

**USA Water Ski & Wake Sports
Executive Committee Call
Meeting Minutes
June 23, 2021**

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

ROLL CALL:

In Attendance: Bob Archambeau (President); Doug Robbins (Chairman of the Board); Dale Stevens (Vice President); Joel Johanningsmeier (Treasurer/Secretary); Alex Lauretano (AAC Rep); Nate Boudreaux (Executive Director, nonvoting); Kate Knafla (AWSA VP, nonvoting); Jim Grew (Past President, nonvoting); Tim Cullen (Immediate Past President, non-voting)

Not present: Doug Ribley (NSSA President, nonvoting)

Archambeau opened the meeting and turned it over to Boudreaux for the updates.

- **Integrass Membership System** – Membership registration and individual dashboard links were shared with the EC to review (Note – we are still working on a few tweaks with family and club membership, but individual membership is nearly completed).
 - New Member Registration Portal: <https://staging-portal.integrasssports.com/memberregistration>
 - MembersOnly Dashboard: <https://staging-portal.integrasssports.com/member/login>
 - ID: 700188978
 - Password: Member2@2!
 - We are considering adding an “Officials” and/or “Non-Skier Active Membership” category to the offering at some point with a lower membership price point. The BOD approved an officials membership as part of the Membership Task Force a few years ago. There are positives and negatives to adding a new category. The biggest negative is the potential loss in revenue as each of these categories now pays the full \$85 active membership fee. It is difficult for us to determine how many officials and current active members are non-skiers in the current database to be able to forecast potential revenue loss. We will likely launch the new system without these categories included, but will consider the option for the future. In the interim, we will offer officials a promo code for a discount off their membership renewal (e.g., \$15 off coupon code) as a “thank you” for their service as an official.
 - Boudreaux will share the above links with the IT Advisory Committee as well as with the BOD for review.
- **May Financials** – P&L, balance sheet and A/R thru May 31, 2021 was shared with EC prior to the call.
 - We are pacing ahead of where we were in 2020 in terms of net revenue/expense and close to 2019 levels.

- Major difference in expense from 2021 vs. 2020 is how we are getting billed for participant accident insurance (acct. 5010). This year we are billed on actual members while in 2020 it was billed on expected members (we paid a fixed amount in 2020 and a variable amount in 2021).
 - Investment income is inaccurate currently and will change once the 2020 financial audit is completed and adjusted journal entries are made.
- **Tate/Nichols Grievance and Lawsuit vs. USA-WSWS** (named are N. Boudreaux, J. Smith, J. Jaquess, J. Armstrong) – An email was sent by Tate and Nichols in early June regarding a grievance and pending lawsuit. The grievance is regarding the IAC and selection procedures for Mark Shaw for the 35+ National Team in 2018 and various other allegations associated with the selection process. No one to date has been served in the lawsuit. Our insurance broker was alerted, and Boudreaux has completed calls with insurers representing our GL, D&O and cyber media policies. Currently, the D&O policy has indicated they will defend the claim if needed, but we are still waiting on the GL carrier to make a determination as the suit alleges physical and emotional harm. Both the GL and D&O are with Philadelphia Insurance. We would prefer that the GL take the lead as there is no deductible while the D&O policy has a \$25,000 deductible. USOPC arbitration will likely come into play before any legal proceedings. Boudreaux is scheduling a call with attorney Steve Smith, an NGB expert who we have worked with in the past, to help determine next steps. Archambeau and Robbins had a positive 90-minute call with Tate and Nichols earlier this week to see if a resolution (other than a grievance and lawsuit) could be made. A final decision has not yet been made.
 - **Bylaws + Policy & Procedure Revisions** – Looking to contract a law firm (\$5k annual expense) to assist with bylaws/policy and procedures revisions, Minor Athlete Abuse Prevention Policy (MAAPP) revisions along with drafting a transgender policy and appointment of an independent person to oversee the hearing panel in the Tate/Nichols grievance. An associate at the firm used to be an auditor at the USOPC and understands the NGB landscape well. The addition of the firm will take most of the workload off Jeff Smith and Jeff Clark. Smith has expressed his support of the initiative. The Bylaws Committee and Jeff Clark’s responsibilities as the Chair will not change. However, the heavy lifting of the actual editing and drafting of documents will come from the law firm. Boudreaux will work with Archambeau and Robbins to draft a motion to the Bylaws Committee to approve. The EC approves and supports the rationale behind contracting the firm.
 - **Elite Athlete Grants** – These involve the distribution of \$16,200 in restricted funds from the USOPC for high performance/elite athletes to 18 applicants from AWSA, Wakeboard and Adaptive, each receiving a \$900 grant to be used for tournament travel, training, entry fees, etc.). We will look to possibly continue the grant program with USA-WSWS funds in the future (will budget \$10k for 2022 if feasible).

- **Miscellaneous**

- Robbins suggested USA-WSWS consider a relationship with The Water Ski Broadcast Company (TWBC) to help promote membership. TWBC webcasts several 3-event tournaments, including the Masters, Goode Nationals and others. Boudreaux acknowledged that a member of TWBC had reached out to Jenn Walker to inquire about opportunities. We will discuss and see if there are opportunities moving forward to work together.
- Boudreaux had a recent conversation with Goode Skis about the future of the title sponsorship of the AWSA Nationals (Goode has a new marketing person who is not seeing the value right now). They will re-evaluate after attending the event this year. Boudreaux and other EC members will look to meet in-person with the Goode team at Nationals.

We did not address the below on the call due to time constraints. However, notes were provided to the EC prior to the meeting.

- **Safe Sport**

- Recent Safe Sport communication – A video Q&A was sent to members via email and shared on USA-WSWS social channels last Friday.
<https://www.youtube.com/watch?v=CATJvoAegIk>
- Will be creating an animated “explainer video” about Safe Sport late this year via a \$4k grant from the USOPC.
 - Example - <https://www.youtube.com/watch?v=3Gr02oFiLY4>
- Since April, we have two open cases – one alleging sexual misconduct and another alleging bullying/harassment.

- **Human Resources** – Jessica Modrak (Manager, Business Operations) is leaving the organization in August to attend graduate school full time, and we are working on finding a replacement. Boudreaux is currently reviewing resumes and setting up initial phone/zoom interviews (82 resumes submitted to date – narrowed down to 10 potentials).

- **Sponsorship outreach** – Continuing to pitch potentials in the sales pipeline: Progressive Insurance, Ennovation Controls, ToYou Bars, Roswell Marine, Wet Sounds, Hit it H2O.
 - Working on renewal with MasterCraft Boat Company (expires June 30, 2021).
 - Contracted with Sponsor United (agency that provides sports sponsorship intel and contacts for key sponsorship categories spending in sports).
 - Compiling a list of contacts and will be pitching RV category; Truck category; and Hard Seltzer category (e.g., White Claw, Truly, etc.).

- **USOPC relationship** – Discussion came up on the AWSA executive committee call. Boudreaux will draft a presentation deck and/or 1-page executive summary explaining the benefits of the USOPC relationship.

THE NEXT EC MEETING IS SCHEDULED FOR WED, JULY 21, 2021, AT 1 PM ET.

ADJOURNMENT

As Archambeau was traveling, Boudreaux adjourned the meeting at 2:10 PM ET.