



United States Bobsled and Skeleton Federation

National Governing Body for the sports of Bobsled and Skeleton

USBSF Board of Directors
Meeting Minutes
March 13, 2010
Park City, UT

In attendance:

Board: John Rosen, John Donovan, Ted Offit, Doug Bagley, BJ Hybl, Anucha Browne Sanders, Curt Tomasevicz
Staff: Darrin Steele, Lisa Carlock
Other: Robbie Beck

Call to order at 8:30 am MST.

Goal – to create action list of what each board member will be doing to pursue specific fundraising initiatives, to report progress at Annual Assembly.

Annual Assembly

- Anticipated dates are Sat, May 29 – Sat, June 5 in Colorado Springs
- Training camp and coaches' clinic to start June 1
- Board to tentatively arrive late June 3rd or early June 4th
- Possible agenda – Board meeting during the afternoon of Fri the 4th, Annual meeting on the morning of Sat the 5th, Gala to be held on the evening of the 5th.
- Strategic planning conducted June 6th and 7th all day, plan 4 pm ending time, Ted to clarify schedule details.

Future Board meeting dates

- TBD at Annual Assembly with tentative proposal from John Rosen to be provided by the end of next week.

Fundraising workshop – BJ Hybl

- 300-500k needed in fundraising/sponsorship per season
- Board donations – requirement vs. expectation
 - Requirement for every board member to contribute on or before May 30th (or establish monthly payment plan), target of 25k cash contributions for FYE 6/30/10, expectation that board contributions average 4k/person/year though no minimum requirement, exception for athlete board members.
 - Set target goal each year for contributions to exceed prior year, to be reset at board meeting during Annual Assembly.
- Largest portion of income from USOC – likely will hold steady for next season and potentially for next quad.
- Key fundraising areas on which to focus:
 - Membership – see attachment for ideas on expanding general and sustainable membership categories
 - Target media as potential members

Break from Fundraising Workshop for conference call with Jesse Beckom and Garrett Hines (10:30 am).

- Issues raised regarding perceived biases against African American athletes, female athletes and skeleton athletes, and potential conflicts of interest involving selection processes.
- Board intends to proactively investigate all issues raised through the Ethics Committee.



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Member, U.S. Olympic Committee



Fundraising workshop cont. – BJ Hybl

- Events – Annual Assembly
 - Implement community component to Gala, sell additional tables, targeted towards businesses with potential for ongoing corporate contributions, auction at Gala
 - Potential future components – junior camp day, golf tournament
 - Raise awareness for bobsled and skeleton in Colorado Springs area
 - At annual meeting set calendar for future events
- Membership
 - See attachment, revised version to be provided via email
 - Should be distributed by Board and athletes to contacts
 - Administration on staff side – intern for once a year physical distribution to members, electronic distribution for everything else, board to administer program in future?
 - Membership as USBSF-driven, not driven by individuals’ interest in signing up – automatic renewal program
 - Discount for people taking passenger rides, sign up at time of rides?
- Other revenue-generators
 - Small corporation sponsorships
 - Small auctions
 - Merchandise at tracks
 - Experiential packages

Auxiliary Board Update – Darrin Steele

- Tom Jackovic and Scott Hall attended Games
- Pursuing Andres Bonifacio and Oscar Tang

Meeting Wrap-up/Evaluation – John Rosen

- Off target on day 1 at times
- Accomplished most of mission (next steps for fundraising), deliverables will be important
- Goal for more advanced notice with financial information and agenda is good
- Need to have follow-up dialog between Darrin and board about athlete issues raised, John Rosen to coordinate information flow and action items
- Focus on incremental steps/wins
- Need clear action items and timeframes at conclusion of each meeting, John Rosen to review minutes and create action list
- Include specific time for athlete discussions at each meeting, formal time needs to remain formal, provide advanced notice and invitation for athlete participation at meetings
- Include “old business” as agenda item to provide for review of past actions
- Board input on agenda items to be requested in advance
- Could pick up pace of implementation of ideas by figuring out how to do the things already discussed rather than coming up with new ideas of what to do

Adjourned at 2:10 pm MST.

