

## USS Board of Directors 9/27/2021 Meeting Minutes

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In attendance for the conference call meeting on 9/27/2021 of the USS Board of Directors (“BOD”) were Vice President Susan Sandvig-Shobe, Ryan Bedford, Carlijn Schoutens, Duncan White, and Patrick Maxwell. The listed members in attendance do not constitute a quorum of the Board. USS Executive Director Ted Morris, Director of Finance Dale Schoon and USS AAC Representative Ian Quinn were also in attendance.

Meeting minutes were recorded by Sara Bowles.

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### 1) Welcome

Meeting was called to order by Ms. Sandvig-Shobe at 6:03 PM MT

### 2) Finance Report

Mr. Schoon shared the 2021-22 budget forecast. Revenue numbers are down versus the approved budget with the cancellation of the 88 & Counting fundraiser due to the ongoing Covid situation. USS continues to be aggressive on fundraising targets for the 2021-22 year. There is some risk with the aggressive targets since most of that revenue is not in house. Staff will continue to manage towards a slight surplus.

Mr. Morris reported on discussions for an in-person fundraising event in Milwaukee during Long Track Olympic Trials if all goes well. Mr. Bedford suggested adding Olympic Trials tickets to the Podium Club packages in Milwaukee.

### 3) U.S. Speedskating Foundation (USISA Charitable Fund) Report

Mr. Schoon reported that USS contribution of \$250k was successfully made at the end of last fiscal year. Mr. Schoon went on to share that the fund continues to deliver better than market returns. The balance of the fund currently sits at just over \$4 million.

### 4) USOPC Update

Mr. Morris reported that the USOPC is very excited about the success that Team USA had at the Tokyo Olympic and Paralympic Games. Team USA Athletes showed tremendous resiliency and focus to have success in a once in a lifetime Olympic Environment. USOPC leadership held preliminary meetings with the IOC in Tokyo regarding SLC’s Olympic Bid. There is no substantive news to report though there’s continued optimism that 2030 is still in play.

Joint marketing programs between the USOPC / LA28 / NGB's is continued focus of all groups. The Athlete Marketing Program (AMP) brought focus on several areas of opportunity that need to be put in place as everyone tries to maximize revenue in the evolving sports marketplace. There is an in person NGB Council meeting in Colorado in two weeks. The first in person meeting since the Fall of 2019.

#### **5) AAC Report**

Ms. Schoutens reported that committees have been formed for both Long Track and Short Track Olympic Trials to help with potential discretionary decisions. Brian Hansen is the AAC representative for Short Track and Thomas Hong will be the same for Long Track.

#### **6) USOPC NGB Requirements Bylaw Changes**

Mr. Quinn shared that he and Mr. Morris met with members of the USOPC Athlete Representation Review Working Group on formal requests USS made on athlete representation on the BOD and various committees. The meeting went well, and USS anticipates that all requests will be formally approved by the Working Group.

#### **7) ISU Update**

Mr. Morris shared the challenges USS has faced dealing with planning travel during always changing covid protocols. Teams are having issues getting into other countries based on various restrictions and requirements. The Long Track Four Continents Championships scheduled to be held in Japan was cancelled by the Japanese Federation. USS is still hopeful on hosting the Short Track Four Continents Championships but there is concern around the Asian Nations being able to attend.

#### **8) 2022 Olympic Games**

All athletes and staff will be required to be fully vaccinated to participate in the Beijing Olympic Games.

#### **9) Legal/SafeSport Update**

Mr. Morris shared there are no new SafeSport reports. The Cliff-Ryan complaint against Kevin Germinder was settled out of court.

#### **10) Executive Director Report**

##### **a. High Performance**

The Short Track World Cup Qualifier was held September 17-19. The event went very well and USS is excited about the team heading off to Asia and then Europe for the four World Cups. Kristen Santos was on fire all weekend and was one-tenth off the world record in the 1000-meter race. She set two American Records, one in the 1000 meter and one in the 500 meter.

On the Long Track side, some significant progress by skaters at Desert Classic and at a time trial this past weekend. Everyone is healthy and most are skating really fast. The vibe among athletes and coaches is positive. Under Armour is having trouble on production of the World Cup suits. Supply chain issues are impacting materials delivery and scheduling factory time is difficult. Staff is doing everything possible to make sure suits are delivered, especially the Olympic Suits.

**b. Development/Membership**

USS is seeing an increase in membership as expected with clubs back to more regular practice sessions. Membership is still down from pre-pandemic numbers but there's optimism that numbers will return as the season progresses and more competitions are held.

Staff is happy with the development progress in Milwaukee. There are more joint training sessions being held where top skaters and coaches are working together. USS will look to get Dave Tamburrino and Chris Needham out visiting clubs to share the USS Athlete Development Model this season. Staff is moving forward with plans around the Tour of Olympians in April of 2022.

**c. Marketing/Fundraising**

With foreign spectators banned from traveling to China for the 2022 Olympic Games, USS has cancelled VIP Hospitality plans. The success of the Podium Club becomes increasingly important with the cancellation of 88 & Counting and Olympic Hospitality.

USS has agreed to sponsorship extensions with Rayus Technologies (formerly USMRI) and Dairy West. Sponsorship focus will now turn to Olympic Partners and opportunities around USS' Olympic Trials events.

**11) New Business**

No new business.

**12) Conclusion**

The meeting was adjourned at 7:11PM MT