

**USTSA BOD Conference Call Minutes  
October 2, 2011**

**Present: Russ Hobbs - President, Ken Gay-Vice President, , Tory Hauser – Events Director,  
Chad Bowdre, Roy McKinstry, Linda Hobbs**

**Absent: Eric Lamb, Josh Lanzetta**

- 1) Minutes of 8/21/11 Meeting – approved
- 2) Next Meeting was tentatively scheduled for 10/30/11. Josh is working most Sunday and Monday nights, so we will consider rescheduling.
- 3) FIS Update
  - a. Jim is in Europe for FIS meetings and will report to group when he returns.
  - b. FIS Telemark WC tentative schedule
    - i. Jan. 20,21 AUS, Rauris (GBR),
    - ii. Jan. 22,23 SLO, Bohling
    - iii. Feb, 2-4 NOR
    - iv. Feb. 12 - 18 USA, Steamboat (5 days of racing)
    - v. March 12,13,14,15 FRA, Auron
    - vi. March 17,18, 19 SPA, Espot (including Junior World Championships)
  - c. Steamboat Event
    - i. Chad will work to put event on FIS Calendar
    - ii. Agreed Lodging could be at Rabbit Ears Pass end of town, does not need to be walking distance to Howelsen Hill. Issue is cost and appropriate space for breakfast.
    - iii. Suggestion to look at Condo lodging with bag of groceries for breakfast as done in Hafjel last year.
    - iv. Dinner at the college worked well
- 4) Nationals Update – Gunstock - March 9, 10, 11, training on 3/8
  - a. Josh was not on the call, so no update, other than an email from him several weeks ago that said the dates were firm and he was working on budget.
  - b. BOD agreed to eliminate slalom and hold 2 classics in 1 day
  - c. Sponsors requested to have booths. Global Rescue is interested
  - d. Russ will follow up with Josh
- 5) Financial Report – 6/1/2010-5/31/2011 - Ken
  - a. Increased our cash position to \$21,210 in the bank plus \$1,100 in education fund
  - b. Ken will prepare a budget for this next season 6/1/11-5/31/12. Anyone with input of any unique income/expense should pass it on to Ken, otherwise he will model after past year.
  - c. Agreement to budget \$2,000-\$2,500 in budget to do outreach to Utah race, Vail, Aspen and maybe Telluride. Sending a van of racers to each. Tory and Chad to head up this effort.

6) Insurance – Linda

- a. Quotes from Wells Fargo (current provider) and Sports Insurance through Kerry Lynch in Steamboat were identical in price. Sports Insurance provides a \$50K medical component for racers injured during sanctioned event. Wells Fargo provides \$1M coverage with no aggregate (no limit in number of \$1M claims paid).
- b. Board agreed to stay with Wells Fargo due to better protection for the association.

7) Events

- a. Fall/Winter Training camps and weekends – Join SSWSC for training
- b. World Cup at Steamboat –February 12-18, 2012
- c. Whitefish Mountain Resort – US OPEN plus Adult Alpine - January 7<sup>th</sup>/8<sup>th</sup> - tentative- should confirm this week
- d. US Nationals Location – Gunstock March 9, 10, 11, training on 3/8 (Conflicts with beginning of France and Spain race series)
- e. Wolf Mountain Telemark Revival, Utah – February 25&26 (Joel Nylander- Organizer) Telemark GS, Powder Keg Race (skin up), Costume Contest
- f. Sunlight – January 21- confirmed
- g. Possible:
  - i. Mt. Sunapee
  - ii. Eldora
  - iii. Sun Valley, Linda will contact Chris Henery for contact info for Pat Revelier(sp?)

8) Committed Sponsors

Did not discuss this list of sponsors due to time constraints and no new information.. Status as we know it is shown below. New sponsor is Patagonia who have included team members and BOD in their Pro Program.

- a. Karbon – Eric.
- b. Scarpa – Tory – Colleen Nipkow is new Marketing Manager – Tory hopes to make contact this week and get this moving.
- c. Global Rescue – Linda – Gold Level –membership list is submitted. Can add 4 more people if needed.
- d. Saucer Wax – Linda – Yes, Gold Level again this year
- e. CW-X – Russ – Yes, product has been shipped to A, B, D team and BOD members
- f. LEKI – Poles for A Team, Pro deal for B and D team. Eric has requested aluminum poles for Nordic
- g. Telemark Skier Magazine – Linda – Complementary subscription for all USTSA members
- h. Blizzard – Cory \$450/pair for A,B and D team members
- i. Head Skis – Madi/Roy - \$575 for A and B team members

9) Potential Sponsors – In process of soliciting

- a. Big Sky Brewing – Russ – sent letter, no reply, need to call
- b. BCA – Tory-needs to send a proposal

- c. Coca Cola – Michele Taylor Contact – Russ needs to follow up with local Steamboat office
  - d. Sportube – Russ will follow up, Tory and Eric are available to visit if appropriate.
- 10) Other Potential Sponsors –
- a. Athalon Sportgear (luggage/ski bags) – Eric
  - b. Kuhl - Eric
  - c. Chaos Hats – Linda – No response, maybe someone in Steamboat will have better luck
  - d. Reusch – Eric
  - e. Subaru - Russ
  - f. Fluid Forms – knee pads – Eric will forward team feedback and continue to work with them.
- 11) National Team and Regional Team
- a. Schedule a joint call 10/17, include Ty on call
  - b. What to do with racers that owe \$ or paperwork? No uniform if paperwork is not complete. At some point, no team position if participation fee is not paid.
- 12) Strategic Plan will Bill Pammer: in the works
- 13) Carry Over
- a. Point’s implications of replacing slalom with a dual sprint.
  - b. Outreach program to other Telemark youth programs involved (Tahoe, Park City, Alta, Vail, Aspen), possibly send some of our racers to ski with them, talk about USTSA, how racing builds good skiers.
  - c. Criteria for using savings earmarked for Education
  - d. Work to get our sponsors to put our logo in their advertising; “Proud Sponsor of USTSA”, similar to what CW-X did this year.
  - e. Auction Big Sky Brewing banners (save for fall?)
  - f. Uniforms