

ISSA Board of Directors Conference Call
Thursday, March 7, 2019
Meeting Minutes

President Tim Hogan called the meeting to order at 8:05 pm EST. A roll call was taken. Those in attendance: Bill Campbell, Chris Crane, Todd Fedyszyn, Aaron Feves, Lynn Frikker, Ryan Hamm, Tim Hogan, Rob Hurd, Casey Schnoor, Mike Segerblom, Burke Thomas, Roy Williams, and Sherri Campbell.

Those not in attendance: Ted Anderson, Sharon Garber, Jonathan Harley, Jane Millman, Randall Nunn, Nino Johnson, Bruce Stuart, Joann Willets, Scott Wilson, Dan Zwerg.

Chip Johns tendered his resignation to the ISSA Board effective 3/7/2019.

1. Minutes of the February 7, 2019 conference call were approved as distributed.

2. **President's Report:** Tim relayed a recent phone call with past ISSA President Larry White. He also reported that the ISSA insurance coverage has been upgraded to \$5 million of liability coverage and that the new PCISA LLC has been named as additional insured. This will be the process for all other district entities as those new formats finalize. The sponsorship committee has been working and will report later in the meeting. He then opened the discussion on the possible dues increase that had been tabled on the last call. Treasurer Schnoor summarized that the increase of \$15 per team for annual dues, going from \$85 to \$100 will result in the net operations of ISSA to be break even. In the current state, ISSA has an operating shortfall annually. The new sponsorship efforts, if fruitful, could then be used for new projects or enhanced benefits to teams and/or districts.
MOTION: Increase the annual team dues by \$15 to \$100 per team effective for the 2019-2020 school year. M/S/Approved.
Rob Hurd asked for details on the history of team dues increases. *Office research shows that dues were \$75/team until 2009 and were last increased to \$85 with the start of the 2009-2010 school year.*
Treasurer Schnoor urged all districts to submit their collected team dues for this school year and their district 12/31/2018 financial summary to the office as soon as possible. This information is key to the progress of the sponsorship/marketing as well as the district sub-entity process.

3. **Race Operations:**
 - a. Mallory: May 11-12, 2019 – NWISA – Sail Sand Point, Seattle, WA. Burke Thomas reported. NOR has been posted. All on track.
 - b. Baker 2019: May 25-26 - NESSA – Sail Maine, Portland, ME. Chris Crane has NOR draft nearly finalized and ready to distribute. The organizers have been holding monthly calls. Tim asked Chris to communicate with Don Becker about the staffing of the team race umpire group.
 - c. Cressy 2020 (Nov 2-3, 2019) PCISA – Santa Barbara, CA. Calif. Mike Segerblom reported that there is a meeting of this group this Saturday.
 - d. NIT in Cleveland at The Foundry. Lynn Frikker noted that a draft NOR has been sent to MASSA and NESSA for review. They are working to get a fleet of 18-24 boats ready.

4. **Old Business:**
 - a. Dues Increase: addressed in the president's report, approved.
 - b. District LLC/Incorporation Process: Mike Segerblom has draft by-laws ready. He reiterated the need for all districts to forward their financial information to the office.
 - c. Sponsorship: Casey reported that Liz Smith has been contracted with a commission basis compensation on what she brings in, leaving minimal financial downside to ISSA. She is in the process of contacting potential sponsors using the presentation piece developed in Dec/Jan.

- d. TechScore: Scott Wilson unable to be on the call. Mike Segerblom reported that he is aware of a company that may be able to meet the requirements and is interested. He has made the connection between them and Scott for further discussion.

5. District Reports:

- a. SAISA – Ryan Hamm: 91 teams with the spring season going well.
- b. NESSA – Rob Hurd: not sailing yet but will hold their Mallory qualifier earlier than usual to avoid the Easter holiday weekend.
- c. MISSA – Lynn Frikker: district has some new team activity in the eastern area of their district. Hopeful that the weather will not inhibit the start of their spring season.
- d. NWISA – no report
- e. PCISA – Mike Segerblom: had to can two events recently due to storms
- f. MASSA – no report
- g. SEISA – no report

- 6. **New Business:** Casey Schnoor asked that a social media strategy and development discussion be added to the agenda for the next call.

Meeting adjourned at 8:36 pm

Next meeting: April 4, 2019

ISSA MEETING SCHEDULE
2018-2019

~~Thursday, September 6, 2018: Conference Call at 8 pm 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.