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 polled 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