

Minutes
2017 USTA SC Annual Business Meeting
Saturday, December 9, 2017

1. **Call to Order**.....Bob Peiffer
 - The 2017 USTA SC Annual Business Meeting was called to order at 9:03am on Saturday, December 9, 2017.
2. **Welcome and Recognition of Special Guests**.....Bob Peiffer
 - USTA SC Past Presidents
 - USTA SC Board Members
 - Craig Morris, USTA General Manager of Community Tennis and Youth Tennis
 - USTA Southern representatives
 - Brett Schwartz, USTA Southern Secretary
 - Bill Dopp, USTA Southern Tennis Service Representative Manager, Georgia (Northeast)
3. **Roll Call of Organizational Members**.....Carol Alan
 - Twenty-five (25) voting member organizations were present, including those represented by proxy.
 - Three (3) additional member organizations cast their vote by mail prior to the meeting.
 - The Organizational Members present constituted a quorum.
4. **Approval of Minutes**.....Carol Alan
 - The minutes of the 2016 USTA SC Annual Business Meeting held on December 10, 2016 were approved.
5. **Remarks from USTA Southern Board Representative**.....Brett Schwartz
 - Mr. Schwartz provided a recap of 2017 USTA Southern success stories. Highlights included:
 - Tennis 2027, a program to identify and cultivate future USTA Southern leaders;
 - Support for National Junior Tennis and Learning (NJTL) chapters across the section;
 - Build It Forward grants in conjunction with Southern Tennis Patrons Foundation;
 - Play It Forward grants for innovative programming.
 - Mr. Bill Dopp spoke briefly to express gratitude for the hospitality and efforts by USTA SC staff and volunteers.
6. **President's Report**.....Bob Peiffer
 - The President's full report was printed in the Annual Meeting program.
 - Mr. Peiffer thanked the the USTA SC staff, Board of Directors, and Member Organizations for their hard work and support.
7. **Executive Director's Report**.....Graham Cox
 - Mr. Cox introduced the staff of USTA SC and commended them for their hard work and dedication.
 - Mr. Cox stressed the need for innovation in tennis programming for growing the game in the future.

8. Treasurer's Report.....James McKissick

- Year-to-date revenue: \$1,251,459.
- Year-to-date expenses: \$ 967,686 with some pending expenses.
- Net cash flow to date: \$283,773.
- Net worth: approximately \$1,945,000. USTA SC is in sound financial standing.
- The 2018 budget was presented. For the first time, there a budget deficit is projected.
 - Projected revenue: \$1,325,995.
 - Projected expenses: \$1,353,875.
- Committee chairs and members were encouraged to use all available monies to further the mission of growing and developing the game of tennis.

9. SC Tennis Patrons Foundation.....Cam Littlejohn

- Mr. Littlejohn expressed thanks to the City of Aiken and to the USTA SC.
- Mr. Littlejohn discussed various awards and programs sponsored by the SCTPF, including:
 - Player grants (entry level through advanced): Junior Player Grants were increased for 2017;
 - Community grants, awarded to programs in Greenville and Newberry;
 - Scholarship programs: Four \$2000 college scholarships are awarded each year;
 - Sportsmanship Awards.
- Fund-raising efforts include:
 - 50-50 raffles
 - US Open raffles
 - SC license plate program
- Hall of Fame induction ceremony and banquet
- Hall of Fame Museum in Belton, SC.

10. Old Business.....Bob Peiffer

- None.

11. New Business.....Bob Peiffer

- None.

12. Net GenerationCraig Morris

- Net Generation is the umbrella brand for youth tennis, with the primary goals of getting more young players into tennis and having them play more often.
- Net Generation requires involvement from a host of people, including coaches, teachers, PE educators, tournament directors, team tennis managers, parents, and volunteers.
- Five pillars of Net Generation:
 - Schools
 - Community
 - Coaching
 - Team Tennis
 - Tournaments.
- National Center for Safety Initiatives (NCSI) Safe Play training and background checks are included for all providers upon registering for Net Generation.
- USTA enlisted 32 young (ages 5-18) social media brand influencers, "Netset Ambassadors," to showcase Net Generation through their social media accounts.

13. Election of officers

- Mr. Peiffer presented the slate of officers and directors for election for as listed below.

President	Ernie James
Executive Vice President	James McKissick
Vice President	Jonathan Barth
Vice President	Nan Smith
Vice President	Susan Turner
Secretary	Carol Alan
Treasurer	Terry Ferrell
Area Directors	Jackie Reynecke (South) Carlos Lozano (Central) Mary Margaret Hyatt (East) Kevin Jackson (North) Roy Lindburg (West); Craig Wells (Northwest) Jack Barker (Southeast)

- Voice vote was held, and the slate of officers was approved.

14. **Introduction of President**.....Bob Peiffer

- Mr. Peiffer introduced Mr. Ernie James as the USTA SC 2018-2019 President. Mr. James gave remarks of excitement and encouragement related to growing the game of tennis.

14. **Adjournment**Ernie James

- The meeting was adjourned at 10:35am.