

DRAFT
2/26/10

THE CLUB 420 ASSOCIATION, INC.
BOARD OF DIRECTORS MEETING
February 14, 2010

Location: In person at USSCMC/Telephonic

President Robert Salk called the meeting to order at approximately 10:30AM EST and welcomed the Board members and guests.

Attendees: Robert Salk, Pres.
John Barbano, VP
Rob Williams, Secretary
Phil Factor
John Lambert
Mitch Padnos
Cindy Roesler
Jane Machum
Larry MacDonald, North Sails
Ian Bruce, Performance Sailcraft
Steve Perry, Zim Sailing
Michael Zavell, Laser Performance
Bill Crane, Laser Performance

Approval of Minutes

MOTION: by John Lambert to approve the minutes of the January 21, 2010, meeting of the Board of Directors, with such changes as may be appropriate in the judgment of the Secretary.

Second: Phil Factor

Approved unanimously.

Update on Building Manual

Rob Salk reported that he met with Ian Bruce, Michael Zavell and Steve Perry concerning the development of a building manual for the Class. The builders reported that within eight weeks or so they expect to have a building manual that will allow the builders to construct Club 420's under uniform design and manufacturing principles.

Class Administration

Rob Salk addressed the issue of administration of the Class, indicating that he believes the Class would benefit from having a Class Administrator to oversee regattas, venue selection, clinics, marketing and growing Class membership, and other responsibilities,

including many that John Lambert has taken care of for many years. The goal would be to have a part-time Class Administrator who could take on these responsibilities. In order to hire a Class Administrator, the Class would need to address funding the cost. After discussion, a proposal was made to develop a job description for the Class Administrator position, including a list of tasks that would be expected to be accomplished, and then distribute the job description via appropriate channels. John Lambert and John Barbano agreed to assist in the preparation of a job description by outlining the work they have been doing for the Class. Depending on the response to the job description, the Class could consider either hiring a part-time administrator or identifying one or more volunteers who could take on the responsibilities.

Sail Royalties

Rob Salk introduced the topic of charging a royalty on Club 420 sails. The goal would be to increase revenue for the Class for the purpose of providing additional resources to carry out the goals of the Class. Rob Salk introduced Larry MacDonald who attended the meeting in person to discuss sail making for the Class. Larry works for North Sails and oversees, among other things, the Club 420 sails which are manufactured in Sri Lanka. North Sails sells the 420 sails to the manufacturers who in turn distribute them to purchasers of boats and retail stores. After further discussion, John Lambert made the following motion.

MOTION: by John Lambert that Rob Salk, as President of the Class, be and hereby is authorized on behalf of the Class to enter into a contract with North Sails to develop a format by which each sail will bear a silk screened emblem for a royalty fee of \$10 per sail to be collected by the Club 420 Class from buyers of the sails; with the collection of the royalty and the silk screening of the sails to commence as soon as practical after existing inventory has been sold on a schedule approved by North Sails and the Class.

Second: John Barbano

Approved unanimously.

It was agreed that a proper communication would go out to the Class members explaining the Class' need to raise additional funds in order to be able to support, grow and invest in the Class without utilizing the existing resources of the Class. The communication will also point out that Class membership dues are currently only \$15 and are expected to remain at that level. In order to provide the Board with a sense of potential revenue that would be collected through sail royalties, Larry MacDonald agreed to provide the Class with past annual sales figures.

Charters at Club 420 Nationals

The Board undertook a discussion with Bill Crane of LaserPerformance of the need for charter boats at Nationals and the ways in which LaserPerformance can provide an adequate number of charters.

2011 Calendar

John Lambert reported on the tentative regatta schedule for 2011.

Club 420 Logo

Discussion was had regarding a possible change in the Club 420 logo in response to requests from ISAF. It was agreed that there would be further discussion of the topic prior to the Board taking formal action.

Meeting adjourned at approximately 11:30 AM EST.

Respectfully submitted,

Rob Williams
Secretary