

ISSA Board of Directors Conference Call
Thursday, January 10, 2019
Meeting Minutes

President Tim Hogan called the meeting to order at 8:02 pm EST. A roll call was taken. Those in attendance: Bill Campbell, Chris Crane, Aaron Feves, Lynn Frikker, Ryan Hamm, Tim Hogan, Rob Hurd, Jane Millman, Randall Nunn, Casey Schnoor, Mike Segerblom, Roy Williams, Scott Wilson, Sherri Campbell and Jerelyn Biehl.

Those not in attendance: Ted Anderson, Todd Fedyszyn, Sharon Garber, Jonathan Harley, Chip Johns, Nino Johnson, Bruce Stuart, Burke Thomas, Joann Willets, Dan Zwerg.

1. Minutes of the December 6, 2018 conference call were approved as distributed and corrected.
2. **President's Report:** Tim reported that the sub-committees have been busy: LLC, Sponsorship, website all been working on the side.
3. **Race Operations:**
 - a. Keelboat Regatta recap: December 8-9, 2018 – St Pete YC, FL. – Regatta was fantastic and competition level was higher than J70 Youth Champs held earlier. Date discussion: 8 of the 10 teams in attendance preferred the Dec date. Discussion of requirement mixed gender team unless the school is single gender. No decision.
 - b. Mallory: May 11-12, 2019 – NWISA – Sail Sand Point, Seattle, WA. Scott Wilson distributed the first draft of the NOR. Accommodation discussion & coaching meal fee discussion (will be included in team entry fee)
 - c. Baker 2019: May 25-26 - NESSA – Sail Maine, Portland, ME. – NOR being drafted.
 - d. NIT 2019 – to be held at The Foundry in Cleveland, OH.
 - e. Cressy 2020 (Nov 2-3, 2019) PCISA –Santa Barbara, CA. PRO identified, Chief Judge identified. Aaron will follow up in the next few weeks.
4. **Old Business:**
 - a. Financial Report: Operating income has been steady. Revenue is steady. Expenses are steady. Future umbrella insurance coverage proposed to be increased from \$3-5m which will increase that expense. Regatta costs, website all steady. 2019 budget shows a negative depending on where we charge these items. Proposal to increase dues from \$85 to \$100/team. The increase would likely result in a break even net operating budget for ISSA. Discussion of a rebate for smaller teams by the District. The dues increase discussion was tabled until next meeting.
 - b. LLC Process: Need District contacts & annual budget for corporate structure approval. States where bank accounts are held.
 - c. Sponsorship guidelines: Casey has engaged a graphic consultant to finalize the presentation piece for potential sponsors. Product expected by end of January for Board comment. Discussion ongoing with another consultant for sponsorship opportunities.
 - d. Rules Subcommittee: Scott Wilson – will summarize changes for the end of next quadrennial
 - e. TechScore: Scott Wilson – RFP for a new developer generated to be sent 1/11/19 to ICSA
 - f. Website redesign proposal: **Motion: approve \$12,000 to update ISSA website M/S/C**
Update: \$4k backend has already been updated. \$8k remaining for the update per the original proposal

5. **New Business:**

- a. Insurance coverage: **Motion: increase umbrella coverage from \$3-5million for and increased expense of about \$1900/year. M/S/C**
- b. Rose Bowl: 74 HS teams, 6 Chicago, 4 NW, 1 NJ.
- c. Phoebe King: trophy delivered from the UK and to remain in Annapolis

Meeting adjourned at 8:57 pm

Next meeting: February 7, 2019

ISSA MEETING SCHEDULE
2018-2019

~~Thursday, September 6, 2018: Conference Call at 8pm ET/5 pm PT~~
~~Thursday October 4, 2018: Conference Call at 8 pm ET/ 5 pm PT~~
~~Friday October 26, 2018: Annual Meeting/Board Meeting Cressy 1pm~~
~~Thursday December 6, 2018: Conference Call at 8 pm ET/ 5 pm PT~~
~~Thursday January 10, 2019: Conference Call at 8 pm ET/ 5 pm PT~~
Thursday February 7, 2019: Conference Call at 8 pm ET/ 5 pm PT
Thursday March 7, 2019: Conference Call at 8 pm ET/ 5 pm PT
Thursday April 4, 2019: Conference Call at 8 pm ET/ 5 pm PT
Thursday May 2, 2019: Conference Call at 8 pm ET/ 5 pm PT
Thursday June 6, 2019: Conference Call at 8 pm ET/ 5 pm PT

** Agenda items are due to the ISSA office (send to sherri@odmsail.com) 10-days prior to the meeting. Meeting agenda to be e-mailed to the Board by the close of business (5 pm PT) on the Friday prior to the meeting.