

Minutes of the USTA NorCal Board of Directors Meeting
Wednesday, December 16, 2015
USTA NorCal Office - Alameda, California

Directors Present: Rosie Bareis, Margie Campbell, Gordon Collins, Suzy Cossette, Christine Costamanga, Mike Dickey, Dale Evans, Mark Fairchilds, Alvin Hom, Andrea Norman, Linda Peltz, Sarah Robinson, Pam Sloan, Tyler Nii, and Jack Walker

Directors Absent: Jason Scalese

Delegate Present: Michael Cooke

Legal Counsel Present: Les Hausrath

Staff Present: Steve Leube

Advisory Director Present: Larry Olmsted

Call to Order: President Margie Campbell called the regular meeting of the USTA Northern California Board of Directors to order at 6:33 PM. She reviewed the Board Protocol of addressing people as Mr. or Ms. and to stand when speaking. She introduced and welcomed Tyler Nii as a new Board Member.

Introduction of Guests: No guests were present.

Reading of the USTA NorCal Mission Statement: Mike Dickey unerringly read the mission statement.

Minutes: It was moved and seconded to accept the minutes of October 21, 2015, as written. The motion carried unanimously.

Election of Officers: Mark Fairchilds nominated and Jack Walker seconded the nomination of Les Hausrath as Legal Counsel/Parliamentarian. There being no further nominations, Les Hausrath was unanimously elected as Legal Counsel/Parliamentarian.

Sarah Robinson nominated and Jack Walker seconded the nomination of Linda Peltz as Secretary. There being no further nominations, Linda Peltz was unanimously elected as Secretary.

Tyler Nii nominated and Alvin Hom seconded the nomination of Jack Walker as Treasurer. There being no further nominations, Jack Walker was unanimously elected as Treasurer.

Linda Peltz nominated and Sarah Robinson seconded the nomination of Alvin Hom as Vice President/President Elect. There being no further nominations, Alvin Hom was unanimously elected as Vice President/President Elect.

Following the election of officers, a brief recess was taken for the purpose of having photographs of the Board of Directors and the Executive Committee.

Executive Director's Report: Executive Director Steve Leube reported that 1) the Northern California Section was back on top as the number one section for membership for November; 2) NorCal was number two in the nation for participation in Leagues; 3) NorCal showed the highest retention rate in leagues; 4) NorCal was the second highest in unique participation for Junior Team Tennis as well as showing an increase in participation overall; 5) tournament participation has increased; 6) NorCal won the North/South Wheelchair competition which was played in Fresno; 7) NorCal won (by one game) the Pacific Cup which included players from the Southern California and the Pacific Northwest Sections; 8) Jeanie Duncan was recognized as an outstanding coach at Lincoln High School in Lincoln, California for the no-cut coaching program and was named to the 2015 No Cut Coaches All Star Team; 9) attended three different holiday dinners (a combination of the Tournament, Sanction and Scheduling, and Sportsmanship Committees; the Adult League Committee; and Diversity and Inclusion Committee) which he feels are important to have and are a way to say thank you to all the volunteers; 10) thanked the Board of Directors for having a very smooth election

process in November; and 11) there will be close to 200 people attending the Junior Awards event.

President's Report: President Margie Campbell 1) thanked everyone for a wonderful 2015 and stated that we really were "Team NorCal"; 2) introduced Larry Olmsted as a newly appointed Advisory Director; 3) indicated that the Committee structure is in the process of being tweaked and to advise her of any changes in the make up of a committee; 4) named Terry Cossette as the Chair of the Ad Hoc Committee on Sportsmanship, and that the Committee will meet in January; 5) indicated that there will be no Board meetings for the months of January, March, July, and September 2016; 6) mentioned that the USTA Annual Meeting will be held in at La Costa Resort in Carlsbad, California between March 11 and 14, 2016, and that there will be a NorCal dinner for which we all will be advised of the time and place; 7) provided her cell number and her land number to everyone and stated that she will always be available.

Temporary Adjournment: It was moved and seconded to temporarily adjourn the regular meeting so that an Executive session could be held. Following the Executive Session, the regular meeting of the Board of Directors reconvened at 7:20 PM.

Introduction: Larry Olmsted was formally introduced as a new Advisory Director and Chair of the Adult League Committee.

Delegate's Report: Delegate, Michael Cooke, reported that as a member of USTA National's Budget Committee he attended a meeting in November and mentioned some of the highlights of that meeting: 1) the US Open did really well financially as there was a surplus of \$18 million dollars which broke all previous records; 2) the US Open grossed \$287.1 million dollars; 3) the net operation's cost was \$194.3 million dollars; 4) concessions brought in \$14.4 million dollars; 5) hospitality brought in \$10.1 million dollars; 6) suite revenue was \$107.6 million dollars; 7) ESPN drove the increased revenue; 8) USTA National has a contract with Ticketmaster who resells tickets for which USTA

receives half the intake; 8) there was a four hour rain delay for the men's final whereby everything at the tennis center sold out; 9) the USTA budget maintains a 3% growth for all sections with a possibility of sections receiving more revenue based on performance; 10) membership revenue continues to decline, although 2016, will remain stable due to a change in accounting procedures; 11) next year, six additional courts will have Hawkeye; 12) in 2016, all \$15,000 Futures tournaments will become \$25,000; 13) in 2017, the lowest Challenger tournament will be \$75,000; 14) in 2017, USTA will be asking all \$100,000 tournaments to be \$125,000; 15) there will be additional monies from USTA for pro circuits.

Tournament Appeals: Suzy Cossette is chair of the Tournament Appeals Committee, and she thanked the committee of Michael Cooke, Andrea Norman, and Jason Scalese for their diligent work.

The report on Appeals to the 2016 tournament schedule was included in the Board packet. A lengthy discussion ensued. The Jensen/Redondo appeal for the January 16 - 18, 2016, tournament was considered. It was moved and seconded that since no application was filed for the dates referenced in the Jensen/Redondo appeal the appeal should be denied. The motion carried unanimously. The appeal filed by Lafayette Tennis Club for the January 20 - 21, 2016, and January 27 - 28 tournament was considered as one appeal. It was moved and seconded that since no application was filed for the dates referenced in the Lafayette Tennis Club appeal the appeal should be denied. The motion carried unanimously. It was moved and seconded to table the tournament appeals decisions for February and later dates until the Board is able to further discuss the issues and those tournaments involved will have the opportunity to speak before the Board. The motion carried unanimously. Due to the fact that there is a time element involved with these tournament decisions, there will be a regular Board meeting on January 6, 2016.

Treasurer's Report: Jack Walker, treasurer, reported that the forecast for the end of the year will be \$178,989 better than

budgeted. A detailed summary of the revenue and expenses is contained on the green sheet which was included in the Board packet. All in all, Mr. Walker stated that 2016 would prove to be a good year.

Committee Decisions: The Board was reminded that they have seven days to challenge any committee decisions (noted on the yellow sheets) and that three members of the Board must sign on to that challenge. It should be noted that on page 5 regarding insurance issues, the committee responsible for this is the Sanction and Scheduling Committee and not the Junior Council. It was moved and seconded to have the committee amend the insurance requirements with specific wording that includes the USTA NorCal Board of Directors and USTA NorCal. The motion passed with 12 in favor, 1 opposed, and 1 abstention. Regarding the Umpire and Referee Committee's resolution (page 6), it was moved and seconded to table this item until the committee produces Exhibit A as referenced. The motion carried unanimously.

Unfinished Business: There was no unfinished business.

New Business: Michael Cooke distributed pictures of the Strategic Transformation and Construction Update of the National Tennis Center. This information was presented to the National Budget Committee on November 16, 2015.

Adjournment: There being no further business, the regular meeting of the USTA NorCal Board of Directors adjourned at 8:39 PM.

Respectfully submitted,

Linda Peltz
Secretary

