



## Minutes

### October Board Meeting

📅 Mon October 21st, 2019

🕒 7:30pm - 9:30pm EDT

📍 Zoom Conference Call

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

In attendance: Board: CEO Jack Gierhart, President Cory Sertl, Treas., John Schoendorf, Sec. Martine Zurinkas, Tarasa Davis, Ron White, Bruce Burton, Dave Perry, Tony Rey, Clerc Cooper, Sally Barkow, Russ Lucas  
Absent: VP Rich Jepsen, Charlie Arms

Guests: 25 on-call including staff

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

Presidents Report: Stands as submitted can be found online at <https://www.ussailing.org/about/ourpeople/board-of-directors/presidents-report/>

#### III. **Consent Calendar**

**Decision:** Motion to approve, unanimously approved.

a. **BAR20191017 World Sailing Sailor of the Year Submission**

b. **US Sailing Board Conference Call minutes 9-23-2019**

#### IV. **CEO and Q3 Association Report**

Full Q3 report at this link: <https://www.ussailing.org/about/our-people/board-of-directors/association-reports/>

Membership continues to be a challenge, working on drilling down on membership retention. Changing our 403(b) to Vanguard who can provide a more robust and modern management platform. Siebel Launch was a great event at Treasure Island, many thanks to the staff and supporters. Fevas have proven to be a great boat and other clubs are noticing. Will be attending the World Sailing Annual Meeting representing US Sailing.

#### V. **Treasurer's Report**

Financial Report August financials – Dashboard is included in the Association report. Donna and John's reports stand as submitted. As of the end of September, continue to do well on expenses on an accrual basis. Noted public support is budgeted heavy in Q4, have met as a team to

strategize the remainder of the year for the Annual Appeal and new campaigns. Overall variances are minimal. One issue for 2020 will be sales taxes to be charged on membership in certain states based on transaction numbers or dollar amount of sales. Currently, review the implications and companies that could assist with reporting.

#### VI. **Department Report - Olympic Update**

Bruce Burton shared an update from the last two OSC calls as well as his interview with Tom Ehman. He shared the focus for OSC two in-person meetings in December and February. The former will focus on Toyko with the later being spent on how to retain athletes and prepare for Paris. He noted Sandrine has been working on an end of year push for Olympic fundraising;

Luther shared the lessons learned from Enoshima; wind conditions, hot and humid weather, typhoon effects are felt/experienced, fitness is key, wave technique and boat speed will win medals. We need to be strategically smart with training. Additionally, IR&D is being evaluated and continue to assess the budget going forward. Looking to see what technology will give us the most bang for our buck.

Meredith shared the US has qualified in 8 out of 10 classes for country qualification, still needs to qualify in 49ers and women's 470. By mid-January should be completely qualified. The bulk of the team to be named in Feb with certain classes in March and May. June will be the Enoshima World Cup Series. Additionally, she shared the team's calendar for the 2020 Olympic Games and noted there are 276 days until the Tokyo 2020 Olympics

Jack mentioned Sally Barkow has joined the team as a coach and performance manager. Leandro will be working on athlete retention and pathway for those who do not make the 2020 games. Additionally, he shared their experience at the Kilroy media day which laid a good foundation for the partnership.

#### VII. **Department Report - Adult Dept**

Betsy shared their excitement about the department's expansion to include One-design and RSA. They have received over 500 responses to a One-design survey. She noted many participate in more than 1 class and they would be interested in attending a symposium, as well as serve on a committee or working party. They will be doing an outreach survey to RSA reps and existing clubs to understand their RSA involvement and how we can better serve. Betsy highlighted a few new opportunities/potentials; SkillUp Adult App Adaptation, working with URI to translate text into Spanish and working on increasing US Powerboating. Additionally, Betsy shared the challenges for revenue opportunities and department bandwidth.

#### VIII. **Secretary Report**

We will be finalizing committee members and chairs. Vote and approval at the November meeting.

##### a. **Boardable Update**

Commented it is very easy to navigate for pre-reads. We will start using the platform 100% for the next board meeting.

##### b. **November Stakeholders Summit - Logistics Plan, Summit Announcement**

Detailed Agenda will be out next week.

##### 1. **US Sailing Foundation Board Meeting Agenda Wednesday 11-13th**

2-4:30 pm. not a requirement but available for anyone who would like to attend.

#### IX. **Old Business**

## **X. New Business**

### **a. BAR20191018 A - Background Checks for Race Officials**

Decision tabled until November meeting - task to include further PR and implementation messaging

Russ/Tarasa suggested a Hybrid approach of we pay / they pay.

### **b. BAR20191018 B - Organizational Membership Dues**

**Decision:** Motion to approve, unanimously approved.

### **c. US Sailing Foundation Strategy Update**

moved executive session

### **d. BAR20191015 - Regulation 10.3C Scoring revision**

**Decision:** Motion to approve, unanimously approved.

## **XI. Executive Session**

## **XII. Adjourn**



## Action Request Form

Request No. BAR20191017 Date Submitted: October 17, 2019

Submitted By: Martine Zurinkas, US Sailing

Subject: Nominations for World Sailing Rolex Sailor of the Year

### Action Requested

Motion to approve these nominations for World Sailing Rolex Sailor of the Year submissions to World Sailing...

#### Female

Anne-Marie Rindom (DEN) – 2019 Laser Radial World and European Champion

#### Male

Francis Joyon (FRA) – Route du Rhum winner

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

Any perceived positive effects:

High level of sailing in the past 12 months both with global reach.

Any perceived negative effects: none.

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):

No impact (be specific):

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

Positive effects

Negative effects:

### Summary:

**These candidates are at the top of their game and are worthy nominations.**

**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 Martine Zurinkas, US Sailing



## Action Request Form

**Request No.** BAR20191018B

**Date Submitted:** 10/18/2019

**Submitted By:** Lauren Cotta, Operations Director

**Subject:** Organizational Membership Dues Increase

**Action Requested:**

Proposal to increase organizational member dues amounts to be approved by the Board for 2020 renewals and new organizational members.

**Member Impacts:**

The increased price of organizational memberships will drive additional revenue. The main purpose of the funds generated is to cover the background check cost for certified race officials and candidates and our increased costs related to supporting our SafeSport efforts. Please see the Background Check Policy for Race Officials BAR for further details.

**Will this proposal bring in new members?**

No.

**Mission Impacts:**

Bring US Sailing into compliance with USOPC and US Center for SafeSport requirements which include increased SafeSport fees, the benefit of having a Compliance Manager on staff, background check fees for race officials and other SafeSport requirements. These requirements align our practices with a broader social trend in sport.

**Financial Impacts:**

The average dues increase of 13% results in approximately \$46,000 of additional revenue. This dues increase would cover the cost of \$25 per head for approximately 900 officials, totaling about \$22,500. US Sailing's annual dues to the US Center for SafeSport is also increasing by \$7k from \$28k to \$35k.

Organizational Member Categories	2019 Dues Rates	Increase	2020 Proposed Prices	2019 Member Counts	2019 Total	2020 Proposed Total
Sustaining	\$ 200	\$ 25	\$ 225	1,193	\$ 238,600	\$ 268,425
Supporting	\$ 300	\$ 50	\$ 350	305	\$ 91,500	\$ 106,750
Benefactor	\$ 500	\$ 50	\$ 550	17	\$ 8,500	\$ 9,350
Patron	\$ 1,000	\$ -	\$ 1,000	17	\$ 17,000	\$ 17,000
					\$ 355,600	\$ 401,525
					additional revenue	\$ 45,925

**Summary:**

Organizational dues were last increased in 2018 so this rate change is in line with increasing the rate members pay every two years. ~~The member dues increase proposal brings US Sailing into compliance with USOPC's policy on background checks and SafeSport funding.~~

**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 checked="" type="checkbox"/> Ted Stephens Act  |
| <input checked="" type="checkbox"/> Regulations  |   |

(We believe that some modification to Regulation 15.04 may be necessary to implement the process.)

**Submitted by:** Lauren Cotta



## Action Request Form

Request No. \_\_\_\_\_ BAR20191015 Regulation 10.3C Scoring revision

Date Submitted: 10/15/2019

Submitted By: Betsy Alison, Director of Adult Programs \_\_\_\_\_

Subject: Change to Regulation 10.3C regarding prohibited substances and scoring due to conflict with Championship Code of Conduct: Scoring.

Action Requested (word this in resolution form):

This proposal is to amend the current version of Regulation 10.3C by adding suggested text and striking text as noted below for the reasons stated below.

Due to a conflict between documents, and prioritization of the documents in Rules for Championships events (in NOR and SIs), it is important to change [Regulation 10.3C](#) with regarding to the scoring penalties assessed to be aligned with the [Championship Code of Conduct and its scoring policies](#).

Currently, there is no provision in Regulation 10.3C to permit keeping the scores of a sailor/team in violation of the Code when scores from completed races determine seeding of subsequent rounds or stages in an event (like Team or Match Racing). The current wording re: "Scoring" in the Code with respect to this very issue was amended in March 2017 to accommodate this situation in US Sailing Championships.

By removing the text in 10.3C shown by Strikethrough, and by added text highlighted, Regulation 10.3C will be consistent with the Championship Code of Conduct.

### 10.03 PROHIBITED SUBSTANCES

A. For adult US Sailing championship events, no competitor shall use or possess, either on or off the water: marijuana or any other substance if possession is illegal under state or federal law.

B. For Junior and Youth events or for junior or youth competitors in any US Sailing championship, no participant or competitor shall use or possess, either on or off the water: 1. marijuana or any other substance if possession is illegal under state or federal law; or 2. any alcoholic beverages.

C. An alleged breach of one of these regulations shall not be grounds for a protest; this changes rules 60.1(a), 60.2(a) and 60.3(a). However, when the protest committee believes that a competitor may have breached one of these regulations, it shall follow the process described in the Championships Code of Conduct. If a competitor is found to have breached one of the elements within the Code of Conduct, they shall be excluded from the remaining races of the series and, where practicable, removed from the regatta venue and sent home. ~~The competitor's boat shall be disqualified from all races of the series.~~

**When a competitor withdraws from part of an event pursuant to the Code, the scores of all completed races shall stand for the purposes of determining the seeding of subsequent rounds or stages in the event. However, that competitor's boat/team will no longer be eligible to compete in the event, shall be removed from the final event scores, and each boat/team with a worse finishing place in the event shall be moved up one place.**



D. Either Regulation 10.03 A or 10.03 B, as appropriate, and Regulation 10.03 C shall be included in the Notice of Race and the Sailing Instructions for every US Sailing championship.

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

Any perceived positive effects:

Eliminates any conflict in scoring between the Regulations and Code of Conduct at a US Sailing Championship event that uses rounds or stages to determine seeding for subsequent rounds or stages.

Any perceived negative effects: NONE

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): Clarifies and aligns current policy

No impact (be specific):

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

Positive effects: N/A

Negative effects: N/A

**Summary:**

**To provide consistent scoring policy among documents of US Sailing that are prioritized in Race Documents, it is imperative that Regulation 10.3C be amended to reflect the current wording in the Championship Code of Conduct with regard to scoring in the event of a violation of that Code.**

**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 checked="" type="checkbox"/> Regulations  |   |

Submitted by \_\_\_\_\_ Betsy Alison \_\_\_\_\_