



## Minutes

### March Board Meeting

- 📅 **DAY 1:** Mar 27th, 2020 10:00 am - 12:00 pm
- DAY 2:** Mar 27th, 2020 2:00 pm - 4:00 pm
- DAY 3:** Mar 28th, 2020 10:00 am - 12:00 pm
- DAY 4:** Mar 28th, 2020 2:00 pm - 4:00 pm

### 👤 In Attendance

#### I. **March 27 10am Call to Order and Roll Call**

In Attendance: President Cory Sert, VP Rich Jepsen, Treas. John Schoendorf, Sec. Martine Zurinkas, CEO Jack Gierhart, Charlie Arms, Henry Brauer, Bruce Burton, Clerc Cooper, Russ Luas, Dave Perry, Briana Provancha, Tony Rey, & Bill Ruh

Excused: John Sangmeister

Guests: 11 including staff

##### a. **Announcements - President's Report**

Cory welcomed and thanked everyone for being available and flexible with moving our in-person meetings to virtual instead. These are challenging times but I am thankful for the approach the staff and volunteers have taken and we will continue to look at the opportunities that lie ahead.

##### b. **Consent Calendar**

**Decision:** Vote #1: Motion to Approve consent calendar unanimously approved

##### 1. **Minutes February Meeting**

##### c. **CEO Report**

Full Association Report at this link: <https://www.ussailing.org/about/our-people/board-of-directors/association-reports/>

Report stands as submitted

##### 1. **Current State - Core Programs Impact & Metrics**

Jack gave an overview of the current business implications surrounding the COVID-19 disruptions.

##### 2. **Financial Cash Flow Update**

Presented a revised financial scenario due to COVID-19 disruptions. Jack has asked the Board to approve the necessary levers to mitigate the disruptions. The Board accepted and offered it supports in researching and applying for SBA Loans.

### 3. **Current Focus**

- i. Membership - Mike Waters & Lauren Cotta
- ii. Content Engagement - Peter Glass
- iii. Education Update - Stu Gilfillen

The staff is quickly evolving our business in ways that will provide resources to keep critical programs moving forward. The three major focuses will be membership development, the member engagement portal - starboard portal, & education update. Education is modifying Small Boat Level 1 Instructor course to deliver 50% of the course online, with a corresponding 2-day in-person segment. Additionally, we will be utilizing a new learning management system called Canvas and launching the last 5 Safety at Sea modules.

### d. **Treasurer's Report**

#### 1. **Audit Process**

The audit has been delayed briefly due to COVID-19. Jeff has been in touch with the auditors and will be resuming the process in the next week. John will be meeting with the audit committee to review his analysis and recommendation for credit cards and travel policy.

#### 2. **February Financials**

The dashboard included in the Financial report. In the current climate, we need to continue to monitor.

## II. **March 27 2 pm Roll Call**

In Attendance: President Cory Sert, VP Rich Jepsen, Treas. John Schoendorf, Sec. Martine Zurinkas, CEO Jack Gierhart, Charlie Arms, Henry Brauer, Bruce Burton, Clerc Cooper, Russ Luas, Dave Perry, Briana Provanca, Tony Rey, & Bill Ruh

Excused: John Sangmeister

Guests: 10 including staff

### a. **Strategic Plan 2020-2024 - Avery Wilson**

Results from work session March 12/13

Avery Wilson, Director of Strategic Planning at USOPC, lead the Board through the Working Group's process and output surrounding the refresh of the strategic plan. The Board gave initial feedback to the latest draft and asked many questions that will be shared with the Working Group. The working group will work with Avery to draft the next iteration of the plan. Once the strategy has been approved by the Board, the staff will begin the next phase in the process - operation planning. This will include mapping out tactics, timelines and placing accountability associated with each metric.

Motion to Adjourn 4:04 pm.

#### 1. **Welcome/ Opening Remarks & Introductions**

#### 2. **Planning Process Overview**

3. **DRAFT Strategic Plan Review**
4. **Feedback/ Q&A**
5. **Next Steps/ Closing Remarks**

### III. **March 28 10am Roll Call**

In Attendance: President Cory Sert, VP Rich Jepsen, Treas. John Schoendorf, Sec. Martine Zurinkas, CEO Jack Gierhart, Charlie Arms, Henry Brauer, Bruce Burton, Clerc Cooper, Dave Perry, Briana Provancha, Tony Rey, & Bill Ruh

Excused: John Sangmeister and Russ Lucas

Guests: 6 including staff

#### a. **Olympic Program Update**

Meredith Brody gave a high-level overview of the current program with regard to the postponement of the Olympic Game to 2021. She stated currently we are pivoting our focus to domestic training for the remainder of the year and aligning with ODP. She shared the athletes have been engaging with weekly webinars surrounding different topics to continue the development process and stay updated with IOC and USOPC conversations. We are awaiting decisions and confirmation regarding dates and selection.

#### b. **Olympic Financial \$ Update**

We have updated the 2020 budget to reflect the postponement of the Olympic Games to 2021 and will continue to monitor our revenue and expense assumptions to update accordingly.

#### c. **Olympic Strategy/Structure**

We continue to evaluate and discuss the best strategy and structure for the Olympic program moving forward. The Olympic staff and OSC shared their views and lessons learned since the last quad. This is a top priority for the Board and discussions will be ongoing over the next few weeks.

#### d. **OCR Part A: Miami Olympic Classes regatta- receive report from Fred Hagedorn, consider recommendations**

Fred Hagedorn presented the highlights of his report regarding the Miami Olympic Class regatta. Discussions arose around the cost and benefit of this regatta to US Sailing, Fred will continue with this process of analysis and develop short-term and long-term planning timeline if a transition is decided.

Motion to Adjourn 4:45 pm.