



Conference Call to order: 7:30pm EST

In attendance: Board: President Bruce Burton, VP Cory Sertl, Sec. Martine Zurinkas, Tarasa Davis, Dave Perry, Jim Walsh, Russ Lucas, Treas. Steve Freitas, Clerc Cooper, Malcolm Page, Jack Gierhart CEO

Guests: 14 guests on call

1. Announcements
2. Consent Calendar: *Vote #1 Motion to approve, unanimously approved.*
February 26th Minutes
Read into the Minutes – BAR20180310 Team Works Management Approved.
Read into the Minutes – BAR20180316 WS Olympics 2024 Competition Submission, Approved.
3. President's Report Bruce Burton
Full summary of the report: <http://www.ussailing.org/about-us/board-of-directors/board-of-directors/presidents-reports/>
4. Chief Executive Officer Report Bruce Burton for Jack
Full Association Report at this link: <http://www.ussailing.org/about-us/board-of-directors/association-reports>
Revised Report and dashboard – work in progress, presenting data points in an easier way to show performance of different department. SafeSport – Submission to Congress lots of time and effort by staff to submit. This submission was reviewed by Legal council prior to sending.
Busy Fall – planning accordingly and ensure we are communicating with the various events – West Coast Board Meeting, National Faculty, Coaches Forum, WS Meeting in Sarasota.
5. World Sailing Update Cory Sertl
World Sailing 2024 Submission Report – Board of WS will review the submissions over 100 received. Regarding the events – supported keeping Finn or 470 in mixed form/470 retaining existing equipment. Varying versions of the different MNA / Classes will be sorted and complied for London WS Mid-Year meeting. Event meeting, equipment meeting to the WS Board. Miami Sailing World Cup – working group led by Gary Bodie to review the overall event and review the value of the event to our sailors, US Sailing and community. Review options, President discussion direct with Kim Anderson to review contract. This working party will be coming forward with recommendations to the board in April as we extended our contract deadline.
6. Treasurer's Report Steve Freitas/ Donna Kane
Treasurer review the Dashboard monthly report.
7. Secretary's Report Martine Zurinkas
8. Olympic Report Malcolm Page/ Jim Campbell
Participated in West Coast fundraiser; Teams in Europe for events; Ramping up the team and implementing TEAM WORKS to show performance goals/metrics in the near future. Fundraising efforts, Jim Campbell – positive results, launched Fundraising for Olympic efforts – focusing in on one design classes including AARHUS Now funding campaign. Results recently – first \$25k, \$100k for 4 yrs, One Design Class challenges, lead gift \$1M unrestrictive to Olympics. Positive efforts in the Olympic Fundraiser efforts good trending forward.

Olympic Budget Discussion – Reviewed the budget department categories, answered questions on the revenue and expenses side. Steve clarified that this is a totally scrubbed budget – ie: stripped down to match the revenue side.

BAR20180321 OSC BUDGET APPROVAL, *Vote #2 Motion to approve, unanimously approved.*

Schedule & Call in details: <http://www.ussailing.org/about-us/board-of-directors/schedule-agenda>

Meeting Minutes: <http://www.ussailing.org/about-us/board-of-directors/meeting-minutes/>



US Sailing Board of Directors Meeting Minutes
March 26, 2018
Conference Call

9. Old Business -
 11. New Business –
BAR20180323 – Sailing Leadership Forum 2020 *Vote #3 Motion to approve, unanimously approved.*
 12. Executive Session – none
 13. Motion to Adjourn, 9:23pm
-



Action Request to the Board of Directors

Request No. BAR 20180310

Date Submitted: March 1, 2018

Submitted By: Mike Waters and Malcolm Page

Subject: Contract with TeamWorks (SaaS) to Manage All Aspects of Olympic and High-Performance Programs

Action Requested: Resolution to approve the summary attached: Three-year contractual obligation over \$100K to acquire TeamWorks software as a service.

Background: The US Sailing Team (USST) has the mission to get USA back to being a significant player in the Olympic scene. US Sailing needs to play a leading role for our athletes. Creating a strong US Sailing tight knit team will help raise the bar quicker in the short term and create a model for sustained long-term gains.

Member Impacts:

These are the positive feedback:

- By proper and consistent management of the Olympic Team, coaches, trainers and other associated entities, the organization will have end to end visibility, metrics and therefore team management can force accountability. The winning of medals is the greatest value to increasing interest and participation in the sport. The solution will eventually be used to manage ODP and development fleets.
- The provider has been vetted as financially sound having numerous clients including NGO, major college and professional teams. The solution passes from a technology standpoint and meets all necessary compliance standards including PHI, HIPA and data security (none of which are solved today using spreadsheets and Google Docs).
- The team management will have a contained communication vehicle with ask and answer daily reports from athletes and coaches, send, receive and track messages. Management of the team schedule from a centralized location. The solution puts the right information to the right people, anywhere. Teamworks will foster the replacement of paper with secure mobile forms (passports, visa management, entry, medical) and the ability to share travel plans across any device.

Any perceived negative effects: None

Will this proposal bring in new members?

☒ Yes, _____? _____ Estimated Number

☐ No _____



Mission Impacts: Describe below how and why this creates value.

Positive impact (be specific):

- TeamWorks will allow a single secure management tool, that can measure and create efficiencies within the Olympic department from the staff, coaches and right down to the athlete.
- US Sailing has the control and ability to brand TeamWorks. This creates an opportunity to sell these commercial rights.
- TeamWorks will create an opportunity for US Sailing Olympic Department to deliver this software to our High-Performance customers. These initial group, include US Sailing ODP approved training sites, national class associations, as well as private training groups e.g. LISOT. This will create a lifelong connection with these athletes and bring greater value from US Sailing.

US Sailing expects this group to be an income source in 2019.

Financial Impacts: Describe below any expected financial impacts on US Sailing. Include figures.

- We have negotiated a ramp up period and monthly service payment to minimize overruns to 2018 budget. We believe that proper deployment for the Olympic team and a financial model to support the subsequent rollout to ODP and high-performance development coaches, will move this project to being more budget neutral.
- Negative effects: There is a non-budgeted hit to 2018 Olympics of \$5000 and time implication to the Olympic and minimally, IT staff, to roll this out. Subsequent years will be budgeted.

Summary:

This is a request to approve a solution package that is necessary to manage all aspects of the Olympic team with a TCV of \$107K over 3 years.

I certify that this proposal has been checked. Governing Documents affected:

- | | |
|--|---|
| <input type="checkbox"/> Bylaws | <input type="checkbox"/> Committee Terms of Reference |
| <input type="checkbox"/> Championship Conditions | <input type="checkbox"/> Ted Stephens Act |
| <input type="checkbox"/> Regulations | |

Submitted by: Mike Waters and Malcolm Page



Action Request Form

Request No. _BAR20180316 WS 2024 Olympic Sailing Competition

Date Submitted: 03-16-2018

Submitted By: ____Cory Sertl, Vice President of US Sailing____

Subject:____WS 2024 Olympic Sailing Competition Submission____

Action Requested (word this in resolution form):

Resolution to approve the summary attached: WS 2024 Olympic Sailing Competition submission of the 2024 equipment proposal the ten medal events across as many as seven disciplines in a wide variety of equipment types. Full WS Submission packet included as Attachment #3.

Member Impacts: Describe below the impacts (i.e. Will it be seen as a member benefit or not? Explain) Any perceived positive effects:

US Sailing's WS working group consisting of Cory Sertl, Gary Bodie and Dina Kowalyshyn have put some considerable time into reviewing the WS Submission Template describes the process and criteria on Attachment #1. Criteria included the following:

- Achieve gender equality at an event an athlete level
- Include either 2 or 4 mixed events
- Offer the best possible value to the International Olympic Committee (IOC) and to the Olympic Games and strengthen the position of Sailing within the Olympic Games
- Ensure that men and women of different physiques have an opportunity to compete.
- Include both universal events and events that showcase the innovation of sailing and demonstrate the diversity of the sport.

This working group has had a meeting with the OSC and as well with the Chief of Olympic Sailing Malcolm Page and they are in favor of supporting this proposal. The summary points from the proposal can be read in depth on the Bodie Discussion Paper, Attachment #2. The key points are as follows:

- Focus on one submission rather than creating several choices.
- USA supports Kites, Team Racing and Offshore in Keelboats at the Olympics.
- Focus on meeting the criteria by providing differentiation of events.
- Doesn't allow for the Finn or the 470 (even mixed) since there is already a one person and two-person event.
- Better resembles the sport and the variety of disciplines than a slate with duplicity.
- A slate that does not diversify will run the risk that the IOC cuts 2 or more events and diminishes athlete quotas.
- Strong position for the IOC to grant an 11th medal to expand Kites to M/W.

Any perceived negative effects:

The sailing community that supports the Finn and 470 will object to the absence of these classes in our submission. The response is that given the parameters set out in the process and regulations they do not fit the criteria. This action should not be seen as not supporting the current campaigns of our Finn



and 470 sailors for 2020. A communication plan by Cory and Malcolm will be put in place immediately to inform our vested supporters and athletes.

Will this proposal bring in new members?

☒ Yes, _____ Estimated Number ☐ No ☐ Unknown

Mission Impacts: Describe below how and why this creates value.

Positive impact (be specific):

New events could really create a surge of new interest in Olympic sailing across the broad spectrum of our sport. Four mixed events will promote gender equality across our sport: from dinghies to foiling catamarans to Team Racing to Offshore Keelboats.

No impact (be specific):

Financial Impacts: Describe below any expected financial impacts on US Sailing. Include figures.

Positive effects: TBD

Negative effects: TBD

Summary:

US Sailing enthusiastically supports the move to full gender equity at the 2024 Olympic Games. US Sailing supports a bold approach that differentiates the ten medal events across as many as eight disciplines in a wide variety of equipment types. This slate of events retains seven of the ten existing boats while dramatically increasing the variety of events to encompass almost every aspect of sailing. Strategically selected events could create a surge of new interest in Olympic Sailing.

I certify that this proposal has been checked. Governing Documents affected:

- | | |
|--|---|
| <input type="checkbox"/> Bylaws | <input type="checkbox"/> Committee Terms of Reference |
| <input type="checkbox"/> Championship Conditions | <input type="checkbox"/> Ted Stephens Act |
| <input type="checkbox"/> Regulations | |

Submitted by _____ Cory Sertl - corysertl@gmail.com (585) 202-6064 _____

Action Request Form



Request No. _____BAR20180323

Date Submitted: March 22, 2018

Submitted By: _____Katie

Ouellette_____

Subject:_____Sailing Leadership Forum 2020 Contract Approval_____

Action Requested (word this in resolution form):

Be resolved that the US Sailing BoD Approve the Sailing Leadership Forum 2020 contract per the attached summary

Member Impacts: Describe below the impacts (i.e. Will it be seen as a member benefit or not? Explain)

Any perceived positive effects:

The Sailing Leadership Forum is an intangible member benefit. Members receive first communications about the event and although membership is not required to attend, members obtain a great deal of knowledge by attending. SLF is a professional development opportunity for our members. I hope to look into member discounts in registration for the 2020 event. February 6-8, 2020.

Any perceived negative effects:

Will this proposal bring in new members?

☐ Yes, _____Estimated Number

☐ No

☐ Unknown

Mission Impacts: Describe below how and why this creates value.

Positive impact (be specific):

Sailing Leadership Forum offers a unique experience for all types of sailors to connect on important and relevant issues on all aspects of our sport. Leaders from sail training and education, yacht club and sailing organization management, race officials, and industry professionals will meet and learn from one-another in the surroundings of this spectacular venue

No impact (be specific):

Financial Impacts: Describe below any expected financial impacts on US Sailing. Include figures.

Positive effects

Trending toward net neutral:

The Sailing Leadership Forum ran at a loss to the organization with net revenue for the 2016 event at just over (\$58,000). The 2018 event was forecasted to breakeven. With strong sponsorship this event has the potential to be a net positive.

Summary:

I certify that this proposal has been checked. Governing Documents affected:

☐ Bylaws

☐ Committee Terms of Reference

☐ Championship Conditions

☐ Ted Stephens Act

☐ Regulations

Submitted by _____Katie Ouellette_____