

Tustin Pickleball Board of Directors
Minutes of the Meeting
April 2, 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 April 2, 2019.

Present at said meeting were Kristin Gallagher, Sandy Garza, Ron Gibbs, Molly Molt, Cheryl Pellerin and Debi Woelke. Also present were special guests Mike Hoxie and Gigi Guerra, of Pickleball Is Great.

Allan Galera and Tracy Worley Hagen were unable to attend. Vice President Sandy Garza assumed the role as chair.

1. CALL TO ORDER – Sandy Garza opened the meeting at 12:15 p.m.

2. TOURNAMENT DIRECTOR – Mike Hoxie and Gigi Guerra, of Pickleball Is Great (PIG), a pickleball tournament company, provided an overview of their tournament services and answered Board Member's questions concerning the division of responsibilities between PIG and Tustin Pickleball. Mike emphasized PIG's expertise in creating a superior tournament player experience and their use of post-tournament surveys to help refine that experience. Among the topics discussed were: maximizing the effective use of Tustin Pickleball's facilities; recruiting and scheduling tournament volunteers using SignUpGenius.com; recruiting, incentivizing and scheduling referees; the player experience, including incentives and support; vendor opportunities; sponsorship opportunities; tournament fees; and the pros and cons of deciding when to open tournament registration.

Following a thorough presentation and discussion, Sandy Garza motioned to give Ron Gibbs the authority to review and, if it meets expectations for services and costs, accept PIG's Memorandum of Understanding for providing tournament services for the 2019 Tustin Labor Day Tournament. Cheryl Pellerin seconded the motion. Motion carried.

3. MINUTES – Minutes of the March 5, 2019 minutes were accepted as corrected.

4. FINANCIAL REPORT – Molly Molt reported a current balance of \$28,351.60 in the Tustin Pickleball checking account. Recent expenses include \$71 paid to Tustin Unified School District for court use during the Mark Renneson clinic and purchase of replacement pads for the AED.

5. COMMUNICATIONS REPORT – Cheryl Pellerin reported that, from now on, new members automatically receive the Tustin Pickleball e-newsletter. Cheryl will be on vacation until May 17th, however she will remain in contact via text and email and available to provide communications support, should the need arise.

6. COMPETITION, INSTRUCTION & EVENTS REPORT

Tournament Medals – Cheryl Pellerin proposed two tournament medal design options, along with the corresponding costs. After reviewing the options, Cheryl suggested that the Board wait to select a design until after the new tournament director for the Labor Day tournament is selected.

Pickleball Rocks in A Box – Ron Gibbs presented a tournament vending option by Pickleball Rocks called "Pickleball Rocks in a Box." The program provides at no charge a custom box of pickleball apparel in various sizes to be displayed and sold at tournaments, as well as blank order forms to take and submit orders and a credit card reader to process payments. Pickleball Rocks will donate \$5 to Tustin Pickleball for every shirt sold. Tustin Pickleball will need to secure volunteers to oversee the display and sales of the Pickleball Rocks items.

National Pickleball – Ron Gibbs reported that he was contacted regarding a tournament sponsor offered through National Pickleball, a company that works to create and sell pickleball events and sponsorship opportunities. Alignment Health Plan, which offers Medicare Advantage plans in the Southern California area, has teamed up with National Pickleball and submitted an agreement to provide Tustin Pickleball with \$1,100 for the 2019 Tustin Labor Day Tournament and \$900 for the 2020 Tustin Winter Classic Tournament in return for a detailed set of sponsorship rights. Ron advised that he will review the proposed agreement and then share it via email with the rest of the Board.

Tustin Labor Day Tournament Sub-Committee – Ron Gibbs asked for Board Members to serve on a sub-committee for the Tustin Labor Day Tournament. Kristin Gallagher, Sandy Garza and Molly Molt agreed to serve on the committee. Ron will set a date for the first sub-committee meeting.

Clinics – Ron Gibbs reported that he received good feedback about the Mark Renneson clinics. In addition, Ron received a sample flyer from Scott Moore for the clinic he is scheduled to provide in September. Scott and Ron are working out the details on how to register for Scott’s clinic and the method for collecting payment. Ron has secured the necessary permits for the clinic.

7. FACILITIES – Ron Gibbs reported that he met with Biff Denney to discuss court resurfacing, installing windsocks, and installing a live-stream webcam.

Resurfacing – According to Biff Denney, Tustin Unified School District has no plans to maintain the pickleball courts, except for minor repairs. Biff shared with Ron the quotes he obtained several months ago from California Surfacing in Claremont, Calif. Their estimate to repair courts 2 and 5 and resurface courts 1 through 6 totaled \$12,000. Resurfacing of courts 7 through 10 will cost an additional \$11,000. According to Biff, if Tustin Pickleball would like to proceed with and pay for resurfacing and major court repairs, we will need to submit a work order to Dawn Kruger via email.

Ron agreed to identify other court repair/resurfacing contractors and obtain additional bids.

Windsocks – Biff Denney granted permission for Tustin Pickleball to install three windsocks at the courts. Ron agreed to select the windsocks and mounting structures and email the Board for approval. Ron’s goal is to have the windsocks selected, purchased and installed before he leaves for vacation in mid-April.

Webcam – In consideration of permitting the installation of a live-stream webcam, Biff Denney needs a detailed proposal from Video Resources. Kristin Gallagher agreed to work with Video Resources to obtain the proposal and then forward it to Ron Gibbs for submission to Biff.

8. INVENTORY – Sandy Garza and Molly Molt performed inventory of Tustin Pickleball’s equipment and supplies. Sandy shared the final inventory list with the Board.

9. OLD BUSINESS – Kristin Gallagher received a quote for General Liability Insurance from BMR Insurance Agency for \$567.26 per year. After reviewing the Certificate of Insurance rider covering Tustin Pickleball under Tustin Unified School District’s general liability insurance policy, it became apparent that Board did not need to secure additional General Liability insurance. However, Kristin will continue to pursue a quote for Directors & Officers insurance. Molly Molt will send Kristin the financial information needed by BMR Insurance to prepare the D&O quote.

10. NEXT MEETING – The date and time of the next meeting of the Board will be determined at a later date.

11. ADJOURNMENT – The meeting was officially adjourned at 4:32 p.m.

12. EXECUTIVE SESSION– Having no business, an Executive Session was not held.

Respectfully submitted by:

Kristin K Gallagher