

US SAILING FOUNDATION
BOARD OF DIRECTORS MEETING
MINUTES

August 9, 2017 at 10:00am ET
Conference Call

Attendees: President Dave Rosekrans, Vice President Bruce Burton, Treasurer Johnny Lovell, Secretary Lee Parks, CEO Jack Gierhart, Tom Hubbell, Gary Jobson, David Loring, Jim Muldoon

Regrets: Tim Rutter

Staff: Georgia McDonald, Managing Director, US Sailing Foundation; Jim Campbell, Chief Business Officer, US Olympic Sailing Program; Donna Kane, CFO, US Sailing

1. President Dave Rosekrans brought the meeting to order and welcomed the new Board members, David Loring and Johnny Lovell.
2. **State of the Sport & US Sailing** - Jack Gierhart provided an appraisal on the slow decline of our sport and the need to revive participation and energize sailing throughout the country. He reiterated the core goals of the Foundation and articulated the messaging developed to secure the resources and ideas that will lead sailing into a thriving future.
3. **Fundraising Update** - Georgia McDonald went over the fundraising YTD results, showed a few examples of initiatives, products, materials where that money was spent.
4. **A Case for Change** - Jim Campbell took the Board through the new Olympic program organizational structure, plans for a professionalized Olympic Program and made a compelling visual on the competitive context in the world.
5. **New Headquarters** - Georgia McDonald showed the new digital brochure for the US Sailing Building campaign which will offer naming opportunities as a means to secure substantial resources for US Sailing – inspired by our move to a new location and chance to revolutionize the way we operate.
6. **Investments Overview** - Georgia talked through the investments made with the funds secured YTD, and identified key investments needed over the next four years in the areas identified as most critical: Technology, Youth Sailing, Olympic Sailing, Safety Programming and Reach. Target fundraising goals in each area were discussed.
7. **Governance Issues**
 - a. **Motion:** A motion was made, seconded, and approved to accept restricted donations under \$25,000 without approval from US Sailing's CEO in four designated areas: Youth Sailing, Adult Sailing, Competitive Services and the Olympic Program. All of US Sailing's programs fall into one of these four areas.

- b. US Sailing's CEO will continue to approve restricted donations between \$25,000 and \$500,000. The USSF Board will continue to approve restricted donations of \$500,000 and up.
- c. **Restricted Gifts:** With regard to restricted gifts that have a direct benefit to the donor, a discussion was held around an example where a parent contributed to the ODP class that coaches 6 kids, 2 of whom are their own children – therefore received a tax benefit for coaching they might have paid for outright. This was identified as grey area of bigger concern. **Action: Johnny Lovell offered to investigate the tax law surrounding this issue.**
- d. **USSF Grants:** Grants to sailing organizations are currently being solicited, administered and overseen by US Sailing Program Directors and program-related grants committees selected by the Program Director in some cases. We discussed the need for independent oversight of the grant criteria and selection process as well as oversight of the Use-of-Funds reporting at the end of the grant. **Action: Georgia, Donna Kane and Jack Gierhart will create a proposal for review by the USSF Board that standardizes grant selection criteria as well as expectations for Use-of-Funds reporting. The board will then consider taking an oversight role to review all grants.**
- e. **Olympic Endowment:** The Olympic Program will be establishing an endowment and since USSF will have fiduciary responsibility for this endowment, we discussed establishing a working group to develop an endowment structure that will generate revenue while adhering to best practices in endowment management. **Action: Jack Gierhart and David Loring will provide direction and send a list of names.**
- f. **Form 990:** Donna Kane asked the USSF Board members to approve the 2016 USSF 990. The Form 990 will be distributed via email and a vote taken electronically.

Respectfully submitted,

Lee Parks, Secretary

Date

Distribution: USSF Board of Directors, US Sailing Board of Directors