

US SAILING Board of Directors Meeting

April 1, 2011

Chicago, IL

Present: Ed Adams, Dean Brenner, John Craig, Susan Epstein, Secretary Fred Hagedorn, Stan Honey, Vice President Tom Hubbell, President Gary Jobson, Treasurer Leslie Keller, Maureen McKinnon-Tucker, Dawn Riley and non-voting Ex Officio members Executive Director Jack Gierhart and House of Delegates Chair, Jim Walsh.

Guests: Janet Baxter and Lee Tawney – National Sailing Hall of Fame

- 1) The meeting was called to order by President Jobson at 2:02 pm CDT.
- 2) Secretary Hagedorn called the Roll and announced that a quorum was present.
- 3) Consent Calendar
 - a) Approved the Minutes from the 2/22/2011 Meeting of the Board of Directors
 - b) Voted in the affirmative to support the efforts of the 29erXX Class to become an ISAF International Class.
 - c) Approved a US SAILING Prescription to both ISAF OSR 3.03.1(b) and 3.03.2(b) –

“US SAILING prescribes that yachts with LOA over 24 mR and built after January 1 2010 shall be designed, built, repaired and maintained in accordance with the ABS Guide for Building and Classing Offshore Racing Yachts, 1994, including Notice 1, or an equivalent rule for sailing craft published by a member of IACS in effect at the time of initial Plan Approval or Plan Review. A certificate or letter indicating Plan Approval or Plan Review by ABS, another IACS member, or a notified body recognized by ISAF or US SAILING shall be carried on board. (MoU, 1.2)”

- 4) President’s Report – President Jobson expressed his hope that we will continue to be bold. 183 Yacht Clubs and Sailing Organizations are attending the Summit this coming weekend; we should strive to build on this momentum. We should continue our efforts with the Handicapping Rules and with Race Administration to make both more understandable and inviting. We should continue to look at our structure and ensure it is what we want it to be.
- 5) Executive Directors Report – Executive Director Gierhart indicated that we are off to a great start in 2011. We are looking for a new Webmaster and it is good to report that our Network Specialist is recovering from his shoulder surgery.

Financials are strong. We do have a yellow light on Sponsor Revenue, but that is purely a timing issue and the sponsor has assured us that the payment is on the way.

In terms of Marketing and Sponsorships:

- Gill is incrementally increasing its support of our Championships;
- Active.com wants to continue as a sponsor;
- Old Pulteney has replaced Mount Gay (who dropped in 2009) and Dry Creek Vineyards as a sponsor of our Speaker Series and of our Adult Championships.

- The Board of Directors formally agrees that it supports having Corporate Sponsors that are associated with alcohol products, as long as the sponsorship is tasteful and is only associated with Adult Events.

Gierhart shared that he will be holding an offsite retreat with the Staff Directors on 4/21/2011.

Training and Race Administration departments are collaborating in developing our association's approach to distance learning.

Safety Grants from the US Coast Guard and other sources are growing. We have become leaders at the table with the other groups across the country.

This leads into a discussion about Lifejackets and the efforts for a national requirement. The Board agreed that a review of our Regulations and of our position as an association should be undertaken.

A discussion was also held regarding our Branding, and in particular how we choose to print our name in written form. This is an action that President Jobson and the MarCom Committee will take up, including potentially proposing a change to Bylaw 101.

Finally, a discussion was held regarding our FY 2011 Goals and it was agreed that they would be changed so that the goal for Medalist Gifts in 2011 would be \$250,000. So the goals would be as follows:

2011 GOALS

- i) Financial – a break-even plan with \$8,336 in asset growth, and \$200,000 in positive cash flow in the Olympic Program at the end of the 2012 quad.
- ii) Membership
 - (1) Net revenue of \$1.7 million
 - (2) Increase in the number of members by at least 400 (roughly a 1% increase)
 - (3) Improve the quality and type of information captured on each member
- iii) Development
 - (1) Annual Appeal of \$160,000
 - (2) Medallist Pledges of at least \$250,000
 - (3) Strategic plan and transition from Charlie Leighton to Dan Cooney
- iv) Information Technology – Continue work on the Website, Applications and complete the Disaster recovery system for the business
- v) Develop a 3 year plan

A **MOTION** was Made, Seconded and APPROVED to adopt these Goals for FY 2011.

- 6) Treasurer's Report – Treasurer Keller reported that our Balance Sheet is in a strong position. The Current Ratio is good along with a strong P and L Statement. Our

Investments have grown 3.84% since January. The Audit is in process and should be completed by mid June.

- 7) Olympic Report – Chairman Brenner brought forward the recommendation of the OSC to the Board of Directors regarding US SAILING's position regarding the final selection of events for the 2016 Olympic Games.

It was **MOVED**, Seconded and APPROVED to support the following position statement and to provide it as guidance to our Delegation of representatives at the May ISAF Meetings:

“US SAILING has consistently supported gender equity as five events for men and five for women. The provisional slate resulting from the Olympic Commission recommendations with four events for Men, four for women and two mixed events is also acceptable. Proposed slates with five events for men, four for women and one mixed event do not achieve equity but do represent progress and could also be acceptable.

US SAILING supports keelboats and multihulls but recognizes that the men's keelboat has already been eliminated from the provisional slate and is vulnerable. Women's Match Race is also vulnerable although it is a high priority for US SAILING. There are a large number of submissions that eliminate keelboats altogether and US SAILING recognizes that it will be an uphill battle to maintain one or two keelboats.

The ideal slate of events from US SAILING's perspective might be submission M30 from Antigua which eliminates windsurfing in favor of keelboats, 470s and skiffs. However, boardsailing is very likely to be included in a successful slate, and US SAILING likes the idea of kiteboarding or a combination event.

The submission M06 from the Yngling class which is essentially identical to the former US SAILING slate may be the most balanced as it contains no duplicative events. It would force a show down between the 470 and skiffs as the only two person dinghy for men and women. US SAILING would prefer skiffs but the international votes are with the 470 class. This slate would also force a showdown between the Finn and Laser which would most likely be won by the Laser. This slate would also include multihull for men and Women. This slate is likely to have extremely little support.

The provisional slate approved by ISAF in Athens may be the best slate for US SAILING that has any realistic chance of passage. It does not include the men's keelboat, but does include women's skiff, women's keelboat, mixed 470 and mixed multihull which should all be bright prospects for US SAILING.”

- 8) National Sailing Hall of Fame – Lee Tawney brought the Board up to date on the activities and plans at the NSHF. The first Class will be inducted into the Hall of Fame on October 23, 2011 in a San Diego celebration – Two US SAILING Directors serve on the selection committee, Dawn Riley and Tom Hubbell. Fundraising has begun and they have raised \$2.5 of the needed \$5 Million to begin building their permanent home.

9) 2012 Event Venues --

- a) US SAILING Rolex Yachtsman and Yachtswomen of the Year Luncheon. Has been presented since 1961 and has been held at the New York Yacht Club since 1980. After some discussion, it was agreed that it would be good for the sailors of our country if this event were to move about a little. It was **MOVED**, Seconded and APPROVED to hold the 2012 Luncheon at the St. Francis Yacht Club, in San Francisco, CA.
- b) With the excitement of the America's Cup building, it was **MOVED**, Seconded and APPROVED to move the 2012 AGM from Portland, OR, to San Francisco, CA. There are no penalties associated with this decision with any hotel.

10) Designated Funds –

- a) US SAILING has over 20 funds under co-mingled investment. For those, like the “Olympic Windfall” which is not an endowment but is a Board Designated Fund, the following conceptual guidelines were discussed:
 - i) The goal should be to maintain the fund in perpetuity;
(1) This means to maintain the original corpus of \$1.2 Million from 1984;
 - ii) Distribution guidelines should be set by the Board;
 - iii) To make planning easier it is suggested that we look at an annual distribution of between 4 and 7 percent.
 - iv) If for some reason the annual distribution would deplete the fund below the initial corpus level, it should trigger a discussion with the Board prior to making the distribution.

It was agreed that a more formal plan would be developed and presented to the Board for a formal vote.

- b) It was **MOVED**, Seconded and APPROVED to distribute \$7,000 to the 2011 US SAILING Multihull Championships from the Hoyt-Jolley Fund in support of funding the use of charter boats for both the Alter Cup and the US Youth Multihull Sailing Championships.
- c) The Jr. Women's Championship Committee in conjunction with the Team Racing Committee requested \$1,500 to initiate a Team Racing Clinic to follow the 2011 US SAILING Jr. Women's Doublehanded Championships. The grant would be made from the Junior Rolex Fund. A **MOTION** was Made, Seconded and APPROVED in support of this.

11) Guest Presentation – Tom Ehman, former Executive Director of US SAILING, came to share his thoughts on the “international scene.” It was a nice, congenial conversation with three specific points. It is important to BUILD COALITIONS. As a MNA, we should work hard to have people involved in the ISAF who others from across the globe perceive as being “interested in what is good for the sport and who are there to help others.” And third, we need to remember that the USA is often perceived as being overly legalistic, in a cultural sense.

12) Old Business –

- a) None

13)New Business –

- a) Four issues were not able to be covered from the agenda:
 - i) The Past President's Report Study Group will report to the Board on 4/2 at 5:00pm.
 - ii) The Race Administration Update will be deferred to our 4/25/2011 Meeting;
 - iii) The status on our investigation into the idea of a Team/Crew Award of the Year will be deferred to 4/25/2011
 - iv) Oversight of the Selection Process for non-Olympic World Championships will be deferred to our 4/25/2011 meeting.

14)The meeting was adjourned at 5:00 pm CDT.

Respectfully submitted,

Frederick H. Hagedorn
Secretary