

**Annual General Meeting**  
**November 9, 2012**  
**US Sailing Center, Long Beach, CA**

President Tim Hogan called the meeting to order at 2:00pm. Those in attendance were: Bill Campbell, Malinda Crain, Sharon Garber, Forrest Gay, Steve Grove, Rob Hurd, Tom Monkus, Randall Nunn, Mike Segerblom, Don Shea, Burke Thomas, John Wright & Sherri Campbell.

**President's Report:** Tim Hogan reported that we have accomplished a lot in the last year with the production of a new website and a new team registration database. He also referred to the first edition of the "ISSA Annual Report" which is a tool that can be used a promotional piece. All of these things help ISSA to present a professional appearance to the public and will help to make our organization stronger. We continue to grow and had the most active school teams ever in the last academic year.

**Awards:** Tim Hogan then announced that he was presenting two President's Awards for 2012. Bill Schneider retired after many years on the ISSA Board and as district director for MASSA. JP Fasano also retired after a long tenure on the board and his service for many years with the website. The Jeff Spranger Award in recognition of extraordinary dedication and selflessness was awarded to Mike Segerblom to recognize the effort he made over the last year related to the successful implementation of the new website and team database.

**Treasurer's Report:** Sherri Campbell presented the report on behalf of Treasurer, Chuck Sinks:

As of September 30, 2012, ISSA continues to be in a sound financial position.

Total Equity for the organization was \$213,875. Cash and equivalents were \$196,328. The US Olympic Foundation investment fund continues to grow with the balance as of August 31, 2012 (latest figure available) at \$146,352 up from \$135,404 at the beginning of the year.

Several major projects during 2012 have used some of the available cash. The organization website has been completely redone and has been paid for in full in the amount of \$9,400. As agreed to by the ISSA Board, that product will be amortized over a three year period. The second project was the complete redo of the team registration and database system. This too has been completed and paid for in full in the amount of \$8,000 and will also be amortized over three years. (Note that in October a donation of \$4,000 was received to aid with the expense of the database production.) The production of websites for all of the regional districts is now underway with a deposit already paid in the amount of \$5,250. This product will also be amortized over 3 years.

Another change with financial impact was the transition from a printed newsletter to an online annual report. No advertising revenue was generated from the annual report and of course no printing or mailing costs were incurred.

**Balance Sheet as of September 30, 2012**

	<u>Sep 30, 12</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
*** US Olympic Fund - US Sailing	146,873.00
Savings - Union Bank	49,352.24
Checking - Union Bank	<u>103.14</u>
<b>Total Checking/Savings</b>	196,328.38
<b>Accounts Receivable</b>	
Accounts Receivable	<u>315.00</u>
<b>Total Accounts Receivable</b>	315.00
<b>Other Current Assets</b>	
Database & Website Production	<u>15,100.00</u>
<b>Total Other Current Assets</b>	<u>15,100.00</u>
<b>Total Current Assets</b>	211,743.38
<b>Other Assets</b>	
Regatta Medals	<u>2,132.37</u>
<b>Total Other Assets</b>	<u>2,132.37</u>
<b>TOTAL ASSETS</b>	<u><b>213,875.75</b></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
District Fundraising	<u>650.00</u>
<b>Total Other Current Liabilities</b>	<u>650.00</u>
<b>Total Current Liabilities</b>	<u>650.00</u>
<b>Total Liabilities</b>	650.00
<b>Equity</b>	
Opening Bal Equity	30,967.05
Retained Earnings	184,360.87
Net Income	<u>-2,102.17</u>
<b>Total Equity</b>	<u>213,225.75</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>213,875.75</b></u>

\*\*\* Balance as of August 31, 2012

## Income Statement as of September 30, 2012:

	Actual Jan - Sep 12	Budget Jan - Dec 12	Actual Jan - Dec 11
<b>REVENUE:</b>			
<b>Operating Revenue</b>			
Ad Revenue (2 newsletters)	0	1,000	1,800
Member Dues	13,005	37,000	38,725
Promotional Item Sales	735	150	80
Publication Sales	40	150	275
<b>Total Operating Revenue</b>	<b>13,780</b>	<b>38,300</b>	<b>40,880</b>
<b>Non Operating Revenue</b>			
<b>Contributions</b>			
Contributions - Other	0		1,150
<b>Total Contributions</b>	<b>0</b>	<b>0</b>	<b>1,150</b>
<b>Grants</b>			
Annapolis Performance Sailing	0	2,000	2,000
Gill North America	0	2,000	2,000
Sail1Design	0	0	0
LaserPerformance	6,000	0	0
US Sailing Foundation (for British Team Race)	0	4,000	0
<b>Total Grants</b>	<b>6,000</b>	<b>8,000</b>	<b>4,000</b>
Investment Income & Gain	11,512	0	2,406
<b>Total Non Operating Revenue</b>	<b>17,512</b>	<b>8,000</b>	<b>7,556</b>
<b>TOTAL REVENUE</b>	<b>31,292</b>	<b>46,300</b>	<b>48,436</b>
<b>EXPENSE:</b>			
<b>Operating Expense:</b>			
Accounting	404	600	579
Bank fees		50	
Computer & Online Directory		0	500
Corporation Filing	43	25	
District Development - \$5,250 over 3 years	1,750	500	
Dues & Membership	125	125	125
ISSA Meeting Costs & Conference calls	672	2,000	1,418
Insurance	4,936	4,750	4,716
Merchandise Costs	734	0	28
Online Directory Production - \$8,000 over 3 years	2,667	2,000	**
Postage	208	1,500	1,193
Publication Costs (annual report & portion of PRs)	927	5,000	4,504
Regatta Costs	1,915	3,000	2,686

Services - One Design Management	15,000	20,000	20,000
Supplies		150	37
US Sailing & Other Meeting Costs		0	
Website Production - \$9,400 over 3 years	3,133		
Website Maintenance	880	1,500	239
<b>Total Operating Expense</b>	<b>33,394</b>	<b>41,200</b>	<b>36,025</b>
<b>Non-Operating Expense</b>			
British Team Race Grant	0	4,000	0
Investment Loss - unrealized	0	0	7,099
<b>Total Non Operating Expense</b>	<b>0</b>	<b>4,000</b>	<b>7,099</b>
<b>TOTAL EXPENSE</b>	<b>33,394</b>	<b>45,200</b>	<b>43,124</b>
<b>NET INCOME</b>	<b>-2,102</b>	<b>1,100</b>	<b>5,312</b>

The report approved as presented.

**Report of the Nominating Committee:** Bill Campbell presented the slate of nominees as follows:

**ISSA**  
**DIRECTORS**

<u>District</u>	<u>Director</u>	<u>Second</u>
MASSA	Randy Stokes	Randall Nunn
MISSA	TBD at MISSA meeting 11/10/12**	Sharon Garber
NESSA	Andrew Nugnes	Alexa Schuler
NWISA	Burke Thomas	Scott Wilson
PCISA	Mike Segerblom	Forrest Gay
SAISA	Tom Monkus	Wayne Cutler
SEISA	Becca Scoville	Chris Clement

At Large Directors

Bill Campbell  
Andrew Cole  
Malinda Crain  
Tim Hogan  
Rob Hurd  
George Linzee

Don Shea  
John Wright

\*\* At the MISSA meeting, Frank Ustach was elected as MISSA district director

A motion was made to add Chuck Sinks to the slate and then to accept the slate. The slate was approved as amended.

Tim Hogan thanked those retiring from the ISSA Board for their service: Matt DuBois, JP Fasano, Steve Gay, Steve Grove, and Sarah Helming.

No other business was presented.

The meeting of the members was adjourned at 2:18pm.

### **Meeting of the Board of Directors November 9, 2012**

The meeting of the Board of Directors was convened at 2:19pm.

Those in attendance were:

Bill Campbell, Malinda Crain, Sharon Garber, Forrest Gay, Steve Grove, Tim Hogan, Rob Hurd, Tom Monkus, Randall Nunn, Mike Segerblom, Don Shea, Burke Thomas, John Wright & Sherri Campbell.

The following officers were nominated and approved:

President – Tim Hogan  
Vice President & Clerk – Rob Hurd  
Treasurer – Chuck Sinks  
Secretary – Malinda Crain  
Assistant Secretary – Andrew Cole

#### **Future Dates of Championships:**

- **Mallory**
  - 2013, May 11-12: MISSA – Chicago YC-Belmont with 40 boats
  - 2014, May 10-11: PCISA
  - 2015, May 9-10: MASSA

It was discussed that bids for future events should be presented to the ISSA Board far enough in advance for the venue and dates can be announced one year out. The adopted time line included a preliminary bid in February with a March follow up and then an April finalization and a May announcement.

- **Baker** – it should be noted that 24 boats are needed in “like” groups of 6 to properly run this regatta
  - 2013, May 25-26: SAISA – Davis Island Yacht Club
  - 2014, May 24-25: SEISA – likely at Lakewood Yacht Club in TX

- 2015, May 23-24: MISSA
- **Great Oaks** – typically the weekend before Thanksgiving, Malinda will confirm with Chris Clement on the date for 2013.
- **Cressy** – currently scheduled for November 2-3, 2013 at Sail Newport, Newport, RI however ISSA is still in negotiation with LaserPerformance for the use of the supplied boat fleet. If that agreement is not made, the US Naval Academy has offered to host the regatta. It is possible that if it is at Navy, an alternate date will be necessary. Future venues and dates are unknown at this time. Alternative options may need to be considered such as venues with a fleet of 18 where the Lasers could run one weekend and the Radial on a subsequent weekend.

### **Current Business:**

- **Sponsorship**
  - APS & Gill have both signed on for the school year at \$3,000 each.
  - LaserPerformance – current contract expires 12/31/2012. Negotiations ongoing for the future as the new contract they offered contained restrictions that are not in keeping with ISSA philosophies.
  - Others
    - West Marine – Tim has been in contact with Chuck Holly and is working on an arrangement with a cash component as well as a voucher arrangement with Port Supply accounts for ISSA teams.
    - US National Guard – an advertising agency contacted both ISSA and ICSA regarding potential sponsorship. Communication is ongoing at this time.
    - Sailing World – contacted the office about the possibility of becoming a title sponsor for a national championship. This is not a direction that this body has interest in at this time. Sherri was asked to communicate further with them regarding the possibility of some other type of arrangement.
  - Event Title Sponsorship – as mentioned above, this is not something that ISSA wants to do at this time
  - Team Sponsorship – some teams are now getting sponsorship to help defray expenses and are displaying advertising type logos, etc. After some discussion, it was concluded that during practice session, there are no restrictions on this however for competition all boats and sails must comply with the ISAF regulation 20 restrictions. It was decided to include a reference to this in the update to the ISSA Procedural Rules.
- **District Websites** – a web seminar was held this morning with at least one representative from each district present. The PCISA website is nearly complete and the building of the others will be processed over the next month.
- **Scoring Program** – it was confirmed that the new Procedural Rules will include the changes necessary for ISSA to match the ICSA scoring so that we could use an independent version of their program when available
- **Perpetual Trophy Updating** – all ISSA perpetual trophies are currently on display at the US Naval Academy in the Hall of Fame at the Robert Crown Sailing Center. They have not been updated for quite some time as they are not

easily accessible due to the way the trophy case was built. Also, there isn't room remaining on the Mallory trophy for additional names. Randall Nunn offered to head the project to get the trophies updated.

- **History Archives** – at Mystic Seaport but unknown as to the status or accessibility. Rob Hurd offered to follow up on this with Mystic and/or Toby Baker.
- **ISSA Board Conference Call Schedule** – other possible times and days were discussed and it was agreed to stay with the schedule as previously agreed to with calls at 8pm EST/EDT on:
  - December 6
  - January 3
  - February 7
  - March 7
  - April 4
  - May 2
  - June 6

It was also later agreed to that there is not a need to use a toll fee set up for our conference calls and that future calls will be set up using a regular long distance number.

- **Bullivant Sportsmanship Award** – has not been awarded in a few years. Burke Thomas agreed to head the search for worthy recipients.
- **US Sailing** – there has been a reorganization with a liaison now to ISSA
- **2013-2016 Procedural Rules Update** – Bill Campbell will work on this with Danielle Richards in the office. They will have a draft available for the December 6 ISSA Board conference call. It was agreed to have this printed with enough copies to send one each year to each team as they register.
- **District Reports** – deferred, see later minutes

### **New Business**

- **Women's Championship** – John Wright asked if ISSA had considered holding a Women's National Championship. It was noted that many districts hold a district or invitational regatta in this format and that there are no plans for a national championship at this time.
- **BSDRA (British Schools Dinghy Racing Association) Team Race Invitation** – any interested teams should contact the office for details. District directors should also look at teams that might be considered. US Sailing Foundation will help with a \$2,000 travel grant. The regatta usually takes place in early July.
- **Conglomerate Team proposal** – a proposal by Brad Reed was briefly discussed. The proposal has already been disallowed by NESSA so no further action was taken.
- **Team Dues** – Don Shea asked if we should consider raising team dues. It was agreed that this is not necessary at this time.

A break was taken at 5:10 pm and the meeting reconvened at 6:00pm at Long Beach Yacht Club.

- **District Reports**

- NESSA – per Rob Hurd, they had their AGM last week and named Alexa Schuler as their second ISSA Board representative
- SAISA – Tom Monkus reported the strength of the various regional areas with a final 16 in district qualifiers
- PCISA – Mike Segerblom outlined the three different areas (NorCal, SoCal and Hawaii) with regional schedules and participation in district wide regattas.
- MISSA – Sharon Garber discussed the growth in their district noting the increase in teams in areas that weren't that strong in the past. The district seems to be moving toward a more coach driven leadership. A district meeting to vote in new leadership will be held on November 10<sup>th</sup> with a new district director to be named.
- MASSA – Randall Nunn detailed the five leagues within MASSA that are defined by geographic region. All teams race within their leagues and then qualify for the district championships. He reported that the new team registration system is working very well for MASSA with the component they added of a PayPal account for online payment. They added \$5 per team to their dues to cover the processing fees.
- SEISA – Malinda Crain reported that their current count of 24 active teams with 1 in Arkansas is a record for them. They still face issues of limited access to boats and could use some help with a coaching clinic.
- NWISA – Burke Thomas indicated that most of their coaches are volunteers who also perform the administrative duties for the district. They hold a coaching clinic every January and are fortunate to have sponsorship from the Seattle Sailing Foundation.
- **2013 AGM** – agreed to be held on the Friday before the Cressy, exact date and location to be determined.

Meeting was adjourned at 8:20pm.

Respectfully submitted,  
Sherri Campbell  
ISSA Office



