

USTA NorCal Board of Directors Meeting Minutes
August 20, 2008
Four Points Sheraton, Pleasanton, Ca
6:00 Dinner
6:30 Meeting

Call to order at 6:37 PM by President Margie Peterman

USTA NorCal Board of Directors Present: Margie Peterman, Rosie Bareis, Karla Barnette, Michael Cooke, Suzy Cossette, Terry Cossette, Mike Dickey, Hunter Gallaway, Bill Hansen, Rick Kepler, Patrick King, Madhu Kohli, Mark Manning, Mark Mosley, Bill Schoen, Pam Sloan, Erika Smith.

USTA NorCal Past Presidents Present: John Frank, Paul Kepler, Gary Lee, Don Jacobus

USTA NorCal Board of Directors Absent: John Dicconson, Brian Berry

Staff Present: Steve Leube ED

Guests Present: Scott Stone (Aegis), Thor Holt, Delene Davis

Public Comments: There were none.

Approval of Minutes: The April Minutes were approved as corrected. Past Presidents Present – delete Mike Mee and add Gary Lee. Needs Assessment Presentation – 2nd sentence Nor Cal should be NorCal. Page 2, 3rd sentence – insert the following after Option D (lease). The board decided not to approve looking for a tennis facility at this time. Chairman’s Report – Delete last 3 lines starting with We might want to... and ending with Leagues for Fun. Change date of next regular meeting to Sept. 17.

Michael Harrison Update – Michael suffered a heart attack and underwent by-pass surgery.

Relocation of USTA NorCal office (Scott Stone, Aegis):
Scott, co-owner of boutique realty worked with MIG as to our relocation needs. He prepared and distributed to the board a sampling of eight available properties available for purchase and/or lease in the requested areas. Discussion followed culminating in the USTA NorCal Board authorizing Scott Stone to search out available office space to buy and/or lease within the boundaries of the inner East Bay that would include Alameda, Oakland, Berkeley, and Emeryville and other locations. Bill Hanson, chairman of the NorCal Building Committee, will notify board members of dates and times when he and

his committee will be viewing various properties. Interested board members are welcome to attend.

An agreement, which is in effect until the end of the year, was signed between USTA NorCal and Scott authorizing him to search for properties. He would only receive a fee if a property were purchased.

Delegate's Report: Pam Sloan

Pam reviewed the call items that will be considered at the USTA Semiannual Meeting. Andrea Norman, NorCal Advisory Director, submitted a written report of her comments and recommendations to the proposed amendments. The NorCal board supported all of them except R4 (we recommend that the referee should **not** have the option to replace a withdrawing player with a Bye) and R15 (Sectional Mediation or Arbitration – need further information).

Action Items:

The following motions were made.

1. To rescind the duplicate USTA NorCal Code of Ethics and to reaffirm NorCal USTA Board vote to accept the USTA National Code of Conduct for our section. Motion defeated 13 – 6.
2. To formally approve the relocation of the USTA NorCal Office (amount of space to be determined by the NorCal Board), as soon as necessary, and not later than March 2009. The new location must remain in the Bay Area; and, if possible, be close to BART. The decision to lease or to buy will be made by the NorCal Board. Motion withdrawn.
3. To confirm that the HR person reports to the ERC and to require that the HR person provide an in-person update quarterly or as needed to the NorCal Board commencing with the October 2008 NorCal Board meeting. Motion passed 18 – 0.

Treasurer's Report: Mike Dickey

2009 Budget: Mike Dickey reported on the status of the 2009 Budget process. Not enough Board inputs were received to fully utilize the new strategic planning/budgeting process that was approved by the Board. Inputs that were received did not in the aggregate indicate a material change in direction or emphasis for 2009. A smaller group of four, M.Peterman, S.Leube, M.Dickey, and J.Frank met as an alternative to give general guidance to the departments and staff to begin the Budget process. Philosophy of 'Fund for Growth' type activities and focusing on targeted growth programs will be continued in 2009, with appropriate additional monies allocated. Progress on the Budget is behind schedule. Mike presented a preliminary summary of revenue for 2009, which is essentially flat or no growth relative to 2008, due to both flat National funding and flat internal revenue sources. The next Board meeting on Sept 17th is a 'special topic Board meeting', and the sole topic of this meeting will be the 2009 Budget. Scheduled to collect inputs from the Board meeting on Sept 17th, and prepare a final budget for approval at the October Board meeting. Mike reported that 2010 Budget process will endeavor to start in the Spring of 2009 and fully utilize the new strategic planning/budgeting process.

2008 Budget/Forecast: Mike reported on the expected surplus/(deficit) status for 2008 versus the Budget, including the impact of decreased revenues related to moving the Mixed season to early 2009, increased revenues from improved Combo results, funds from the Fund for Growth that will not be fully spent in 2008 and thus rollover to 2009, and gains from changes in the staffing and hiring plan. There was Board discussion requesting improvements in the internal financial processes to allow for more frequent and accurate updated forecasts versus budget, and budget/forecasts that are detailed by month instead of a single annual number.

National USTA Funding: Due to budget constraints at National, the Sections have agreed to 'give back' to National approximately 1 million dollars from the current Sectional funding formula. The NorCal portion will be approximately \$100,000 to \$160,000. The net of the formulaic Sectional funding and the 'give back' to National is a result of no increase in funding to NorCal for 2009 from USTA National.

Committee Decisions: There were no decisions made. The ERC and Operations Committees do not record minutes as they deal with confidential matters and meeting agendas respectively.

President's Report: No report

Executive Director's Report: Steve Leube

The Junior Team Tennis Championships, as well as the NJTL Rally were extremely successful with TV coverage at both events. The USTA 18 National Championships at Berkeley Tennis Club/Claremont and the USTA Girls 18 National Team Championships were both showcase events for our section.

Chelsev Windham is one of ten national winners of the 2008 Arthur Ashe Essay Contest. As a result she will receive an all expense paid trip to New York City to attend the 2008 Arthur Ashe Kids Day

Old Business: There was none.

New Business: It was noted our Jr. membership has not grown this year. Discussion followed concerning the possibility of a league for juniors similar to the adult league, which could be run out of the NorCal office. Parent/child leagues were also supported as another innovative idea to attract more juniors.

Adjournment of meeting: The meeting was adjourned at 10:25

The next meeting will be September 17 at Four Points by Sheraton, Pleasanton, CA. at 7:00 PM. Drinks and deserts will be provided.

Respectively Submitted,
Suzy Cossette
USTA NorCal Board of Directors Secretary

