

United States Telemark Ski Association – Annual General Meeting –  
Steamboat Springs, Colorado  
Thursday, February 26<sup>th</sup>, 2009  
Meeting minutes –Eric Lamb-

**Board of Directors**

President - Chris Ulm (not present)

Vice President – Paul Lamb (present)

Treasurer – Russ Hobbs (present) LEAD MEETING

Secretary – Eric Lamb (present)

Events Director – Tory Hauser (present)

1. 2008 meeting minutes approved
2. Financial Report (Russ Hobbs) – Copy Attached
  - Over 50 paying member this season
  - The website was the largest expense
    - Yearly web maintenance estimated \$200 – 300
  - Big Sky Brew come through for another year providing insurance for all USTSA race/events...Thank!
  - Similar financial position as last year
    - About \$10,000 on the bottom line
  - Financial report accepted by assembly
3. 2008 Highlights and 2009 Goals
  - Highlights
    - Cory Snyder had huge success with CW-X, a new team sponsor
    - Eric Lamb visited the SIA show in January to get a jump on sponsorships for next season
    - Eric Lamb and Tory Hauser worked out a 2-year team uniform deal with Karbon
    - The relationship with FIS has improved significantly over past years
    - Brand new web site, thanks to Linda Hobbs and Chris Ulm.
    - DREW HAUSER 2009 JUNIOR WORLD CUP CHAMPION!
    - LORIN PALEY 2<sup>ND</sup> OVERALL JUNIOR
  - Goals
    - 200 members for next year
    - More sanctioned races
    - Getting all tele events on USTSA calendar of events, regardless if they are associated with USTSA
    - Support FUN races
    - Building a support base on facebook, etc....re-exploring these areas.
    - Adding value to a USTSA membership...product deals, magazine subscriptions and the like..
    - Creating a business plan for USTSA
    - Start a membership drive early

#### Sponsorship specific

- 20 - \$100 - \$500 DONATIONS
  - Getting some level of cash from all of our sponsors
- Getting uniforms before the seasons starts
- Better sponsorship communication
  - Better overall communications between BOD, racers, members, and non-members
- Corporate sponsors
  - Allowing big/corporate sponsors access to the team and organization events...i.e. special guests

#### Current Sponsors – Goals

- Big Sky Brew Renewal
  - Adding value to their organization for continued support
- Global Rescue

AT THIS POINT THE MEETING HAD TO BE MOVED DOWNSTAIRS, A LESS DESIRABLE LOCATION...meeting jumped to agenda item 8

4. Instead of an individual vote on the ballot, Chris Potzmann motioned that the general assembly vote verbally on the issues. The only ballot issues were new officers. Motion carried unanimously.

The new BOD will be:

President – Russ Hobbs 2-year term

Vice President – Eric Lamb 2-year term

Secretary – Josh Lanzetta 1-year term\*

Treasurer – Ken Gay 1-year term\*

\*Please note, Secretary and Treasurer are typically two year terms. Eric Lamb and Russ Hobbs moved to new two year position on the BOD, requiring someone to fill their prior roles of Secretary and Treasurer. Josh Lanzetta and Ken Gay's positions will be up for re-election next year, 2010.

5. 2010 Season A, B, Development and Regional Team Selection (Tory Hauser)
  - General discussion around team selection and the purpose of each team.
    - Tory reviewed the team contract and what the BOD expects from each level of team.
  - Regional team
    - Roy McKinstry volunteered to lead this project
    - No age requirement, just a desire to pursue telemark racing around the USA
    - This team would be separate from the US team, but still be affiliated with USTSA
6. Member Question and Feedback
  - An emphasis on adding value to the membership

- Member product sponsors, for example..members would get a discount on certain products.
  - Encouraging clubs to join USTSA, for example SSWSC
  - Continued promotion of USTSA membership, not just before Nationals.
7. Other new business
- Membership rates and promotions ideas were discussed but no conclusions reached.
    - 1<sup>st</sup> year discounts or a 2 for 1 concept
    - Youth/student rate → generally thought a great idea
    - Giving youth free memberships with the purchase of an adult membership
    - Family membership

NOTE FOR NEXT YEAR.... RESERVE A ROOM WITH APPRIOPRATE AMOUNT OF TIME

Meeting adjourned about 6.45pm Mountain Time

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### USTSA Annual General Meeting Agenda

5:00 PM, Thursday February 26, Howelsen Hill Olympic Room, Steamboat Springs, CO

- 1) Welcome, Introduction of Board Members, attendees
- 2) Review and approve minutes of 2008 meeting (Eric Lamb)
- 3) Financial Report (Russ Hobbs)
- 4) 2008 Highlights / 2009 Goals (Russ Hobbs)
- 5) 2010 Season A, B, Development and Regional Team Selection (Tory Hauser)
- 6) Member Questions and Feedback (Russ Hobbs)
- 7) Other new business
  - A. Membership rates and promotions
  - B. Fall Rule clarification, other Comp Guide issues
- 8) Elections
  - a) President – 2 year term
  - b) Vice President – 2 year term
  - c) Secretary – 1 year term
  - d) Treasurer – 1 year term

### USTSA Annual General Meeting February 26, 2009 Ballot

Officers:

President	_____	Russ Hobbs
	_____	Other _____
Vice President	_____	Eric Lamb
	_____	Other _____
Treasurer	_____	Ken Gay
	_____	Other _____
Secretary	_____	Josh Lanzetta
	_____	Other _____

USTSA Financial Report

	From To	6/1/06 5/31/07	6/1/07 5/31/08	6/1/08 2/10/09
Cash Balance, Beginning of Season		<u>\$ 6,596</u>	<u>\$ 4,683</u>	<u>\$ 10,398</u>
Education				
Education Expense Reimbursements		\$ (613)		
Memberships		<u>\$ (90)</u>	<u>\$ (195)</u>	<u>\$ (90)</u>
TOTAL Education		<u>\$ (703)</u>	<u>\$ (195)</u>	<u>\$ (90)</u>
Racing				
Racing Donations		\$ 4,255	\$ 3,505	\$ -
Race Expense Reimbursements		\$ (3,513)	\$ (3,245)	\$ -
World Cup Donations			\$ 10,000	\$ -
World Cup Expenses			\$ (7,362)	\$ (525)
Nationals Donations			\$ 475	\$ -
Scheduling Fees			\$ 250	\$ 750
Racing Supplies			\$ (475)	\$ (300)
Uniform Payments/Donations		\$ 1,652	\$ 3,200	\$ 1,000
Uniforms		<u>\$ (3,859)</u>	<u>\$ (2,925)</u>	<u>\$ -</u>
TOTAL Racing		<u>\$ (1,465)</u>	<u>\$ 3,423</u>	<u>\$ 925</u>
USTSA General				
Donations		\$ 150	\$ 1,065	\$ 544
Interest Income		\$ 14	\$ 30	\$ 15
Membership Dues		\$ 2,340	\$ 3,042	\$ 2,869
Merchandise Sales		\$ 178	\$ 283	\$ 125
Promotional Items Sales		\$ 37	\$ 96	\$ -
Promotional Items Purchase		\$ (921)		\$ (304)
Web Site Expense		\$ (243)	\$ (309)	\$ (4,217)
Other Administrative Expense		\$ (611)	\$ (629)	\$ (589)
SIA Show Travel				\$ (741)
Insurance Donation			\$ 4,000	\$ 4,000
D & O Insurance		\$ (690)	\$ (690)	
Liability Insurance			\$ (3,600)	\$ (3,150)
Evacuation Insurance			<u>\$ (800)</u>	<u>\$ (825)</u>
TOTAL USTSA General		<u>\$ 254</u>	<u>\$ 2,488</u>	<u>\$ (2,273)</u>
OVERALL TOTAL		<u>\$ (1,914)</u>	<u>\$ 5,716</u>	<u>\$ (1,438)</u>
Cash Balance, End of Season		<u>\$ 4,683</u>	<u>\$ 10,398</u>	<u>\$ 8,960</u>
World Cup Donation Carry Over			<u>\$ 2,638</u>	<u>\$ 2,638</u>