

**Tustin Pickleball Board of Directors
Minutes of the Meeting
September 12, 2019**

A meeting of the Board of Directors of Tustin Pickleball, a forming California non-profit corporation, was held at the home of Kristin Gallagher, in North Tustin, California, on September 12, 2019.

Present at said meeting were Kristin Gallagher, Sandy Garza, Ron Gibbs, Molly Molt, Cheryl Pellerin, Debi Woelke and Tracy Worley Hagen. Rick Miller attended as a special guest.

Sandy Garza presided.

1. CALL TO ORDER – Sandy Garza opened the meeting at 12:06 p.m.

2. SPECIAL GUEST – Rick Miller, a Tustin Pickleball member and local pickleball instructor, provided an update on his proposal for the play format at the city-owned pickleball courts being constructed at the Legacy Park in Tustin. According to Rick, the courts should be completed in December 2019 and opened up for use in March 2020. To complement the Tustin Pickleball schedule, he is proposing organized open play on Mondays, Wednesdays, Fridays and Saturdays. He also wants to offer a variety of pickleball social activities, as well as leveled activities during the week. He envisions a reservation system whereby players can reserve courts for private play between 8:00 p.m. and 10:00 p.m. Rick wants to see as many people as possible playing pickleball at these courts.

3. MINUTES – Minutes of the July 16, 2019 minutes were accepted as presented.

4. FINANCIAL REPORT – Molly Molt reported a current balance of \$18,229.92 in the Tustin Pickleball checking account, and \$13,842.52 in the Tustin Pickleball PayPal account, for a total of \$32,072.44. Molly expects to be paying out an estimated \$2,000 in expenses related to the 2019 Labor Day Tournament, once the final bills come in.

5. MEMBERSHIP – Debi Woelke reported that Tustin Pickleball is up to 245 members. Debi suggested starting the drive for 2020 membership renewals in early October. Cheryl Pellerin agreed to prepare an email announcing the 2020 membership renewal drive.

6. COMMUNICATIONS – Cheryl Pellerin reported that she removed the link to Pickleball Planet for ordering apparel, due a change in the program.

Cheryl also announced that she is currently preparing the third quarter newsletter, which she plans to distribute at the end of September. This issue will include a Labor Day Tournament recap, notice of the Scott Moore Clinic, and a member profile, as well as an update on the court resurfacing project.

Finally, Cheryl reported her observation that Tustin Pickleball received a high volume of requests for beginner lessons during the summer months. However, the requests have tapered off since early September.

7. COMPETITION/INSTRUCTION/EVENTS

a. Tustin Labor Day Tournament Debrief – Ron Gibbs thanked the Board for their help in making the Tustin Labor Tournament a success. He said he has received a lot of feedback, the majority of which was positive. Combined with the survey results, here is what went well and what could be improved:

POSITIVES

- OC Juice Truck – Freshness, healthiness and variety of menu items
- Winners' Medals – Including the quality of the medals themselves and the presentation ceremonies
- Raffle prizes
- Pickleball Is Great as tournament director – Specifically, great communication with players and the Board
- Volunteer Photographer

- Snack Booth – Specifically the offering of Gatorade
- Tustin Pickleball Banners
- Set Up & Tear Down Volunteers and Efficiency
- The TUSD Custodian – Ron reported he praised the employee in a letter to TUSD
- Cooling Towels as giveaway
- Partial use of the TUSD M&O parking lot for vendors and canopies
- Masseuses each day
- The quantity and quality of volunteers

IMPROVEMENTS:

- The Courts – Courts 2 and 5 are getting worse; courts 3, 6 and 9 have expanding divots that affect play; worn surface on several courts are causing players to slip
- Location of the TV monitors for viewing match assignments – Suggest moving next to results board
- Shade for on-court refs and scorekeepers
- Ball selection – Suggest moving to one ball for all divisions
- Referee Coordinator – Not enough refs lined up for all three days
- Sound System – Wireless mic cut out due to weak signal. Suggest adding cord.
- Number of line judges for medal matches – Need to increase
- Number of participants – Need to increase. Suggest better management of the brackets/waitlist prior to tournament.
- Vendors – Is it worth their time?
- Starting times – Need to always start as early as possible
- Raffle tickets – Do not put in goodie bags. Instead, give to players upon check in.
- SignUp Genius – Simplify volunteer opportunities to morning and afternoon shifts
- Ref Lounge – Set up under one more easy-up located further away from the tournament desk
- Minimize use of cracked courts
- Not enough Gatorade
- Get rid of Pickleball Rocks In a Box – Offer Tustin Pickleball shirts instead
- Beverage Selection – Offer Diet Cokes

b. 2020 Winter Classic Tournament Director – Ron Gibbs reported that Pickleball Is Great (PIG) will reduce its fee \$5 per player for every player over the first 100 registered for the 2020 Winter Classic. Given this multi-event discount offer, coupled with the excellent service provided by PIG, Kristin Gallagher motioned to contract PIG to serve as tournament director of the 2020 Winter Classic. Ron Gibbs seconded the motion. Motion carried.

c. Tournaments vs. Round Robins – Citing the proliferation of pickleball tournaments now being offered year-round throughout Southern California, as well as the costs and man hours required to host a successful tournament, Rob Gibbs opened for discussion the pros and cons of hosting tournaments versus hosting periodic round robin events. Among the topics discussed were the return on investment with both formats, the potential profits for each format, and, most importantly, the value of each format for players. A breakdown of costs revealed that Tustin Pickleball can make the same amount of money from three round robin events as one tournament, with one-quarter of the effort.

Given these considerations, Tracy Worley Hagen motioned keep the annual Winter Classic Tournament and replace the annual Labor Day Tournament with three or four round robin events, dates to be announced. Debi Woelke seconded the motion. Motion carried.

d. Scott Moore Clinic – Scott Moore will offer clinics on Sunday, October 27, 2019 from 1:00 p.m. to 4:00 p.m. for Intermediate to Advanced players, and Monday, October 28, 2019 from 8:30 a.m. to 10:30 a.m. for Beginners. Cheryl Pellerin will work with Ron Gibbs to promote and register players for the clinics.

Cheryl Pellerin suggested that, at a future meeting, the Board evaluate the pros and cons of hosting clinics performed by non-Tustin Pickleball professionals.

Debi Woelke proposed asking Scott Moore if he would offer Tustin Pickleball members a clinic discount. Ron was not optimistic about the prospect.

e. Use Permits/Insurance for First Half of 2020 – Ron Gibbs agreed to secure the use permits and insurance for all Tustin Pickleball activities scheduled for the first half of 2020, including organized play days, tournaments, clinics, and round robins.

8. OLD BUSINESS

a. Non-Profit Status – Kristin Gallagher reported that she submitted on September 6, 2019, the California Form 3500 Exemption Application to receive non-profit tax-exempt status within the State of California. She has begun the lengthy process of applying for federal tax-exempt status through the IRS.

b. Court Repair & Resurfacing – Sandy Garza formed a Court Repairs & Resurfacing Committee. She will serve as Chair. Additional Committee members include Ron Gibbs, Molly Molt and Tracy Worley Hagen. The Committee will obtain a minimum of three bids to: 1) fix all cracks, fissures and irregularities that cause unsafe and annoying playing conditions, and 2) resurface and paint all 10 courts to restore the integrity of the playing surface.

Once the Committee obtains the three bids, they will present the bids at the October meeting, along with their recommendation, which Sandy says will consider cost versus budget, player safety, best repair solutions for surface play and longevity, best timing for the project, etc. The Board will vote on the Committee's recommendation.

At the point the preferred bid is selected, Kristin Gallagher will arrange to meet with TUSD CFO Tony Soria. Mr. Soria oversees all TUSD facilities and makes recommendations to the TUSD School Board. The objective will be to: 1) receive approval to repair and resurface the courts, 2) receive approval to make courts 7 and 9 permanent pickleball courts, and 3) receive approval to periodically have the courts washed, at Tustin Pickleball's expense.

c. Bulk Apparel Orders – Debi Woelke reported that Pickleball Planet changed their club apparel program business model. They will no longer accept direct, individual online orders. Instead, all orders must be placed in bulk and handled by a club representative. Debi will serve as that point person for Tustin Pickleball. Cheryl Pellerin created ordered sheets. Debi will place one order per month. Cheryl and Debi will coordinate how to promote the program, as well as how to solicit and place orders.

9. NEW BUSINESS

a. iPickle Affiliation – Sandy Garza shared a letter from George Avery, of iPickle, in which he proposes various opportunities to partner with and profit from Tustin Pickleball. After the Board reviewed the letter, Kristin Gallagher motioned to respectfully decline George's proposals, as they do not align with Tustin Pickleball's non-profit mission. Molly Molt seconded the motion. Motion carried.

Sandy Garza agreed to respond to George with the Board's decision.

b. Annual Review and Update of Bylaws – Kristin Gallagher proposed several updates to the organization Bylaws to better reflect the business of the Board as it has evolved over the past year. The most significant of the proposed amendments address membership, BOD job descriptions, the timing of General Membership meetings, and the timing of the election process. The amendments will be subject to adoption by a Board vote at the October meeting.

c. Nominating Committee for 2020 Elections – Kristin Gallagher announced the commencement of the election process for the 2020 BOD Election. The first step in the process is to form a Nominating Committee. As Parliamentarian, Kristin Gallagher will chair the Committee. Cheryl Pellerin and Debi Woelke agreed to serve on the Committee. Kristin will set a date for the first meeting of the Committee once the Bylaws are amended at the October meeting.

d. Ball Donations – Ron Gibbs identified a DonorsChoose.org opportunity to donate some of the extra Onix Fuse balls owned by Tustin Pickleball. Before making ball donations, Molly Molt suggested conducting a current inventory of all balls. Molly will perform the inventory and report back to the Board.

10. NEXT MEETING – October 17, 2019.

11. ADJOURNMENT – The meeting was officially adjourned at 3:28 p.m.

Respectfully submitted by:

Signature on file

Kristin K Gallagher