

**USA Water Ski & Wake Sports
Executive Committee Call
Meeting Minutes
May 25, 2022**

Archambeau called the meeting to order at 1:00 PM ET.

ROLL CALL

In Attendance: Bob Archambeau (President); Doug Robbins (Chairman of the Board); Joel Johanningmeier (Treasurer/Secretary); Nate Boudreaux (Executive Director, nonvoting); Kate Knafla (AWSA VP, nonvoting); Jim Grew (Past President, non-voting); Jason Lee (AAC Rep); Doug Ribley (NSSA President, At-Large Member)

Absent: Alex Lauretano (AAC Rep); Tim Cullen (Immediate Past President, non-voting); Dale Stevens (Vice President)

Archambeau opened the call and asked Boudreaux to provide a HQ update:

- **Fallon Sheffield** started May 24 as new membership services & compliance coordinator.
- **Safe Sport training update** – 4,234 total trained (3,280 core course and 954 refresher) as of May 1, 2022 (42% of adults 18 and over have been trained).
 - Boudreaux asked if any of the Sport Discipline leaders have heard any additional member comments regarding Safe Sport. Knafla said “not much” from the AWSA side. Archambeau praised NCWSA based on his recent experience with a Collegiate event at his lake where they ensured all participants were trained before the event started. Those who were not trained took the training on their devices together at the site as part of the registration process.
- **Financials** – The Bank First money market account was set up on May 18. Investment advisors from UBS shared notes about market volatility. To date, the investment account has lost more than \$66,000 in 2022 after gaining more than \$100,000 from 2019-2021, including \$40,454 last year. Robbins suggested that Boudreaux, Johanningmeier and Archambeau have a call with our UBS advisor to discuss our current investment strategy and decide if changes were needed. Sport Discipline grants were paid out in early May and Sport Disciplines were also invoiced for their share of director’s and officer’s insurance (\$2,450 split among each SD based on membership percentages).
 - Bank First (Operating Account) – \$307,411 (as of May 25)
 - Bank First (Money Market; 0.35% interest) – \$250,000 (as of May 25)
 - UBS (Investment Account) – \$395,619 (as of May 25)
- **100th Anniversary marketing update**
 - 3x8 banners with 100th messaging being sent to various events throughout the summer
 - Mp4 file of recorded message introducing the 100th anniversary sent to show ski clubs to play before all shows

- Commemorative 100th Anniversary Magazine mailing the last week of May
 - First Friday event with Polk County Sports Marketing in Lakeland, Fla. on June 3
 - Water Ski Days in Lake City, Minn. from June 23-26. Johannngmeier will be attending to represent USA-WSWS along with his show ski club. Will hand out 100th themed promotional items sent from HQ. Betsy Gilman will also be hosting a free Get on the Water clinic.
 - Get on the Water events running from June-July (30 clinics sanctioned to date)
 - Girls Inc. Learn to Ski events (part of grant from Women's Sports Foundation) in Lakeland, Fla. and Winter Haven, Fla. starting in June and running through July
- **Belarussian/Russian Athletes Update** – IWWF has approved a move to the U.S. Federation (and we accepted) for Hanna Straltsova (Belarus), Sasha Danisheuskaya (Belarus) and Natallia Berdnikava (Belarus).
- **U.S Department of Veteran Affairs Adaptive Clinics** are underway. Four of the five veterans who attended the first event in Tampa enjoyed water skiing so much that they also signed up for the Lakeland event. One of the attendees also applied for the Disabled Veteran Equipment Grant.
 - May 14th – Tampa, FL /Ann's Angels – 5 veterans attended (13 had registered)
 - May 23rd – San Marcos, TX / Texas Regional Para Sport & San Marcos River Ranch – 20 veterans attended
 - June 4th – Lakeland, FL /Central Florida Show Ski Team – 11 veterans signed up including 4 of the 5 who attended in Tampa
 - June 18th – Fredericksburg, VA /Lake of the Woods – 20+ veterans signed up
 - July 8th – Pohick Bay, VA/On the Edge
 - July 16th – Oroville, CA /CARDS
 - July 30th – Harmony, NC /ASAP
 - August 6th – Columbia, SC /Bud Davis
 - August 8th – Twin Lakes, WI/H2O Adaptive Sports
 - August 8th – Perham, MN/Big Pine Lake Water Ski Team
- **Masters Water Ski & Wakeboard Tournament** is set for the weekend of May 27-29 in Callaway Gardens, Ga. Boudreaux will be attending representing USA-WSWS and distributing USOPC Operation Gold awards to first through fourth place finishers (first \$2,500; second \$2,000; third \$1,500; fourth \$1,000) for both male and female athletes in each of the water ski events and wakeboard. This is the first year we have awarded wakeboard athletes.
- **“Inaugural Wake Sports Festival” Event** slated for Oct 13-16, 2022 in Auburndale, Fla. featuring hydrofoil, kneeboard and wakeboard. Have had introductory meetings with leaders from each Sport Discipline and garnered support from Polk County Sports Marketing for logistics and webcasting the event. Currently pitching the boat companies on sponsorship opportunities.
- **Tate/Nichols Lawsuit** – Interrogatories were submitted in late April and depositions are scheduled for June.

After the HQ update, Boudreaux asked the group for their comments on the proposed Membership Pricing Chart.

Robbins suggested we get on a more frequent schedule for changes/increases and that any price change needs to be impactful. He was not sure the \$5 increase would drive enough revenue to keep up with the organization's rising costs.

Johanningmeier commented that the suggested \$5 increase (or \$60,000 in additional revenue the increase would raise) was just a 4.5% increase in total membership revenue (vs. current 8.5% inflation rate). Ribley commented that our members are also being affected by inflation and the rising cost of other things as well.

The committee felt that the board should just focus on the immediate price increase suggestion (for 2023) and that the other increases in subsequent years were simply recommendations. Knafla agreed that we should leave the recommendations in place for future years, and we could always reevaluate as needed. It was suggested and agreed that the BOD vote to approve the updated pricing chart at the next quarterly board call on June 29.

Boudreaux also mentioned the possibility of creating an "Officials Only" membership category or offering a discount on active memberships for those who do not ski but participate in events as judges, scorers, drivers, etc. Ribley commented that most successful membership organizations have fewer membership options and keep things simple and that the addition of a new membership category could actually cost the organization more in administrative time to implement. Archambeau recommended the creation of a task force made up of Johanningmeier and Sport Discipline presidents to review the various benefits and challenges of creating a new membership category or offering a discount for those who officiate as well as providing additional insight into future year recommendations on the membership pricing chart. His recommendation was approved.

The Executive Committee has no action items for the USA-WSWS BOD at this time.

**NEXT EXECUTIVE COMMITTEE MEETING WILL BE THE FULL BOARD OF DIRECTORS
QUARTERLY CALL ON WEDNESDAY, JUNE 29, 2022**

ADJOURNMENT

Archambeau adjourned the meeting at 2:10 PM ET.