

Orienteering USA
November 13, 2011
Board meeting via Phone

Board Members

Maiya Anderson	Present
Pete Dady	Present
Scott Drumm	<i>Not Present</i>
Clare Durand	<i>Not Present</i>
Donna Fluegel	Present
Peter Goodwin	Present
Amy Williams	Present
Frank Kuhn	<i>Not Present</i>
Greg Lennon	Present
Charlie Bleau	Present
Pat Meehan	<i>Not Present</i>
Lou Pataki	Present

Executive Director

Glen Schorr	Present
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Visitors

Robin Shannonhouse
Joseph Huberman
Ruth Bromer
Peter Gagarin

8:05 pm -- Call to order & Secretary took roll

Budget

See attached budget.

2012 budget, with typo correction of Endowment Fund and increase Insurance Premium to \$16,200, was approved unanimously.

US Championship Bids – Pete Dady

BOK A-meet and Classic Champs - Defer to executive committee to make a decision with input from entire Board to award US Champs classics by November 18. (1 no)

Action Item: All information will be to Goodwin by Nov 16, 8 pm. Decision to be made by Exec Committee by Nov 18 by 6 pm.

Change in contract associated database changes – Peter Goodwin

Board agreed to approve new contract which includes a compensation package for Robin (1 abstain)

Action Item: Web group will work with Robin to transfer the information by November 18.

Rules Changes for Championships

1. The Board agrees in concept with what the Rules Committee proposes about North American Championships eligibility and student visas and the Rules Committee should submit final wording by November 23 for Executive Committee (with consultation with the entire board) approval. The Exec Committee will make a decision by December 1. Approved.

2. The Board agrees in concept to remove the student visa eligibility from general championships. For the individual interscholastic and intercollegiate championships, eligibility should be to any legal permanent resident. Visiting students (anyone legally enrolled in a US school) are eligible to qualify for interscholastic and intercollegiate team events. The Rules Committee should submit final wording by November 23 for Executive Committee (with consultation with the entire board) approval. The Exec Committee will make a decision by December 1. Approved.

Action Item: For both items above - The Rules Committee should submit final wording by November 23 for Executive Committee (with consultation with the entire board) approval. The Exec Committee will make a decision by December 1.

Adjournment at 10 pm.

2012 Orienteering USA Budget

Approved 11/13/11

2012 Budget 2011 Budget Strategic Plan Goal(s)

Section 1 Budget Income

Local Programs

A meet Sanctioning Fee	\$29,000	\$33,000	Starts
Mapping/Pictometry on Line Fees	\$900	\$0	Mapping
Kentucky Orienteering Partnership	\$0	\$4,000	Starts, Branding
E punch Rental Fees	\$1,000	\$1,000	Starts
Third Party Sanctioning Fees	\$4,000	\$1,000	Starts

National Programs

No Income Planned

Membership Programs

Membership Dues	\$32,000	\$31,000	Membership
Club Dues	\$65,000	\$38,000	Membership
Insurance Fees from Clubs	*	\$20,000	Membership

*2012 Included in Club Dues

Team USA Support/Development

SENIOR TEAM

Contributions	\$7,000	\$7,000	Team USA
Fundraising	\$1,500	\$3,500	Team USA

JUNIOR TEAM

Contributions	\$3,800	\$3,800	Team USA
Fundraising	\$3,400	\$3,800	Team USA

WUOC TEAM

Contributions	\$3,000	\$0	Team USA
Fundraising	\$1,000	\$0	Team USA

SKI O TEAM

Contributions	\$2,250	\$1,000	Team USA
Fundraising	\$0	\$1,000	Team USA

TRAIL O TEAM

Contributions	\$1,000	\$700	Team USA
Fundraising	\$3,500	\$5,000	Team USA

Administrative and Governance

Third Party Grants and Sponsorships	\$15,000	\$10,000	Non-Starts Revenue
Major Gifts	\$10,000	\$1,000	Non-Starts Revenue
Annual Fund	\$18,000	\$15,000	Non-Starts Revenue
General Contributions	\$7,000	\$5,000	Non-Starts Revenue
Income from Endowment Fund	\$4,000	\$4,000	Non-Starts Revenue
Wearables Redistribution	\$2,000	\$0	Non-Starts Revenue

Interest Income	\$1,500	\$1,500	Non-Starts Revenue
Contributions to Endowment Fund	\$4,000	\$4,000	Non-Starts Revenue
Life member Dues Received	\$1,500	\$1,500	Non-Starts Revenue

TOTAL INCOME \$221,350 \$195,800

Expenses

Local Programs

Mapping/Map Grants	\$2,000	\$4,000	Mapping
Mapping/Pictometry on Line	\$1,800	\$2,000	Mapping
Mapping/US State Dept J Visa Program	\$0	\$2,000	Mapping
Kentucky Orienteering Partnership	\$0	\$4,000	Mapping
E punch Maintenance	\$500	\$500	Starts, Branding
NOD Promotions	\$800	\$500	Starts, Membership, Branding

National Programs

Education/Student Travel Grants	\$0	\$1,000	Starts
Education/Display Fees	\$300	\$1,000	Starts, Membership, Branding
Education Ebsco Insert	\$200	\$200	Starts, Membership, Branding
Education College Development	\$500	\$500	Starts, Membership, Branding
Little Troll Program Development	\$100	\$100	Starts, Membership, Branding
Competitive Awards/Medals	\$2,000	\$4,000	Starts
Marketing Conference Fees/Memberships	\$2,500	\$2,500	Non start Revenue
Website General	\$3,000	\$7,500	Membership, Volunteerism
Website Meet Registration	\$2,000	\$0	Starts
Marketing/Branding/Photography	\$3,300	\$8,000	Starts, Branding
Marketing Publications/Printing	\$1,600	\$3,000	Starts, Marketing, Branding
Online Advertising	\$2,000	\$2,400	Membership, Vol., Non starts rev, Brand

Membership Programs

insurance Premiums	\$16,200	\$27,400	Starts, Membership
ONA Magazine	\$19,500	\$18,000	membership

Team USA Support/Development

SENIOR TEAM

WRE Expenses	\$500		Team USA
WOC Fees Accommodations Board	\$12,000	\$12,000	Team USA
Athlete travel Support	\$3,000	\$3,000	Team USA
Team Sponsored training Camps	\$1,000	\$1,000	Team USA
Uniforms	\$500	\$300	Team USA

Junior Team

JWOC Expenses	\$11,000	\$11,000	Team USA
Athlete travel Support	\$2,000	\$2,000	Team USA
Team Sponsored training Camps	\$1,000	\$1,000	Team USA
Uniforms	\$400	\$400	Team USA

WUOC TEAM			
WUOC Expenses	\$4,000	\$0	Team USA
SKI O TEAM			
WSkiOC Expenses	\$2,000	\$4,000	Team USA
JWSkiOC Expenses	\$2,000	\$4,000	Team USA
Athlete travel Support	\$500	\$1,000	Team USA
TRAIL O TEAM			
WTOC Expenses	\$5,000	\$5,000	Team USA
Administrative and Governance			
B&C/ Board Meeting & Committee Expenses	\$1,400	\$2,000	Starts, Mbrshp, Vol, Maps
B&C/President's Fund	\$1,600	\$1,300	N/A
ED/ Salary and Benefits	\$71,400	\$71,400	All
ED/travel & Office Expenses	\$15,800	\$15,800	All
ED/Payroll Ins, Service & Taxes	\$7,100	\$7,100	N/A
M&A/Office Support	\$18,000	\$18,000	Start, Membership
M&A/Office Expenses	\$3,000	\$2,500	Starts, Membership
Due, Fees, Corporate charter	\$5,600	\$5,600	N/A
Fundraising Expenses	\$3,000	\$4,000	Non Starts Revenue
Background Checks	\$300	\$300	Volunteerism, Team USA
Financial Audit	\$4,000	\$0	
TOTAL EXPENSES	\$234,400	\$261,300	
NET INCOME (OPERATING DEFICIT)	(\$13,050)	(\$65,500)	