

**US SAILING Board of Directors Meeting**  
**Monday, July 31, 2006**  
**Minutes**

President Janet Baxter called the meeting to order at 8:02 PM EDT.

Board of Directors members present were: Janet Baxter, , Dean Brenner, Jim Capron, Ruth Creighton, Susan Epstein, Tom Hubbell, Rich Jepsen, Leslie Keller, Patty Lawrence, Charlie Leighton, Dick Rose, Bill Sandberg and John Strassman, John Siegel and Jim Tichenor. Also attending was David Dellenbaugh and Johnny Lovell. Absent were: Jerelyn Biehl and Bob Billingham.

President Baxter started the meeting by requesting that the ISAF and IFDS submissions be moved to the top of the agenda to permit David Dellebaugh to participate in the discussion.

Submissions to ISAF

The US SAILING RRS Committee submitted changes for rules:

60.2(a)

60.3(a)

62.2

86.1(c)

D2.2(d)

**Action Item:** A motion to approve the RRS Committee's submissions was moved, seconded and passed.

The Special Regulation Sub-committee of the Offshore Committee submitted two changes. The first was to add a regulation to describe proper installation of LPG cooking canisters. The second was a regulation that corrects the wording for CPR and First Aid certification in OSR 6.01.2 and 6.01.3.

**Action Item:** A motion to approve the Offshore's Committee's submissions was moved, seconded and passed.

The OSC had two submissions. The first submission was to co-sponsor a submission from the Federation Francaise de Voile to create a "World Cup Series" consisting of the Sail Melbourne, Miami OCR, Princess Sofia Palma, Semaine Olympique Francaise Hyeres and Kieler Woche regattas. The board members familiar with the ISAF submission process suggested that it would be more appropriate to create a separate submission from US SAILING that mirrors and affirms the French submission. Dick Rose volunteered to author this submission. The second submission was to change ISAF Advertising Code (ISAF Reg. 20.4) to include Paralympic eligible sailors in Paralympic equipment in the exemption clause to allow unrestricted Category C advertising.

**Action Item:** A motion to approve the OSC submissions was moved, seconded and passed.

The Appeals Committee proposed submitting three US SAILING Appeals to ISAF for consideration to be added as ISAF Cases. The three Appeals are 88, 90 and 92.

**Action Item:** A motion to approve the Appeals Committee submissions was moved, seconded and passed.

## IFDS Submissions

There were a total of five submissions to the IFDS. The first was a proposed change regarding term limits. The second was a motion regarding Election Time Frames and Eligible Seats. The third was motion regarding Committee Chairs and Members being recommended by their respective RNA's.

**Action Item:** A motion to approve the IFDS submissions was moved, seconded and passed.

The Fourth was the nomination of Hugh Elliot for the position of the Chair of the Technical Committee. The Fifth was the nomination of Linda Merkle for the position on an IFDS Vice President.

**Action Item:** A motion to approve the IFDS nominations was moved, seconded and passed.

Secretary John Strassman then presented the minutes of the last meeting.

**Action Item:**

A motion to approve the June 26, 2006 Board of Directors Minutes as corrected was moved, seconded and passed.

President Janet Baxter reported that she had competed in the Chicago Mac, attended the clinic day at the US Junior Women's Doublehanded Sailing Championship for the Ida Lewis Trophy in Milwaukee and toured ABN AMRO TWO when it was in Chicago. Baxter will also attend the US Independence Cup in Chicago in the coming week

President Baxter then asked Charlie Leighton to give the ED report. The year-to-date net results through June, without Olympics, show a net improvement over last year by \$397,172 and exceed budget by \$547,228. The key number for comparison by year end is: in order to break even and achieve budget we must exceed last year by \$136,000. Based on the first six months of the year, US SAILING should achieve or exceed this goal. Olympics for the Quad are in a strong positive cash position of \$553,409 after paying back \$100,000 in 2005 and \$100,000 this year to the Olympic Windfall Fund. Leighton continued that he could safely say that even though the expenses are down there has been no decline in the quality of the programs or products available to the members.

Leighton said he was particularly happy with the membership numbers. Revenue is up 14% and the expenses are down 32% from last year. He praised the work of the membership department. The New York Yacht Club letter netted seventy-two new members.

Ruth Creighton said that she has noted with interest that that two significant revenue sources have appeared in the last few years. Fundraising and sponsorship now account for almost 27% (compared to 29.5% from membership) of the total revenue for the organization.

Leighton again recognized and thanked Bobbi Warren and Leslie Keller for the many hours spend preparing for this year's audit.

Rich Jepsen raised several questions regarding the status of the IT initiative. Ruth Creighton and Leighton responded that while there was progress on several areas, there were several major deficiencies with IT initiative. Leighton reported that Serge Jorgensen's company would take over and complete the database portion of the project. The two staff members who are working on the membership portion of the program have been given an ultimatum to collaborate with each other and finish their work in a very short time frame. Creighton asked for reassurances for

security on staff laptops and hurricane preparedness and Leighton said he would look it to it. Upon questioning regarding maintaining the original \$130,000 budget, Leighton explained that he was reasonably confident in maintaining the original estimate but some offsets to expense could be required. There were other questions and Creighton volunteered to collect the questions to present to Serge and have Serge answer them at the next meeting.

Leslie Keller then introduced Johnny Lovell, the Chair of the Audit Committee, to give the Audit Committee report. Lovell reported that the Audit did not report any deficiencies and other than a few recommendations contained in the management letter the Audit was favorable. Lovell also acknowledged the new CFO for her excellent work in preparing for the audit. Lovell added that he believes it was a very thorough audit.

**Action Item:** The Audit Committee recommends the following resolution:

Resolved: The Board of Directors of US Sailing herewith accepts the Audited Financial Statements and the Auditor's Management Letter for the year ending December 31, 2005.

The resolution was moved, seconded and passed.

Keller continued that the RFP for the next audit was ready to be sent out.

Dean Brenner then gave the Olympic Committee's report. More US sailors are in Europe than ever before and the results remain excellent. At the Yngling Worlds there were three US Teams in the top seven and the Sally Barkow Team finished third. US finished 8<sup>th</sup> at the 49'er Europeans and the US Tornado entry finished eighth at the Europeans. The Youth Worlds have been completed with two top-ten finishes. Brenner continued that a large delegation will be going to Qingdao, China for the pre-Olympic test event. USOC supplied a large grant that will allow the US Sailing Team to send this large contingent to this event at the 2008 Olympic venue. He said that he will join the team there for the last week of the event.

Brenner also reported that Gary Jobson has proposed a project to telecast the US Sailing Trials on NBCSports.com. The web cast would be available during favorable time periods and be more widely available than cable broadcasts. Plans are underway to develop corporate sponsorship proposal for the program. Brenner continued that the Youth Development Plan is very focused and the OSC is looking for a Coach/Coordinator for the Plan.

Brenner concluded by talking about the funding strategy that the OSC has implemented. The plan was to heavily fund the most successful teams in order to achieve success and leverage the resultant visibility to raise more money. Brenner explained that some of the athletes on the cusp who are not currently being funded should be reassured that the OSC is doing very well with this strategy and funding for a deeper team will be coming soon.

Finally Brenner said that everything is in place for the Pre-trials scheduled for this fall.

Tom Hubbell reported that with the assistance of Jim Capron, the Regulations have been significantly trimmed down. The operational assumption is that the Regulations should not repeat the Bylaws of either the organization or the individual Councils or the RRS's. Also removed is anything specific to the operation of the individual Committees. Therefore there will be three guiding documents for every Committee or Council: The US SAILING Bylaws, the US SAILING Regulations and either the Bylaws of the Council or the Terms of Reference of the Committee. The rewrite working group wants to point out that the various committee chairs will need to review the latest rewrite for elements that affect their area of interest. The latest revision

will be distributed to the Committee and Council Chairs along with the HOD members for comment in time to be approved at the September meeting. President Baxter commented that she will emphasize the need for this timely review by all interested parties in her President's Update. A byproduct of this process is that a list of suggested corrections in the new Bylaws is being collected.

John Siegel gave a report that a group in the San Francisco Bay Area is establishing a US Kiteboarding Association with the intention of joining US SAILING in the fall. Siegel is acting as their US SAILING contact. This development will be awaited with great interest.

Ruth Creighton spoke about Membership Services and the IT initiative and said she would ask Serge Jorgensen for a presentation that would focus on improving customer service, the integration of systems between separate departments and the ability for employees to function in and out of the office.

Patty Lawrence reported on the state of the drafts of the Council Bylaws. Lawrence reported that much work was needed to bring structure and order to the individual Council Bylaws. The effectiveness of the drafts varies widely. The HOD Bylaws will be used to produce a template which will be sent back to the Councils. Jim Capron interjected he had such a document prepared with the help of Walt Chamberlain and Fred Hagedorn and he would forward it to Lawrence. The Councils will then be instructed to "fill in the blanks" so that the individual Council will be able to ratify their Bylaws at the AGM.

Rich Jepsen inquired what was known about the ISAF Connect to Sailing Initiative. None on the Board had sufficient knowledge to properly respond. It was suggested that Chip Johns be invited to the next BOD conference call to report.

Bill Sandberg said that the template of the solicitation letter to join US SAILING which yacht clubs will be encouraged to send out will be ready soon. Charlie Leighton suggested that a top flag officer be identified as a contact person at each club to ensure success.

Patty Lawrence reported on the US Naval Academy's proposal to host a Junior Team Racing event. The intention of the organizers is that the winners of this event would be named as the US representatives to the Australian Youth Olympic Festival Team Racing event. The BOD was displeased with many of the assumptions and statements made in the Notice of Race that the organizers had made without consultation with US SAILING. The BOD of US SAILING wishes to make clear that it alone has the right to designate what constitutes a named "US Championship." However the BOD did pass a motion regarding this event.

**Action Item:** The following motion was moved:

The winner of the US Naval Academy Team Racing Championship will be approved as the US qualifier to the AYOF Team Racing Championship.

The motion was seconded and passed.

Patty Lawrence volunteered to work with the Team Racing Committee to assist the committee to integrate its programs with US SAILING policies.

Secretary John Strassman announced that the BOD was looking for nominations for the ISAF Sailors of the Year along with nominations for the Herreshoff Award.

John Siegel inquired if there was going to be a Race Management or a Judging Seminar schedule to correspond with the Fall AGM. James Tichenor responded that a Basic and an Advance Race Management Seminar were being organized and that details would follow shortly.

Susan Epstein wanted to recognize Jim Tichenor for an excellent job as PRO for the US Junior Women's Singlehanded Championship for the Leiter Trophy last week under very difficult conditions.

Susan Epstein reported that the issue of designating a "letter" to the Area formerly known as H-West will be soon decided.

Meeting adjourned at 10:17 PM EDT

Respectfully Submitted,

John Strassman  
Secretary