

## April 14, 2015, 5:30 MT/7:30 ET: BOD Meeting Minutes

Present: Garrett Long – President, Keith Rodney – VP, Al Rosenthal – Treasurer, Cary Foulk – Secretary, Ken Gay – Event Director, Ty Upson – Coach

- 1.) Approved previous month's minutes 5 – 0
- 2.) Reviewed survey
  - a. Logos were generally felt to be a positive by membership and are needed to support sponsors. Future uniforms will have sponsor logos.
  - b. Duals vs. GS, memberships roughly split
    - i. GS is a draw for non-racers and needs to be available
    - ii. Duals are the future
    - iii. Need to have people focused on both the high end (duals) and low end (GS)
    - iv. For now continue to have both, undecided for long-term
    - v. Increasing numbers is a priority, and therefore, GS needs to be available for low-end races.
    - vi. Need to figure out how duals and GS fit into overall points calculation.
- 3.) Races and Training
  - a. It would be difficult to meet the goal of 6 races in the east next year
    - i. Need people to step up for setting up races
    - ii. Cory moving to Montana
    - iii. Races in the east may include – Cory's, Pico, Crotch Mountain, and one other
      1. There are other opportunities
    - iv. Need to have race day then clinic/ski with US Team day
    - v. Cannon is likely for Nationals with Crotch as an alternate
  - b. In the west – right now it looks like Vail, Sunlight, possibly Echo Mtn. and Howelsen
  - c. May have a camp at Haystack right before Christmas
  - d. Summer on-the-snow camp appears unlikely
  - e. Summer jumping and skating camp a possibility on the plastic at Howelsen Hill and may be Lake Placid.
    - i. Membership to be poled for interest (action item – Garrett?)
- 4.) Contracts
  - a. Need to go back and look at contracts and who met requirements
    - i. Need to assign someone this task
  - b. With the loss of Scapa gear sponsorship, World Cup (A) Team benefit was greatly reduced for 2014/2015 and future. Also not Leki poles or Sports Tubes.

- c. May only be 4 on the World Cup Team this year
- d. For 2015/16, the World Cup Team fee could be dropped.
- e. BOD to brainstorm and e-mail concepts for team differentiators (action item - BOD)

#### 5.) Uniforms

- a. Prices Cary has received so far for suits are better than last time
- b. Uniforms for new team members is an issue that needs to be address better going forward (i.e., making sure uniforms are available in off cycle years)
- c. Need to figure out what teams get what gear (regional team use to get less). With the blending of teams, gear is getting handed out to everyone.

#### 6.) PSIA

- a. Keith is presenting at PSIA meeting and will prepare a memo afterward

#### 7.) Sponsors

- a. Need to rebuild sponsorship base
- b. Need to have everyone working on this, but coordinate through Rick and Joel
- c. Crispi a potential sponsor
- d. 22 Designs – Ty will approach, they are going to have an NTN product
- e. Bishop Binding – also working on an NTN product
- f. Sponsor contribution – need to sort it out and make sure sponsors are at correct level (action item - TBD?)
- g. Use to have contract requirement for athletes bringing on sponsors – board to consider going back to a reward system
- h. Need to set up a call with Rick and Joel on the sponsorship sub-committee (action item – Cary)

#### 8.) Recap

- a. Approved minutes
- b. GS vs. Dual
  - i. Continue with both, but how does it affect points
  - ii. Facilities for duals in east good
  - iii. Could run races without skate
  - iv. Building a wrap an issue for many events/areas, but can flat wrap.
  - v. Board needs to finalize a guideline for use of GS or modified races to make race citizens friendly – separate citizens route.
  - vi. Need to resolve points issue
- c. Ken to attend spring FIS meeting in Bulgaria

#### 9.) Next call – May 12, 5:30 MT/7:30 ET