



Minutes

January Board Meeting

📅 Mon January 25th, 2021

🕒 7:30pm - 9:30pm EST

📍 Zoom Conference Call

👤 In Attendance

Charlie Arms, Henry Brauer, Clerc Cooper, Rich Jepsen, Russ Lucas, Katie Pettibone, Briana Provancha, Tony Rey, Bill Ruh, Judge Ryan, John Schoendorf, Cory Sertl, Maggie Shea, Martine Zurinskas

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

Guest: 39 including staff.

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

President's Report stands as submitted. It can be found online, [HERE](https://www.ussailing.org/about/our-people/board-of-directors/presidents-report/) (<https://www.ussailing.org/about/our-people/board-of-directors/presidents-report/>).

Cory Sertl asked that we take a moment of silence for Bill Benson and Ding Schoomaker. She announced that we would soon be welcoming new committee members to World Sailing and the announcement should be made shortly. She shared that any news regarding Olympic doubts happening is false. The IOC are moving full steam ahead and we are 100% behind sending our athletes.

III. **Consent Calendar**

Decision: Vote #1: Motion to approve, unanimously approved

- a. **BAR20210103 - West Marine Sponsorship e-vote (approved Jan. 5, 2021)**
- b. **Minutes from the January 18th Board Executive Session**
- c. **Minutes from December 7 & 14th**

d. **BAR20210123 Rule References 2021-2024**

IV. **Association Report**

Full Association Report can be found, HERE. (<https://www.ussailing.org/about/our-people/board-of-directors/association-reports/>)

V. **CFO Report**

Heather Monoson, CFO, walked through the preliminary 2020 year-end financials. She shared we ended the year with a solid revenue of 840k. This strong performance is associated with 500k booked in pledge support. Additionally, our cash flow position is healthy with a burn-rate of 8 months cash reserve on hand. She additionally shared she would like to always have a 6-9 month reserve on hand and as we get stronger footing this would increase. Lastly, she thanked all the employees at US Sailing for their hard work to keep the organization financially stable.

a. **Treasurers Report**

John Schoendorf shared that the detailed financial statement for year-end will be sent when they are completed. Additionally, he gave kudos to Heather and her team for the new credit card expense approval system.

VI. **USST Report Jan 2021**

Meredith Brody shared highlights of the West Marine US Open Sailing Series so far including thanking the amazing set of volunteers who made it possible. The 2021 athlete agreements have been distributed to the team. Once signatures have been gathered they will publicly announce the 2021 team. Discussion occurred surrounding understanding the health and accident insurance coverage from the USOPC and US Sailing and what is provided at the various athlete tier levels.

VII. **Secretary Report**

a. **Annual Conference Call Schedule**

<https://www.ussailing.org/about/our-people/board-of-directors/board-meeting-schedule/>
(<https://www.ussailing.org/about/our-people/board-of-directors/board-meeting-schedule/%C2%A0>)

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b. **USOPC Board Span Reminder**

Martine reminded the Board to complete the USOPC Board Span survey. It is a USOPC requirement.

c. **Nomination Committee (Update)**

The Nomination Committee held its first meeting last week. The plan is to put forth the nomination slate for President to the Board in June. The Sailor Athlete Council will be required to fill 2 additional seats on the Board in November.

VIII. **Old Business**

a. **Race Management Task Force Update - Final Wrap**

Charlied Arms shared the Task Force has completed their work. She is meeting with staff to review the recommendations and discuss the next steps. She is focused currently on a Committee Chair Training call to occur next week which will review the responsibilities of the Chair position and help to facilitate better communication.

IX. **New Business**

a. **International Selection Committee Update**

Tabled until February's call.

1. **BAR20210125 Intl Selection Committee Bylaws and Regulations Update**

Will be presented via email early February. Updates to Bylaw 511, 520, 608 and Regulation 4.09k, 12.01 and 12.03

2. **Terms of Reference Update**

b. **BAR20210119 Committee Updates**

Tabled until February's call.

X. **Executive Session**

XI. **Adjourn**

Motion to Adjourn at 9:52 pm.



Action Request Form

Request No. _____BAR20210103West Marine

Date Submitted: 01/03/2021

Submitted By: Peter Glass

Subject: West Marine Sponsorship of US Open Sailing Series and US Sailing Team

Action Requested (word this in resolution form):

So it be resolved, the US Sailing management team requests approval to enter into a sponsorship contract agreement with West Marine for a one-year partnership agreement that involves supporting the US Open Sailing Series and the US Sailing Team. This partnership will provide West Marine a title sponsorship position of the US Open Sailing Series that will be activated through: communication, brand presence, logo inclusion, communications, social media and two team members as brand ambassadors. This activation for this partnership will have a positive impact on enhancing the marketing reach for the US Open Sailing Series and the US Sailing Team through partnership activities.

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

Any perceived positive effects:

This program does not provide direct member benefits.

Any perceived negative effects:

No

Will this proposal bring in new members?

Yes, _____ Estimated Number X No Unknown

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

Positive impact (be specific):

This partnership fulfills three core goals:

- Building a title sponsorship around a new asset creating sales momentum
- Elevating the prominence of the US Sailing Team through media exposure and associated partnership activation
- Financial support of the US Sailing Team and US Open Sailing Series

No impact (be specific):

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

Positive effects

This partnership will provide valuable support to launch an event series that will positively impact ODP and the US Sailing National Team. Additionally, the financial support to US Sailing will have a positive impact on USST activities.

Negative effects:

None. The baseline activation fulfillment for this partnership is being pre-paid through the financial guidance. Additional activation expenses can be billed as pass through with written approval

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: Peter Glass



Action Request Form

Request No. 20210123(assigned by Secretary)

Date Submitted: 24-Jan-2021

Submitted By: Clark Chapin (Bylaws Committee) and Dick Rose (Rules Committee)

Subject: Correct Rule References to 2021-2024 RRS

Action Requested (word this in resolution form):

The Board of Directors **approves the following change to US Sailing Regulation 12.03 B:**

- The US Sailing Prescriptions to rules 60.3, 63.1, and 63.2 shall apply to a Protected Competition, except that the words "when practicable" in (a) and (b) in the prescription to rule 63.1 are deleted. (Added test is double underscored)

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

Any perceived positive effects: None

Any perceived negative effects: No

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): n/a

No impact (be specific): Merely updates the Regulation to conform to the current Racing Rules of Sailing

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

Positive effects none

Negative effects: none

Summary: This proposal corrects an error in referencing the new 2021 Racing Rules of Sailing.

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

Bylaws Regulations
 Championship Conditions Ted Stephens Act

Submitted by Clark E. Chapin
Stephen Ouellette