

US SAILING Board of Directors Meeting
Tuesday, November 20, 2007

Present: Dick Allsopp, Dean Brenner, President Jim Capron, Susan Epstein, Amy Gross-Kehoe, Vice President Tom Hubbell, Gary Jobson, Chip Johns, Patty Lawrence, Jerry Montgomery, Bill Stump, Jim Tichenor, and non-voting Ex Officio members, Secretary Fred Hagedorn and Executive Director Charlie Leighton. Guests included James Appel, Dan Cooney, David Forbes and Greg Norwine.

1. The meeting was called to order by President Capron at 8:00 pm Eastern Time.
2. Secretary Hagedorn called the roll and announced that a quorum was present.
3. Secretary Hagedorn Reviewed the **ACTIONS** taken by the Board of Directors between October 24, 2007 and November 20, 2007:
 - a. On November 11, 2007, the Board of Directors **VOTED** to approve the following as members of the Review Board: Gail Bernstein, Vince Brun, Means Davis, Ted Everingham, Noel Field, Bob Hobbs, Dave Rosekrans, and Cory Sertl.
4. A **MOTION** to approve the Consent Calendar was made, seconded and approved.
 - a. Minutes of the October 28, 2007 meeting of the Board of Directors.
 - b. Minutes of the October 28, 2007 AGM Minutes.
 - c. October 28, 2007 “New” Board Minutes.
 - d. Approval of Joe Melino as Chair of the Risk Management Committee.
5. President Capron met with leaders of the ORC during the ISAF November meetings and was asked why the US doesn't support ORC-Club? Capron pointed out to the ORC that we support those rating systems that our members want to use and that we do not promote one over another. Capron reported that the ISAF has adopted a program for 2012 that has 6 men's events and 4 women's events resulting in a team that is 56% men and 44% women, not quite the 50% split the US advocated, but close. The US supported Keelboats in the Olympic Games as directed, unfortunately that resulted in the multi-hull being dropped from the program for 2012.

The “Sailor-base,” our new database, is in the process of being rolled out! It will be a great tool for our membership department. Also, the 4th One-Design Symposium was just completed and was a smashing success!
6. Executive Director Leighton reported that we are on target to achieve our planned \$85,000 bottom-line. This is less than last year, but the better news is that our borrowing has been reduced by over 25%! The Annual Fund Campaign is in full swing – this year's focus is on Youth Programs. So far 82% of our donors are new donors, and the vote of confidence that we have received is that more than 70% of the donors have indicated that they want us to use their money in the best way possible with no specific directions attached.

The US SAILING Rolex International Women's Keelboat Championship was a huge success in Houston, TX.

Last week, the New York Yacht Club held a gala in support of the US Olympic Sailing Team. It built a lot of good will and a very positive response from the attendees. Best guess at this time is that it will net at least \$250,000 for the sailors.

7. Treasurer's Report – Treasurer Keller reported via Secretary Hagedorn that the tax return Form 990 is complete and is posted on the website in the Financial area. Other than that, the Executive Director's report shows our financial performance clearly.
8. Commercial Sailing Keelboat Training Program. David Forbes and Greg Norwine joined the call to discuss this program and what it needs at this point. They pointed out that the program has had many years of success, but that we have been “coasting” for a few years and need to increase our investment if we expect this program to continue to flourish. They brought a specific proposal for the board to see, which was referred to the Budget committee for review. James Appel, who was also on the call, agreed to spend time with Dave and Greg over the next few weeks to work out what we could get going in FY2008.
9. Budget. James Appel shared a preliminary look at the FY2008 budget. We anticipate seeing the budget at the December 2007 meeting of the Board of Directors for its final review and approval.
10. Member Dues. The Membership Department in cooperation with the Membership Committee is recommending a 15% increase in all member dues effective January 1, 2008. Included with the dues increase will be a secondary insurance policy for each member.

A **MOTION** was made, seconded and approved, with one dissenting vote, to increase the dues by 15%, and to utilize retail pricing.

11. Strategic Planning Meeting will be held in Miami, FL on January 26, 2007. The location will be announced soon. Most will fly in on Friday and depart on Sunday morning.
12. Old Business. Susan Epstein reported that her Working Party on Meeting Structure will be ready to report at the December meeting of the Board of Directors.
13. New Business.
14. The Board recessed to EXECUTIVE SESSION at 9:25 pm Eastern Time Zone.
15. The meeting was adjourned at 9:45 pm Eastern Time Zone.

Respectfully submitted,

Frederick H. Hagedorn
Secretary