

2012- 2013 US Sailing Board of Directors Meeting Minutes

June 17, 2013

In attendance: Board: Josh Adams, Vice President Bruce Burton, Susan Epstein, Executive Director Jack Gierhart, President Tom Hubbell, Secretary Patty Lawrence, Maureen McKinnon, Ben Richardson, Dawn Riley, Treasurer Taran Teague, Jim Walsh. Area Directors and Guests Sarah Alger, Charlie Arms, Brian Hawboldt, Rich Jepsen, Jim Tichenor.

Regrets: Ed Adams, John Craig, JJ Fetter, George Hinman

Many thanks to Jeff Kerins and Tim Swansey who assisted with the WebEx mechanics.

1. The meeting was called to order at 7:30 PM EDT and the roll call established a quorum.
2. The Consent Calendar was moved, seconded, and approved.
 - May 3, 2013 Meeting Minutes
 - International Measurers Seminar in Miami December 6-9
 - Melges 20 Worlds in Key Largo, FL next December. NOTE: Approved but will ask the host, Ocean Reef Club, to become a US Sailing Member. The venue is a resort rather than a traditional yacht club.
3. President Hubbell thanked everyone for their support. Tom has plans to travel to the US Sailing Center in Sheboygan, Ocean Gate YC, Cleveland Yacht Club, and Sandusky Sailing Association. He attended Charlie Leighton's poignant Memorial Service.
 - Tom's next Presidents blog's is about rewards of volunteering and how to become a US Sailing volunteer.
 - Tom appointed a Measurers Task Force whose purpose is to determine how best to share expertise and training. The group is comprised of: Tom Allen, Eric Battinger, Bill Clausen, Mike Holt, Dina Kowalshyn, Dan Nowlan, Eric Reinke, and Tim Winger.
 - Board members are asked to contact designated RSA members and take the temperature of the area, listen to area needs, and be prepared to report back at the July 22 board meeting.
 - The President's Club will make travel grant money available to new and younger volunteers for the AGM in Captiva, FL and the Leadership Summit in San Diego, CA.
 - Islands Race Review Panel was slowed down by potential litigation but the report is due soon.
 - Tom proposed that the Board adopt the membership goal of 60,000 members by November 2015 which is the end of his term. Membership is the most tangible marker of the success of our products and services. The motion was seconded and passed unanimously.
4. Executive Director Jack Gierhart reported that overall the organization is tracking well against goals but noted three areas that he is monitoring: 1. Membership revenue is off but the department is working hard to make up ground. 2. The Offshore budget is off as a staff member was out for medical reasons but the department is again fully staffed and working through the backlog. 3. Bank of America not renewing the US Sailing credit card and we are looking to make up that revenue.
 - The new Sailor's Guide to the Racing Rules is ready for distribution. Many thanks to Dave Dellenbaugh and the Racing Rules Committee.
 - The Training Department is very busy and working closely with the Membership Department.

2012- 2013 US Sailing Board of Directors Meeting Minutes

June 17, 2013

- US Sailing will have a presence at the America's Cup venue on the piers in July and the Marina Green in August; however, as the AC event evolves so do our participation plans.
 - The 2012 Annual Report is published and mailed to key members and the electronic version goes out to the membership on June 19.
 - Tom, Bruce, Katie Ouellette and Jack are planning the structure of the 2013 AGM to align with the reorganization. The meeting will cross the starting line with 2014 big ideas and then drill down to committees work.
 - Planning for the 2014 AGM has begun with a Midwest venue in mind, and perhaps, in the Milwaukee area.
 - The auditing firm recognizes membership revenue for year in which the membership starts. Two years, 2011 and 2012, will be retroactively corrected. This does not reflect health or performance of the organization but will change the reporting and recognition may impact the balance sheet by changing the deferred revenue.
 - Jessica Servis and John Craig successfully obtained a grant from the America's Cup which will train 80 teachers in the Bay Area on the Reach Program.
5. Treasurer Taran Teague reported a positive variance against the budget. She will have an expenditure policy for ready for our July meeting. She also reported that we are not currently borrowing against our line of credit. She strongly recommended that we save what we can now so that if there are economic hiccups in 2014 we are prepared.
6. The written Olympic Report from Josh Adams was distributed and he highlighted three items for this meeting:
- VISION 2024 plan was launched and includes a grassroots speaking series about Olympic pathways. Leandro Spina, Andrew Campbell, JJ Fetter, and Josh Adams are speakers, and they have already addressed CISA Clinic, College Nationals, and Newport Youth Champs. All youth championships will have a speaker and an Olympic night.
 - The top two teams sailing the SKUD at the Clagett Regatta will advance to the ISDF Worlds. Betsy Alison is working hard to get competitive teams to the event.
 - The Olympic budget is tracking net positive although some of this is timing and so will level off as the year progresses. Fundraising is behind but they have two obtainable goals to get back on track and are confident that year end goals will be met. The Medalist Committee, which includes Ben Richardson, Ben Kinney, Bruce Burton, Dean Brenner, and Josh, has been busy contacting key medalists and is starting to see Medalist renewals for 2016. Additionally there has been a fair amount of activity on sponsorship Josh anticipates firm deals next quarter.
7. Division Reports:
- Brian Hawbolt gave highlights of his written Inshore Report. A new sailing center in Galveston, TX will hosted Disabled Championships in 2014. The new Adaptive Sailing Resources Manual is fabulous and available for download.

2012- 2013 US Sailing Board of Directors Meeting Minutes
June 17, 2013

The Championship Division recognizes Suzy Leech's efforts to keep the Women's Match Racing event sailing smoothly.

8. Old Business

Tom seeking input from Shannon Bush about how to improve the business model of our championship regattas.

The 2013 AGM will be in Captiva, FL and the February 2014 Leadership Forum in San Diego. The leadership summit brings together NSPS, Offshore, ODSS, the Yacht Club summit and industry. A trade show component will be open to the general public.

9. New Business

- Judges Program document is progressing and very close to ready. It will be sent out to the board via email for a vote.
- ISAF Report from Cory Sertl was distributed to the Board. Submissions are due at our next meeting.
- Herreshoff Award nominations are due by the July 29 meeting. The criteria will be sent to the Board, Area Directors, Committee Chairs and Counselors of Honor.

The meeting adjourned at 8:52.

Respectfully submitted,
Patty Lawrence