



## Minutes

### April 29 Board Call

📅 Wed April 29th, 2020

🕒 10:00am - 12:00pm EDT

#### 👥 In Attendance

Charlie Arms, Henry Brauer, Bruce Burton, Clerc Cooper, Jack Gierhart, Rich Jepsen, Dave Perry, Briana Provancha, Tony Rey, Bill Ruh, John Sangmeister, John Schoendorf, Cory Sertl, Martine Zurinskas

#### I. **Call to Order and Roll Call**

Excused: Russ Lucas

Guest: 2

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

Impressed with the Leadership forum. It was an opportunity for our yacht clubs, sailing organizations, and volunteers to come together and share resources. These are the people and organizations that deliver the sport and the root of our organization. We have received the latest strategic refinement draft. We will be reflecting and meeting with the working group again shortly. Continuing to work on rejuvenating the Bylaw project and reflect on how we operate. Reminded the Board to participate in the phone-a-thon.

#### III. **CEO and Association Report**

Received confirmation of new CFO - Heather Monoson. Directors are working on creating resource guidance for COVID-19. Continue to track membership revenue & dive into analysis. The decline of keelboat membership will be impactful on the total number of members. Similarly so will youth members due to JO situation. The membership team is working with JP for additional value. Skill Up app being tested and populated by Siebel team.

Foundation received an application for a grant from ISSA for rolling out a coaching program. It will include 28 webinars designed for regional high school coaching programs. Dave Perry and Steve Hunt are creating this in a 4 part series. This is great work that will help to give high school coaches advance training.

##### a. **Financial Cash Flow Update**

Shared basic model - added in opportunity to make adjustments in key programs as well as run scenarios that will show various results based on the different scenarios. Still uncertainty regarding certain funding due to Games postponement and ongoing event

cancellation. Went through the drivers of each scenario. Bruce shared the concept of days to extinction metric. Jack and John Schoendorf will discuss this with Bruce further.

We will continue to keep the board up to speed.

b. **2021-2024 Rulebook**

Shared current overview of rulebook decisions. Discussed the importance to communicate - sustainability & budget issue. We will continue to push this messaging out. Question priorities in the future for budget of app.

IV. **Foundation Update**

Tabled until May board call.

V. **Umpire Certification**

Board working group was assigned 4/20/20 to review the process of Umpire application. Discussion by the board. The working group asked to get a legal opinion from our Legal Committee. Tabled till next meeting 04/29/2020.

VI. **Old Business**

VII. **New Business**

VIII. **Adjourn**

Motion to Adjourn 12:14 pm