

USTA NorCal Board of Directors Meeting Minutes
Wednesday, August 21, 2019
USTA NorCal Office, Alameda, California

USTA NorCal Board of Directors Present: Josh Conlin, Steve Cornell, Suzy Cossette, Christine Costamagna, Kevin Craig, Anoosh Davoudzadeh, Dale Evans, Mark Fairchilds, Alvin Hom, Jason Scalese, Jim Swasinger, Mark Tappan, Sandy Tompkins

USTA NorCal Advisory Directors: Jon Toney

NorCal Staff Present: Steve Leube, Executive Director

Legal Counsel: Les Hausrath

Guests: none

Call to Order: Noting the presence of a quorum, Kevin Pope, President, called the meeting to order at 6:35 pm. It was noted that Ross Wisser has resigned since the last meeting.

Approval of Minutes: Mr. Evans read the NorCal mission statement. The minutes of the June 19, 2019 Board meeting were presented for approval. On motion duly made, seconded, and carried, the minutes of the June 19, 2019 meeting were unanimously approved.

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) Katy Vollynets' win at the Girls 18s hardcourts and resulting invitation to the US Open
- 2) GarGlenney Cup
- 3) ED Meeting in Portland, Oregon
 - a. Philosophy
 - b. Information Technology
 - c. Independent contractors v. employees
- 4) Kids Day at Mubadala
- 5) Leagues
- 6) Gen Gap Invitational
- 7) Semi Annual Meeting

A discussion ensued concerning events/programs that drive revenue and elevate exposure. The Board further discussed the UTR involvement at the upcoming Bay Club event. Mr. Leube explained NorCal's involvement event and the Board discussed the current status of the UTR relationship with USTA and options going forward around, among other things, a rating system. The Board expressed their concerns around competition with Tournament Directors and NorCal's involvement UTR in light of the issues with National. The Board agreed that there needs to be an expanded conversation around UTR. It was determined that issues involving UTR should come to at least the Executive Committee if not the Board. It was requested that at least a Board member be involved in conversations concerning UTR or possibly a task force be formed.

President's Report: Mr. Pope began by discussing the downward trend in memberships of individual players and member organizations since 2011. A discussion ensued concerning the monetization of participation, lack of growth of 10 & Under memberships, increases in H.I.T.S. (red ball) and issues around guaranteed money from National.

Delegate's Report: Mr. Hom reviewed the process for approving call items at the upcoming Semi Annual Meeting. He then noted that there were a number of amendments, none of which were controversial, to be approved at the USTA Semi Annual Meeting. She reviewed the amendments included in the meeting material and the Board approved, by straw vote, the proposed amendments (B1-Grievance Committee composition and B2-SafePlay requirements which would be effective immediately; R1-Amendments to the Junior Regulations).

Ms. Costamagna also provided an overview of the USTA Adult Tournament Alignment proposal noting that it is a 7 level structure that would go into effect in 2021.

Treasurer Report: In the absence of Ms. DeSchane, Mr. Leube reviewed the financial statements with the Board and commented on various line items. He commented on issues with QuickBooks which is in the process of being resolved. He commented on the positive trends in the budget. He commented on the projected savings and responded to questions concerning outside services, revenue and He reiterated the upcoming annual budget process noting that the final budget will be presented to the Board in October.

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

Committee Decisions: Mr. Pope noted that the Committee decisions were provided in the meeting material.

Tournament Sanctions: It was noted that since the Sanction and Scheduling Committee were exempt from the decisioning process, the Board would need to approve the junior tournaments the Sanction and Schedule Committee approved at its July 24, 2019 meeting. Thereafter, on motion duly made, seconded and carried, the Board unanimously approved the tournament schedule.

Unfinished Business: It was noted that there was no unfinished business.

New Business: Mr. Scalse provided the Board with a Sanctions & Schedules Committee ("SSC") update around the ROGY grant as well as extension of the deadline of the Junior Sectional and Excellence tournaments. With respect to the tournaments, he reviewed the reasons around the need for the extension and responded to questions concerning standards. He reported that the SSC had unanimously approved the proposed extension at its meeting and that the Board was being asked to also approve it due to timing of the sanctioning process. Thereafter, on motion duly made by Mr. Hom and seconded by Mr. Cornell, the Board approved the following resolution with 12 in favor and 1 recusal:

RESOLVED, that the deadline for the 2020 Junior Sectional and Excellence tournaments be extended until September 4, 2019.

Mr. Scalse also noted that the SSC discussed the initiation of rule changes by the SSC, Adult Tournament Committee and Junior Council during the tournament calendar year. He noted that previously rules could not be in effect until the following calendar year but there are some instances where new rule needs to be implemented immediately. He reported that NorCal staff will communicate such rules and inform the member organizations that they have 60 days to comply which assures member organizations enough time to plan for future events. He reported that the SSC had unanimously approved the rule change at its meeting and that the Board was being asked to also approve it. Thereafter, on motion duly made by Mr. Fairchilds and seconded by Mr. Cornell, the Board unanimously approved the following resolution:

RESOLVED, that any additional changes or deletions made to USTA NorCal rules approved by the USTA NorCal Board of Directors will be effective 60 days after Board approval.

Adjournment: The meeting was adjourned at approximately 8:50 pm.

Respectfully submitted,

Christine Costamagna
Secretary