

3-19-2005

ISSA Spring Meeting
Saturday, March 05, 2005
Seamen's Church Institute, Newport, RI

The meeting was called to order by Larry White at 0900. Those in attendance: Larry White (President), Rob Hurd (NESSA Sec/Treas), Jim Terkelsen (NESSA), JP Fasano (at Large), Toby Baker (Past President), Carl Zimba(Mass Bay League), John Vandemoer (Secretary), Tim Hogan (Exec. VP), Ray Teborek (Vice President), Bill Campbell (at Large), Tom Monkus (SAISA), Bill Schneider (MASSA), Don Shea (MWISA), George Linzee (at Large), Roger Rawlings, Jerelyn Biehl(ODM), Jeff Spranger, and Wally Gleekman (Clerk) .

At 0900 Larry White called the meeting to order in the Henry H. Anderson Library.

Notes: Photos and MOU (agreement) for the ISSA display at USNA – Robert Crown Center were passed around. Great Oaks will remain at Southern Yacht Club. There is room in the case to move the Great Oaks trophy to the USNA if ISSA decides to permanently store it there. March 19 is the reopening of the college sailing display. April 23 is the opening of the ISSA display, during a MASSA regatta.

1. Minutes from Spring meeting were approved as amended, adding Chris Clement to the Directors by election at the AGM..

2. Reports

President's Report: The text report was distributed. In additional discussion: Fundraising – Larry sent letters last year and raised approximately \$12,000. Tim and Ray would like to spend time with the Board to discuss fundraising. Long Range planning was briefly discussed. Manage growth – growth is stifled a bit, expansion and presenting more opportunity to young people needs to be explored. Membership as of Jan 2005= 352 schools (332 in Jan 2004). Retention lists were handed out for each District to follow-up. The role of ISSA is to help Districts grow and the exchange of ideas and support from both the ISSA office and each District is important. Developing quality in the program is important – primarily through coaching. Coaching seminars and NSPS are important vehicles. Youth and High School modules will be offered at next NSPS. A discussion of requirement for coaching seminar attendance through Districts was held. Schools should be approached to help insist on coaches attending a seminar, but this should be a district decision. Controlling retention & expanding recapture rate is each District's responsibility. Encouragement of team development rather than individual stars will help continuity of teams for the long term. Encouraging schools to become involved and to take ownership are important keys. Retaining our independence and protecting the sailors are important issues.

Larry then asked us to revisit his seven areas of concern, his goals.

1. The need to formalize goals and have a clear focus. Tim Hogan's answer was that ISSA's goals for the future were to grow the sport and run its regattas.
2. Expanding our ability to manage growth. While we enjoyed great spurts, growth has become harder and has not been managed well in all districts. There must be growth in activity to expand interest. Larry asked the Board, "How can we get better at this?" The Mass Bay League has handled this well by expanding sites it can sail. Tim clarified that ISSA supports the districts and the districts manage growth. Tom Monkus added that the districts need to help each other to manage ideas and growth. JP mentioned that the USODA growth has leveled out and that might effect the growth of ISSA.
3. Developing Quality in the program: There is an emphasis on improving the coaching because it is the direct contact with our sailors. So Larry suggests we breathe more life into the coaching seminars, that districts schedule more of them. (Reminder – the ISSA policy is to provide the instructor at no cost – ISSA pays travel, the host provides housing and a place for the seminar – participants receive necessary materials and manuals at no cost.). John reported that the NSPS coaching seminar is going well.
4. Retention. This should be mainly a district issue, but is of serious concern – how can we help teams remain active?.
5. Retaining our independence: Larry wants to make sure that future sponsorship does not take away the identity of ISSA. We have "partners" not sponsors. Our partners are constant and non-invasive, an excellent arrangement.. nb:ISSA's trademark application is nearing approval and will open the opportunity for licensing ISSA products. Don Shea and Andrew Cole have the lead on this.

Treasurer's Report: A written report was circulated. The IRS 990 tax report is ready to be filed. Proceeds from a donated boat sale of approximately \$50,000 will be deposited in an endowment fund when received. Discussion held on restricted vs. unrestricted funds and their use.

District Reports:

NESSA: Jim Terkelsen. Annual meeting in Nov. Doug Heil is new VP. Roger Rawlings honored for his 8 years of service & commitment to NESSA. 2006 Baker selection venues: Martha's Vineyard HS chosen. Conglomerate teams were part of discussion in possibility of growth in NESSA.

MASSA: Bill Schneider. Annual meeting produced formal By-laws and leagues within the District. The 4 official Leagues qualify teams to attend major regattas in the spring.

SAISA: Tom Monkus. Good growth with 60 teams. Florida teams have been affected by the hurricanes, and participation and schedules are affected, particularly in the Naples area. USSC Martin County will host the 2005 Baker. The Caribbean is forming a small league. The northern areas are commenting that large attendance at regattas is making it difficult to provide enough boats. Colleges are turning over their used fleets and that is a good opportunity for districts to purchase good used fleets.

Adam Werblow is the Vanguard contact or watch the ISSA website. Nb: Vanguard offers a fleet discount to districts which collect individual orders from their teams .

MWISA: Don Shea. A large transition is happening in the District. 235 sailors registered with a strong sophomore class. The next few years should show consistent growth. Most teams have an average of 8 sailors. Our season begins in April. Schedule currently has 2 national qualifiers. The coaches are more interested in traveling. Retention & recruitment was a large issue at the recent meeting and coaches & directors have been asked to assist in recruitment. The 2006 Mallory will be hosted at Grosse Pointe Yacht Club.

SEISA: Joanne Kolius will be stepping down as Director. 25 schools are registered for 2005.

NWISA: Scott Boye and John DeMeyer could not attend but the Mallory is on schedule. Vanguard 15's will be set for the light crews. 9 schools are registered with 1 pending.

PCISA: Tim Hogan. Membership in PCISA is currently at 82 schools. There are separate leagues of Hawaii, NorCal and SoCal. 57 teams attended the most recent Cardinal regatta. The gold and silver teams are working and 60 suits of sails are provided to even out the competition. SoCal and NorCal series are working for the JV teams. Over 50 sailors participated in the NorCal. There is generally large participation, especially at the Rose Bowl regatta. The 2006 Cressy in the Fall of 2005 will be held in Hawaii over Thanksgiving weekend. With ICSA and ISSA Singlehandeds held in Hawaii, transportation of the boats is an issue. A joint agreement with U. of Hawaii, ICSA and ISSA will be a great advantage for Hawaii. The 2006 Cressy NOR will be posted as soon as possible around June 1.

Allocations & eligibility – explanation on the back of the handout. There was no discussion.

Visibility programs – flyers and information are sent to each District Rep. for distribution. National Association of High School Athletic Directors holds an annual meeting in January. ISSA should send a representative and Don Shea will investigate. NSPS was a success this year. An attendance list was requested so we can continue to mail the ISSA newsletter to all NSPS attendees for a year.

Trademark & Licensing. Andrew Cole is very close to finalizing. Good for visibility and revenue stream. Don Shea will distribute a document on high school equipment use to the Board for approval, similar to that used by National Federation of State High School Associations(NFHS). It will not recommend any alliance with or dependence on the NFHS. Rather it will suggest that there may be a revenue opportunity for ISSA in licensing its marks to manufacturers of sailing equipment used by HS sailors. Concerns were expressed : 1) how does it fit with ISSA and our work with our partners (no liability), 2) long term fit 3) benefit relationship with our partners- we don't want to infringe., and 4) quality control and safety. ISSA would not assume any liability based on the use of these marks.

Training Publications & Videos: update on video needed. Bill Campbell discussed update on publications. New ESPN-U channel on college sports. Gary Jobson working on sailing portion. ISSA may want our events covered. ½ of the costs are paid by Rolex and ICSA is working on additional sponsors.

Appendix Q – divided opinion on use (experimental on-the-water umpire.) Larry asked if there is an interest: 5 in favor, 3 opposed. ISSA will encourage Districts to experiment with Appendix Q and should follow-up with the evaluation that can be downloaded off the ISAF website and forwarded to Bill Campbell. Umpires are only called upon if the competitor asks; judge is only an observer. Conduct at regattas is a different issue. Motion presented & passed not to use Appendix Q at the National Championship levels, but encouraged to experiment at other regattas.

Appendix P (old N) – (rule 42) Most class organizations have changed Appendix P. The new ISAF tacking rule is in effect. John Vandemoer moved to adopt Appendix P as changed by college sailing for 2005 Mallory if the judges at the Mallory are comfortable in using and enforcing the Appendix P. Motion seconded by Bill Campbell. Motion passed.

Appendix D, - There has been some unrest over umpiring at the Baker. RRS AppD 2.3b (changed observer system) Limited Umpiring – motion to use limited umpiring for Baker 2005. Currently the Baker is fully umpired. New system: if umpire sees a foul he displays red or green flags; if incident is not seen and a call is requested, a yellow flag. Motion carried and NOR for Baker to be amended.

A suggestion was made of an ISSA statement to be posted on each District website and ISSA website regarding consistency and coaching, ethics and sportsmanship. A list of sailor-friendly judges should be kept in the ISSA office for reference and to be updated, nb: we've been working with the same set of judges for several years but need to expand that base.

3. Championships & regattas

Opening of ISSA Exhibit. Only available school sailing event is MASSA Districts on April 23. Invitations will be sent to Board members to attend the opening. Bill Schneider and Andrew Cole will work with USNA reps to organize details.

2005 Mallory: Boats available, NOR posted, Dick Rose working on SIs, Pat Healy and Dick working on judging core. All boats will be set on the same rigging numbers, for light crews.

2005 CT Champs at CGA – ISSA Open (same weekend as Baker) REVISION – CGA asks for weekend 21-22 May, which has been agreed.

2005 Baker at USSC Martin County, Stuart, FL – Boats available, colored bow numbers and streamers to be used. Core group of umpires set. Motion to use a revised format proposal presented by John Vandemoer for 2005 Baker. Motion passed. Asked each District Director to disseminate information to teams.

BSDRA: Invitations received for 2 teams. USSF funds of \$4,000 available to assist with team travel. Regatta is over July 4th at West Kirby.

USSF Funding of \$4,000 to be split equally between the 2 teams that will attend the BSDRA.

2005 ISSA Fall Open at CGA – scheduled for mid October(set with CGA as 15-16 Oct)

2005 Great Oaks in New Orleans 2nd weekend in November. Up to 40 teams can be accepted. New eligibility is working well, interest is high.

2006 Cressy in Hawaii – previously discussed.

Lunch break

Jim Terkelsen submitted his resignation due to a job change and nominated Rob Hurd to assume NESSA's Director position on the ISSA Board. Nomination accepted and Rob elected to the Board, to serve out Jim's term.

4. Transition – Tim Hogan

There are four main areas that ISSA oversees: Administration, Race Operations, Partner Relationships, Districts. 5th area added is Special Projects.

- Racing Operations: Tim recommends individuals in charge of overseeing individual regattas, which we have tried in the past. Racing Operations are currently overseen by John Vandemoer and Bill Campbell, and we have been preparing for the possibility of assigning individuals to oversee each major regatta.
- Partnership/Fundraising Operations: Ray Teborek & Tim Hogan working on a plan to make it a priority.
- District Directors/Relations – working well.
- Admin/Operations overseen by President & Treasurer; Special Projects are individually assigned.

Discussion of Nominating Committee(NC) and proposed transition plan and the perceived effects. It should be up to the Districts to propose members to serve at the national level, not the local level. When a District proposes a member, they include a resume so the NC can evaluate potential.

JP Fasano suggested that ISSA post a request for proposal on the website to do due diligence. Board decided not to post an RFP.

ISSA Officers Duties – proposed:

- President – leader of the mission to get youth sailors on the water(Participation) and in charge of District Relations
- Secretary/Treasurer would oversee the Administration/operations under the proposed organization chart.
- Exec. VP – assistant to President and heir apparent to Presidency
- VP – special projects
- VP – racing operations
- VP – partner relations/fundraising
- District Directors – in charge their districts
- At Large Members oversee individual regattas and other projects.

Action Item: Analyze full budget for 2005 under new arrangement of having paid staff

Short term - Tim and Ray state that sufficient funds of \$20,000 are available to cover next 12 months. \$10k anonymous, \$5k anonymous, \$5k anonymous. \$20k for succeeding year pledged.

Discussion of 3 ways to make the transition:

A: follow the transition plan and hire ODM for long term, which does not de-emphasize volunteer effort and keeps the volunteers in control,

B: hire ODM for limited service and increase volunteer effort,

C: move to increase volunteer effort.

John Vandemoer proposed a motion to accept Tim's plan to hire One-Design Management for 1 year contract and look to raise funds for continuous funds for future years. Motion seconded. Motion carried.

Larry and ODM will set transition plan, John V will ship inventory merchandise to ODM. First orders of business - to produce the Spring newsletter and to start handling merchandise orders. Other progress on a case by case basis. A contract must be negotiated and signed for this action to take full effect.

Nominating Committee needs to move forward to fill the proposed transition organization chart

Funding – 3 approaches:

1) Large Grants and Foundations to build endowment:

2) Annual Fund:

3) Annual memberships, adult and student, with contributions

--Board needs to set annual goal to raise funds. 1 Board member is in charge of tracking fundraising and is in charge of large grants and foundations, including preparing a packet.

--Individual Board members fundraise to supplement fund. m/s/c

--Goal to raise \$20,000 for 2005, \$20k for 2006 and commitment to raise \$50k per year thereafter. A short statement should be posted in the next newsletter. Tim, Ray, George and Carl to assist.

--Identify a few individuals from each District as key donors to be approached.

--Board commits to 100% contribution. m/s/c

Motion to empower Pres. to appoint ISSA members to the appeals committee when US Sailing requests nominations. m/s/c

Nominating Committee requests nominations by June for the summer newsletter & Sept. meeting.

June meeting will review the year and focus on transition. Meeting scheduled for June 10-11 in Chicago with Don Shea in charge.

Meeting adjourned at 1611.

Respectfully submitted
John Vandemoer, Secretary

With thanks to Jerelyn Biehl for her assistance

