

USBSF Board of Directors
Meeting Minutes
October 25, 2008

In attendance:

Board: John Donovan, Ted Offit, John Ball, Marci Francis, Doug Bagley

Staff: Darrin Steele, Lisa Carlock

Call to order at 8:22 a.m. MST.

Athlete update

- Selection races started in Lake Placid and will conclude in Park City next weekend
- Men's Skeleton – Zach has a bye, Eric currently in first and Caleb in second
- Women's Skeleton – Katie has a bye, Noelle set track record in LP and won in PC, Courtney in second
- Women's Bobsled – Shauna in first, Erin in second, Jamia crashed in LP leaving 3rd position open
- Men's Bobsled – Holcomb has a bye, Hays won 2man in LP, Kohn in 5th in LP with sled issues, Hays in 5th in 4man in LP, Kohn won 4man in LP
- Injuries –
 - Langton having hip surgery, out 3 months, maybe back for 2nd half and Worlds
 - Brock had hip surgery, hopes to be back for Worlds
 - Pavle has foot injury, missed Push Champs, hopes to be back for Worlds
 - Elana has mono, will be out for early season
 - Bethany Hart has foot injury, will miss beginning of season

USOC update

- Finalizing Olympic criteria and Athlete Marketing Agreement, working with USOC lawyers on AMA, competitive equipment section needs some revision
- Received criteria template for delegation for Vancouver
- Olympic assembly
- Olympic channel – still in the works
- Concerns over current market situation, sponsors locked for next few years but after that could affect sponsorship of USOC and therefore awards given to NGBs

Marketing

- KOM Sports, Steve Brunner – will receive strategy through Vancouver next week, pursuing AT&T
- Knotts Berry Farm – looking to advertise in airline magazines, advertise USBSF web site, 2-3 weeks out from having sled onsite, XP Apparel and Luminox watches to be sold at park
- Under Armour – can't sign until Nov 1 because of CW-X contract (CW-X given option to match at 12 times its current sponsorship level), speedsuits won't be ready for start of season, working on supplemental deals with top athletes to avoid ambush marketing at the Games
- Speedo contract buyout – priced at \$75,000
- Shipping – still talking with AIT but they're dragging their feet, other current pursuits include Schenker and Allied, other possibilities are Sports Express and Delta

BoDyn Event

- Looking for tv deal, Morgan and Bodine to meet with Darrin and USOC marketing group in November



World Championships

- Would like to organize a North American alumni event with Canada, maybe have former Olympians in pilot bobsleds, Canada vs. US alumni race in Nascar sleds from start 4 after conclusion of Worlds

Financial update

- No surprises, no significant variances on expenditures to date
- Potential issues –
 - lack of sled shipping sponsor would amount to a \$80,000 hit
 - first two races of 2nd half are unfunded and if we perform poorly in 1st half we will have to go, \$75,000 hit
- Found funding for some items – Women's Bobsled additional alternate on World Cup tour funded by runner sales, Burdet position funded by savings from HPD salary, airfare for athletes back to LP after PC trials funded by reallocation of USBSF funds for Burdet position
- Need money for ICC coach expenses, estimated \$7,000
- If we get Speedo buyout will cover some unfunded expenses
- MB USA III still unfunded, \$50,000, might skip Europe first half and race AC circuit, WB USA III may stay in US
- Set goal of 300-500k in sponsorship revenue from KOM

Motion by John Donovan to authorize opening of new bank accounts for Lenny Kasten and Greg Sand at Wells Fargo and new Lake Placid operating account at Community Bank.

Seconded by Doug Bagley.

Unanimously approved.

Motion by John Donovan to authorize Finance Manager to open Visa credit card accounts at Wells Fargo.

Seconded Doug Bagley.

Unanimously approved.

Ethics and Judicial committees

- Invite to Park City for December board meeting, unfunded, will have a training seminar

Dates for upcoming meetings

- December 12-14 in Park City
- Darrin to provide suggested dates for attendance at Bodyn event and World Championships

Adjourned at 9:34 a.m. MST.

