Advisory Directors: Michael Cooke, Larry Olmstead

NorCal Staff Present: Steve Leube, Executive Director

Legal Counsel: Les Hausrath

Guests: Bill Simons

Call to Order: Noting the presence of a quorum, Alvin Hom, President, called the meeting to order at 6:30pm. The the USTA NorCal mission statement was read. Mr. Hom noted that there were no public comments.

Approval of Minutes: The minutes of the December 13, 2017 Board meeting were presented for approval. On motion duly made, seconded, and carried, the minutes of the December 13, 2017 meeting were unanimously approved.

Election of the USTA NorCal Board of Directors: Mr. Hom noted that the officer elections were a carryover from the December meeting which elected in no officers being elected. He then began with the President-elect position with nominations being accepted by Mr. Collins and Mr. Pope. Both candidates were allotted time to speak and answer questions. Thereafter, a vote was taken and Mr. Pope was appointed President-elect with 9 votes in his favor and 8 votes in favor of Mr. Collins. There were no abstentions. Nominations were then accepted by Mr. Tappan and Ms. Leo for the Treasurer position. Mr. Hom provided the candidates with time to speak and answer questions. Thereafter, a vote was taken and Ms. Leo was appointed Treasurer with 9 votes in her favor and 8 votes in favor of Mr. Tappan. There were no abstentions. Finally, nominations were then accepted by Ms. Costamagna and Ms. Bareis for the Secretary position. Mr. Hom provided the candidates with time to speak and answer questions. Thereafter, a vote was taken and Ms. Costamagna was appointed Secretary with 9 votes in her favor and 8 votes in favor of Ms. Bareis. There were no abstentions.

Executive Director Report: Mr. Leube provided an overview of his report, a copy of which was provided in the meeting material. He then commented on the following items:

- 1) new Board member orientation on January 11
- 2) Status of the contract with Langhill Marketing which includes a transition of a number of the aspects of the contract in house
- 3) Participation at the Latino Summit in Los Angeles
- 4) Successful USPTA winter conference
- 5) Reno Hall of Fame banquet
- 6) Golden Gate Park renovation status
- 7) Player Capital Tyler Nii scholarship for 2 high school players (over \$53,000 raised)
- 8) ACES Awards on February 11

- 9) Combo Districts in Sacramento at the end of February
- 10) Upcoming USTA Annual Meeting
- 11) National funding direction change from membership to participation model – he explained that full funding would be based on a formula which guarantees 90% with the remaining 10% being paid in the form of an innovative grant with 5% being focused on adult entry level play/H.I.T.S. and 5% being based on participation trends,
- 12) Successful SFTC Challenger
- 13) League software update noting the release should occur in April and that a mobile app is in development

With respect to the change in funding model, questions were raised concerning the model being counterproductive to growing the game. Mr. Leube noted that importance of Net Generation to help with participation trends.

President's Report: Mr. Hom noted that he had nothing additional to report.

Delegate Report: Ms. Campbell noted that there were a number of amendments, none of which were controversial, to be approved at the USTA Annual Meeting. She reviewed the amendments included in the meeting material and the Board approved, by straw vote, the proposed amendments (R1, B1 and B2).

Treasurer Report: Mr. Leube provided the Treasurer's report to the Board. He noted that the 2017 audit is almost complete. He commented on budget impacts, including the \$85,000 impact due to digital component. He commented on staff savings, the impact of the USTA.com launch, and the underspend on grants. He reported that NorCal is required to maintain 25% of operating costs in reserves. He also noted that a task force has been formed to address the noted related to the building that comes due in August 2019.

Monthly Financials: Mr. Hom noted that the monthly financials were included in the meeting material.

Committee Decisions: Mr. Hom noted that the Committee decisions were provided in the meeting material. Mr. Hausrath noted that since the Sanction and Scheduling Committee were exempt from decisioning process and that the Board would need to approve the junior and adult tournaments the Committee approved at its January 10, 2018 meeting. Thereafter, on motion made by Ms. Costamagna and seconded by Ms. Campbell, the Board approved the tournaments with a vote of 14 in favor, 0 opposed and 3 abstentions.

Unfinished Business: There was no unfinished business to report.

New Business: Mr. Olmstead provided a Leagues update noting that effort around the 18-39 demographic which had exceeded NorCal's expectations. He noted that it was a hope that all sections would implement the league by year end. He reported that NorCal was focusing on alternate formats, captains, sportsmanship and marketing.

Adjournment: The meeting was adjourned at 8:30 pm.

Respectfully submitted,

Christine Costamagna
Secretary

