

## MINUTES

<b>IN ATTENDANCE</b>	Christine Costamagna (Secretary), Luis dos Reis, Martha Ehrenfeld, Cheri King, Michelle Nicholson, Andrea Norman, Craig Pasqua, Jason Scalese (President) Pam Sloan (President-elect), Jack Walker (Treasurer), and Keith Wheeler (Delegate/Parliamentarian)
<b>ABSENT</b>	Joshua Conlin, Gordon Collins, Suzy Cossette, Ray Hixson
<b>ADVISORY DIRECTORS</b>	None
<b>NORCAL STAFF</b>	Summer Verhoeven, Executive Director; Darren Wenger, Director of Strategy and Operations
<b>LEGAL COUNSEL</b>	Jonathan Madison, Esq., The Madison Firm
<b>GUESTS</b>	None
<b>CALL TO ORDER</b>	8:00 PM

**I. Call to Order**

President Scalese called the meeting to order once a quorum was established.

Prior to commencing the meeting, President Scalese noted that the USTA NorCal Annual Meeting scheduled for November 5 will now be virtual and he spoke to the reasons around this decision, including concerns around achieving quorum particularly if it was in-person.

**II. Reading of the NorCal Mission Statement (skipped)**

**III. Approval of Agenda**

President Scalese noted that this Special Meeting was called in order to focus specially on the budget.

**VI. 2023 Budget**

President Scalese called upon Mr. Walker and Mr. Wenger to present the 2023 proposed budget. Mr. Walker began by thanking the staff and Budget and Finance Committee (the “Committee”) members for their meticulous work around creating a balanced budget. He noted that staff presented the budget to the Committee along with a presentation for each department which was then reviewed and discussed in detail by the Committee. The Board received as part of the meeting materials an overview by department and the detailed balanced budget proposal.

Mr. Wenger presented an overview by department: Administration, Community Programs, Adult Tournaments, Adult Leagues, Junior Competition, Junior Team Tennis/Tennis on Campus, Officials and Marketing. Included in the presentation was the following:

- 3.5% increase in NSF funding from the USTA
- projected staffing costs for 2023
- emphasis on the growth of grassroots programs, including the return of the Community Tennis Development Workshop
- increased projected numbers of Adult and Junior tournaments

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- increased Adult League player registration fee and Sectional Team registration fee that will be monitored to determine if these increases have any impact on participation
- in the junior space, the return of Early Development Camps (EDCs), Team NorCal workouts, the Junior Awards/Player Party
- increased Junior Team Tennis league registration fees
- the return of the Tennis on Campus Cali Cup (North vs. South)
- 10% fee collected as part of service NorCal provides to staff collegiate matches

Based on a question raised, it was noted that items not currently in the budget could be requested next year through the appropriate channels and approvals.

Mr. Wenger concluded by reviewing Marketing. He noted that USTA NorCal is re-establishing brand recognition using the new National branding reflected across collateral. He also noted that collaboration will occur across all departments and that there will be an emphasis on recognizing local members, organizations and players through annual events and awards. He reported that the launch of a new USTA NorCal website and e-commerce site was not included in the current budget as more work needs to be done. A question arose around whether the USTA understands the costs to sections when rebranding occurs.

Mr. Walker then did a high level overview of the budget. He again noted that the budget is balanced based on GAAP. He reviewed the roll-ups and noted that included was a depreciation line item. He anticipates a \$3 million surplus by year end 2022 and that USTA NorCal is in solid financial shape. He then moved to approve the 2023 proposed budget which was seconded by President-elect Sloan. After a further brief discussion, the Board approved the following resolution by 11 in favor, 0 opposed and 0 abstentions:

**RESOLVED:** That the 2023 USTA NorCal Budget is approved as presented to the Board.

## V. Adjournment

The meeting was adjourned at 9:39 pm.