

Date: May 18, 2018
To: USS Board members
From: Bruce Burton, President
Subject: May 2018 President's Report

Dear USS Board members,

Lots of activity at World Sailing and US Sailing this month as our summer sailing season begins. Cory, Jack and I have been traveling in support of our sport and each of us have been doing yeoman's work supporting our sailors and sport.

Over the Transom

US Sailing Foundation

May 1st we had our quarterly US Sailing Foundation call. As a reminder, the Directors are David Rosekrans, President, Bruce Burton, Vice President, John Lovell, Treasurer, Lee Parks, Secretary, Jack Gierhart, CEO, Tom Hubbell, Gary Jobson, David Loring, Jim Muldoon and Tim Rutter. Georgia McDonald has reinvigorated the Foundation and we now run all of our donations and funding for the Olympic program through it.

Complementing the Board of Directors, who are responsible for the governance, are the Trustees, who are responsible for fundraising. Our trustees are: Jane and Bruce Burton, Steve and Michelle Meehen, James {"Ding"} Schoonmaker and Tom & Stacey Siebel.

Two items for the US Sailing Board:

- 1) David Rosekrans will retire as President this year, creating a vacancy; therefore, we request that you provide nominations for US Sailing Foundation Board members who have foundation board experience, e.g. your friend who may sit on the local hospital, school or museum foundation board. They do not have to be active sailors; they need to be good foundation board members.
- 2) We need more trustees. Good candidates are well connected in your local or national sailing/philanthropic scene, especially in the sailing community.

Please contact Georgia McDonald, Jack Gierhart or me if you have a nomination for director or trustee. Thank you!

US Naval Academy Fales Committee

May 2nd I attended the Fales Committee meeting at the Naval Academy (Annapolis, MD). The committee serves as an advisory board to the Academy's intercollegiate sailing program. It is an honor to serve on this board with notable contributors, such as Bill Martin, Gary Jobson, Tom Harrington, Chip Loomis and numerous retired admirals who are big advocates for the program. The academy has the preeminent facility for collegiate sailing in the country, having the ability to host any regatta in any kind of boat.

I am pleased to report that they are well funded (and always looking for more funding, as is everyone), having a strong donated yacht program that allows for summer cruises for midshipmen on very fast donated boats. These donated boats are later sold to help fund the program. It is a good model, used by the other service academies. The summer cruises serve as great recruiting and advertising platforms.

The outstanding issue is the matriculation of JC Hermus at the academy. JC is US Sailing's skipper for the Youth Worlds in the i420. The plebe summer for incoming freshman conflicts with the worlds, so the Fales Committee is supporting a short leave request for JC with the superintendent of the academy. The request is

under review at this point, with positive indications to date. The OSC selection committee, led by JJ Fetter (Dave Perry is a member) has an alternative skipper if JC does not receive his leave.

US Sailing Center Lease Renewal

May 10th Jack and I attended the City of Miami Commissioner's meeting in support of the US Sailing Center lease renewal there. The vote had been postponed from March to May and we had approximately 100 supporters at the meeting. The center hired lobbyists to support the effort, which in the end passed 4 to 1, the minimum vote required. The new lease increased the rent a significant percentage, but in gross dollars a small amount of the overall budget. The new lease runs to 2028, with two four year options, aligning with the Olympic quadrennial.

Observing the renewal process and the governance of the center emphasizes the necessity for US Sailing to become more involved in our relationships with the sailing centers that carry our name. More on this later in this report. This is an important strategic item for our Board and we need to take action.

NYYC Commissioning

May 12th was the commissioning (club opening) at New York Yacht Club (Harbour Court) in Newport, RI. Jane and I attend, where I represented US Sailing. NYYC recognizes all of the regional clubs and sailing organizations during their opening ceremony. Jack Gierhart, Commodore of Beverly YC in Marion, MA attended with his wife Karen.



Office Visit to Bristol

May 14th was spent in the office in Bristol, visiting with staff. The chief focus was meeting with Georgia McDonald on the Foundation and revenue generation programs. Staff morale is high, with many staff in Newport during the week in support of the Volvo Race activities at Fort Adams.

Volvo Newport Stop

May 17th Brad Read, Sail Newport, arranged for Jane and me to sail on a Volvo 65 on the very short inshore Pro Am races. Jane and I sailed on *Scallywag* and were on opposite crews; I finished 4th of 7 and she 2nd. She received a medal and stood on the podium as I had NOTHING to show for my efforts. To add insult to injury, she was asked to steer on the second leg of the race and I was rail meat sitting on foredeck. It may be a long summer.....



Thank you to Brad Read, Skipper David Witt and Manager Tim Newton of TNRS for having Jane and me onboard!

World Cup-Miami

We submitted our proposed contract modifications to World Sailing and will be meeting with Andy Hunt (WS CEO) during the Volvo stop over. Jack Gierhart will brief you on the progress. Please remember that we may be forced to withdraw from the World Cup series because of the contractual pressures produce unsustainable financial requirements on US Sailing.

While Jack and I were in Miami we met with the Commodore of Coral Reef YC, Vice Commodore of Biscayne Bay YC and Race Chairman of Coconut Grove Sailing Club to strength our leadership relationships. The meeting went very well. This is especially important if we are unsuccessful in our negotiations with World Sailing on our contract.

Olympic Sailing Committee (OSC)

Fundraising

Detailed reporting shall be provide by Jim Campbell. In summary, we continue to make significant progress with our multiple campaigns for 2018. The volunteers are stepping up and we are creating a much broader donor base that we have ever had. Bottom line: we have verbal commitments of \$1.9M and cash received of \$816K towards our 2018 goal of \$2.5M.


Over the Bow

Our list of important subjects remains the same as last month:

1. Sailing World Cup-Miami financial evaluation and planning.
2. Chief Marketing Officer hire-Jack will lead this. Four good candidates in final stages of evaluation.
3. Support revenue generation planning and execution.
4. OSC FTF meeting May 21at USS in Bristol, RI.
5. Review of US Sailing Centers. We will inventory our relationships and report back to the Board.

Information on this effort will be supplied under separate cover.

Thank you for your continued support,

A handwritten signature in dark ink, appearing to read 'Bruce J. Burton', with a stylized, cursive script.

Bruce J. Burton,
President