

US SAILING Board of Directors Meeting
Wednesday, October 24, 2007

Present: Dick Allsopp, Dean Brenner, President Jim Capron, Susan Epstein, Amy Gross-Kehoe, Vice President Tom Hubbell, Treasurer Leslie Keller, Patty Lawrence, Jerry Montgomery, Bill Stump, Jim Tichenor, and non-voting Ex Officio members, Secretary Fred Hagedorn and Executive Director Charlie Leighton.

1. The meeting was called to order by President Capron at 5:15 pm Pacific Time.
2. Secretary Hagedorn called the roll and announced that a quorum was present.
3. Secretary Hagedorn Reviewed the **ACTIONS** taken by the Board of Directors between September 25, 2007 and October 24, 2007:
 - a. On October 18, 2007, the Board of Directors **VOTED** to cast US SAILING's vote for Ed Baird and Claire LeRoy as ISAF Sailors of the Year.
4. A **MOTION** to approve the Consent Calendar was made, seconded and approved.
 - a. Minutes of the September 25, 2007 meeting of the Board of Directors, as corrected.
 - b. Endorsement of O'PEN BIC Class as an international class to ISAF.
 - c. Compensation Committee Terms of Reference.
 - d. Jr. Big Boat Program Authorization.
5. President Capron reminded the board that we will be introducing a new database interface tool, we have a Digital Rights Management tool, and that overall our website is getting better. Capron discussed the fact that as an NGB, US SAILING is required to coordinate the sport in the USA and that we need to look at our calendar and make it easier to select dates that are not in conflict with other events.

Relative to the 2007 goals, Capron shared that the association is making good progress on most of them. Membership revenue is up 3% net, rather than the 6%, but the total number of members is about flat. The Association is on or ahead of budget at this point in the year. Although the Database project has slipped from its original April date for full implementation, we expect to see this implemented in November, 2007.

6. Executive Director Leighton reported that we are ahead of budget after 9 months, while the Olympic Program continues to experience positive cash flow in the third year of the quad. It was good to learn that the OSC will receive an increase of about 10% from the USOC for 2008, better than most NGBs. Leighton is projecting a flat budget for 2008 comparable to 2007. Discussions are on-going with our sponsor Chubb for their support in 2008 and we hope to see those concluded in the next month. On the expense side, Leighton shared that US SAILING has spent roughly \$30,000 in processing the Podmajerski/Chicago Yacht Club grievance, and this is expected to climb with the appeals that have been filed.

Leighton shared that our Olympic and Paralympic Selection Trials went off very well over the first two weeks of October. At the USOC Meeting last week, it was shared that the IOC is considering a Youth Games for 2010 for athletes aged 14-18. The USOC will likely hold some

sort of national festival in conjunction with that event and it is anticipated that there may be as many as 6 sailing events.

Leighton stated that it is important for all of us to remember that we are a part of a non-growth industry at this time and that we need to be carefully thinking and discussing where we should be in five years. We will experience flat growth in 2008, we will need to begin looking at our options for revenue growth in 2009, while also finding some new ways of reducing our costs. One important meeting Leighton has had recently is with the RYA, which will provide US SAILING the right to re-print the RYA Easy Rules pamphlet for a nominal licensing fee. It was also noted that the RYA does not give away the rulebook to their members.

7. Treasurer's Report. Keller will present additional information over the weekend of meetings.
8. Old Business.
 - a. Treasurer Keller was thanked for her excellent analysis of the Auditor's Management Letter.
9. New Business.
 - a. President Capron led a brief discussion regarding the ISAF Submissions that will be voted on in Portugal next month.
 - b. President Capron encouraged the members of the Board to be sure at least one board member was in each committee meeting over the next three days.
 - c. The Preliminary budget was distributed and the Budget committee's approach was shared.
 - d. Art Stevens has resigned as Chair of the Youth Multihull Championship Committee.

President Capron **APPOINTED** and the Board **APPROVED** John Lovell as the Chair of the Youth Multihull Committee.

10. Strategic Planning was discussed in terms of where we are, and what our next steps will be.
 - a. President Capron will circulate a set of potential dates for a Board retreat.
 - b. Capron stated that the Board should begin to think about products and services. We need to ensure that our products and services remain relevant, not only in terms of profit and loss, but also in terms of how many members are truly impacted. Fundraising is also an issue for our strategic session.
11. The Board recessed to EXECUTIVE SESSION at 7:05 pm Pacific Time Zone.
12. The meeting was adjourned at 8:12 pm Pacific Time Zone.

Respectfully submitted,

Frederick H. Hagedorn
Secretary