

US SAILING Board of Directors Meeting
Monday, February 20, 2006
Minutes

President Janet Baxter called the meeting to order at 8:01 PM EST.

Board of Directors members present were: Janet Baxter, Jerelyn Biehl, Dean Brenner, Jim Capron, Ruth Creighton, Susan Epstein, Tom Hubbell, Rich Jepsen, Leslie Keller, Patty Lawrence, Charlie Leighton, Dick Rose, Bill Sandberg, John Siegel, John Strassman, and Jim Tichenor. Absent was: Bob Billingham. Budget Committee Chair James Appel also participated.

Action Items:

A motion to approve the January 23, 2006 Board of Directors Minutes was moved, seconded and passed.

President Janet Baxter opened the meeting and asked Executive Director Charlie Leighton to give his report. Mr. Leighton started out by reporting that January was a good month financially. Chubb remitted a sizable portion of its sponsorship money early and membership enrollment was ahead of forecast and of last year.

<u>2006 vs. 2005 Financials</u>	<u>UNAUDITED</u>	
Revenues & Expenses	Jan. 2006	Jan. 2005
General Operating		
Total revenue	\$576,340.86	\$339,887.11
Total expense	333,697.96	310,891.97
Net revenue	242,642.90	28,995.14
Olympics		
Total revenue	\$127,227.66	\$87,879.47
Total expense	106,756.69	120,309.57
Net Revenue	20,470.97	(32,430.10)
Balance Sheet		
Total Current Assets	\$1,921,334	\$1,375,277
Total Current Liabilities	1,376,399	1,428,305
Net assets	5,006,977	4,332,824
Total cash	1,019,376	783,199

JANUARY HIGHLIGHTS

1. National publicity achieved by getting US SAILING with Dean Brenner and Nick Scandone on NBC's Primetime Nightly News with Brian Williams.
2. Rolex Miami OCR was a complete success - As Katie's report says, the success is a great example of the tremendous value of our volunteers especially Jim Capron, Sandy Grosvenor, Mark Murphy and Dean Brenner.
3. Membership had a strong start.
4. Successful National Sailing Programs Symposium held in Long Beach.
5. New cash sponsors – Nikon, Vineyard Vines

6. 3 new Bronze Medalists in the Olympic Fundraising Program – Lloyd Ecclestone for Junior Olympics, and Jim Muldoon and Bill Martin
7. Leighton met this past month with Commodore David Aisher and Peter Wykeham-Martin of the RORC to renew an old and continuing relationship.

JANUARY LOW POINTS

1. Match racing results from an ISAF graded event held last fall were inadvertently not reported in a timely fashion which affected a U.S. sailor's invitation to a subsequent match racing event. A thorough review was done and the Match Racing Committee has put safeguards into effect that will prevent a reoccurrence.
2. The State of Illinois will not allow us to be exempt from paying sales tax for the Spring Meeting, which will increase the meeting's expenses.

Leighton ended his report with two items. The first item was a discussion to clarify US SAILING's policy regarding reimbursement for ISAF travel. The Board was advised that US SAILING does have a policy that the organization will cover the expense of ISAF delegates travel to ISAF meetings. Due to the delicate state of US SAILING finances, the President and the Executive Director would hope that ISAF delegates who can afford to cover the costs of attending these meetings would consider covering the costs themselves and save US SAILING a significant amount of money. The second item was a request to address the problem of recovering costs of Article 15 submissions. Jim Capron replied that he has prepared a draft Regulation 15 proposal that covers such a situation. Capron said he would forward the draft copy to the Board for consideration. Dick Rose suggested an Ombudsman procedure that when US SAILING receives an Article 15 grievance, the grievance would first be referred to the Ombudsman who would, during a conference call to the parties to the grievance, attempt to mediate the grievance and, following that call if his/her efforts to mediate were unsuccessful, make a ruling as to whether US SAILING's costs for the hearing of the grievance would be borne by US SAILING or not. Capron will continue to work on the draft and distribute it to several experts.

A question was raised concerning the members of US SAILING getting a discount for magazines. Leighton said that negotiations and a market test were in process.

Leslie Keller deferred to James Appel for the Budget Committee report. Appel said that the budget will be reformatted to show break-out by divisions and will be ready to be presented in time for the Board to review it before the Spring Meeting. Appel also presented a proposal that would increase the FY 2006 expenses for the Olympic program from the initial FY 2006 budget. The Olympic Committee ran a \$389K surplus in FY2005 because of excellent fundraising results and the Board agrees that US SAILING should direct the additional funds to the program. The Budget Committee was directed to draft a budget line item(s) that would clearly explain the situation of the four-year budget cycle for the Olympic Committee and how surplus funds earmarked for the Olympic Committee in one year can be carried forward to future year(s).

President Baxter reported that she had a meeting with Hortensia Hacker, the President of the United States Sailing Foundation regarding the fundraising roles of US SAILING and USSF. During the discussion Ms. Hacker offered to step down at the Spring Meeting. Baxter suggested that the US SAILING formulate a policy concerning fundraising which would aid in the recruitment of a new USSF President. After an extended discussion, the following action item was drafted.

Action Item:

It was moved that the US SAILING Board of Directors thanks the United States Sailing Foundation Trustees for their past work in fundraising for sailors in the United States, and now asks the United States Sailing Foundation to focus on supporting the building of endowments and restricted funds, and the support of non-Olympic international competition.

Motion was seconded and passed. Ruth Creighton abstained.

Tom Hubbell gave the Transition report and stated that the rewriting of the Regulations is showing itself to be an enormous task and it is going slowly. The group is making progress but the volume of material is daunting. Hubbell promised progress in time for the House of Delegates Meeting.

President Baxter led a discussion regarding the upcoming US SAILING Spring meeting and advised the Board of the proposed schedule and her expectations for the meeting. She directed the Secretary to coordinate the BOD meeting agenda with those of the HOD as to avoid duplication.

Secretary John Strassman reviewed the previously discussed meeting schedule for the monthly BOD meeting and confirmed the following dates:

March 27, Monday

April 25, Tuesday

May 22, Monday

June 26, Monday

July 31, Monday

August 21, Monday

September 26, Tuesday

October 24, Tuesday

US SAILING AGM November 15-19, Newport, RI

December 18, Monday

All meetings will start at 8:00 PM EST.

Secretary John Strassman led the Board through the latest list of Committee and Council chairs and members. After a number of edits, Strassman was directed to forward the final list to the staff for publication.

Action Item:

It was moved that the List of Committees and Councils be approved.

Motion was seconded and passed.

President Baxter raised the point that the Multihull Committee requested to be disbanded because its role has been taken absorbed by the Multihull Council.

Action Item:

It was moved that the Multihull Committee be disbanded.

Motion was seconded and passed.

Susan Epstein advised the BOD that the several problems that occurred in reporting Match Racing results this past year have been addressed and measures have been put into place that will assure these situations will not reoccur.

Dean Brenner reported that the past month was very successful for the US SAILING Olympic Committee. U.S. Sailors won eight medals at the Miami OCR tying GBR and FRA for the most podium spots. Brenner said that he was very bullish for the US SAILING Team's prospects in 2006. Jerelyn Biehl announced the 2006 US Youth World Team:

Michael Menninger & Nick Martin - Boys Doublehanded
Emily Dellenbaugh & Briana Provancha – Girls Doublehanded
Stephanie Roble – Girls Singlehanded
Boys Singlehanded and Board representatives have not been selected yet.

John Strassman presented a proposal to accept a permanent shipshape award trophy for the US Triplehanded Junior Sailing Trophy.

Action Item:

It was moved that US SAILING Board of Directors approve the Deed of Gift and accept the U.S. Triplehanded Junior Sailing Championship Shipshape Award Trophy as presented by Edwin Theisen, George Griswold and Raymond Teborek.
Motion was seconded and passed.

Leslie Keller announced that the Audit Committee will be starting its work on April 3rd. Keller also inquired about drafting a Conflict of Interest Policy for US SAILING. President Baxter offered that Ms. Keller should contact Dave Rosekrans because he has been working on such a policy.

Meeting Adjourned at 9:43 PM EST.

Respectfully submitted,

John Strassman, Secretary