UNITED STATES PARACHUTE ASSOCIATION
Board of Directors Meeting, Phoenix, AZ February 19-21, 2010

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1. Call to Order

2. Approval of the Minutes of the Previous Meeting
Minutes were accepted by mutual consent

3. Adoption of the Agenda
The agenda was adopted by mutual consent

4. President's Report
The president welcomed the directors to the winter 2010 meeting and challenged all to continue to promote the sport and serve the members well.

5. Interim Actions of the Executive Committee (Mr. Stokes)
The following interim actions were conducted by the Executive Committee during the period of July 2009 — February 2010, and are now presented for consideration to the board of directors:

**XC Interim Action 7/22/09**
The Competition committee forwarded the following motion:

**Motion 1:** Passed, 20/0/0 (Mr. Stokes)
"Move to change Competition Manual Section 7-1.2.A.3.a to eliminate 'undergraduate.' The sentence will read: ‘…he or she is a full-time student enrolled...’"

**XC Interim Action 7/25/09**
The Safety & Training Committee forwarded the following motion:

**Motion 2:** Passed, 20/0/0 (Mr. Stokes)
"Move to waive SIM BSR Section 2-1 D.1. b Age Requirements, to allow 15-year-old Carson James, DOB 10/18/93, to do a tandem skydive."

**XC Interim Action 8/12/09**
Background: USPA's IPC delegate returned from the last meeting with a change to the allowable number of competitors that each country can bring at the Style and Accuracy World Championships. After extensive discussion with the Style and Accuracy competitors regarding how to select these competitors the men have requested the above selection process be used. They were 100 percent in favor of this process. The women at this time are still not in agreement on or if a change is needed for them. These changes have ramifications on how well a team will place in the overall country standings; each team has different strengths and weaknesses and that is why there is a difference so far. Both are trying to figure out how best to apply the new IPC rule in the U.S. to best benefit how, the U.S. Team places at the World Championships.
No change to how alternates are selected. No change is requested at this time to the USTTF distribution. The Competition committee forwarded the following motion:

**Motion 3:** Passed, 18/0/2 (Mr. Stokes)
"Move that the men’s team will be formed by taking the top three overall competitors, the next two best style competitors, and the next two best accuracy competitors."

**XC Interim Action 8/19/09**
Background: Sara Curtis is competing at the World Cup on the VFS team and is willing to also fill the position as Team Manager for the VFS and AE teams. Because it is a World Cup, the SCM makes no provisions for funding for the Team Manager position, so it will be at no expense to USPA. Based on this, the Competition Committee forwarded the following motion:

**Motion 4:** Passed, 20/0/0 (Mr. Stokes)
"Move to name Sara Curtis as the 2009 VFS /Artistic Team Manager for the 2009 WC in the Czech Republic. This will be at no expense to USPA."

**XC Interim Action 8/19/09**
Background: Albert Berchtold is interested in filling the position as the 2009 Canopy Piloting Team Manager for the 2009 CP WC in South Africa. Because it is a World Cup, the SCM makes no provisions for funding for the Team Manger position, so it will be at no expense to USPA. Based on this the Competition Committee forwarded the following motion:

**Motion 5:** Passed, 20/0/0 (Mr. Stokes)
"Move to name Albert Berchtold as the 2009 Canopy Piloting Team Manager for the 2009 Canopy Piloting WC in South Africa."

**XC Interim Action 9/04/09**
The Safety & Training Committee forwarded the following motion:

**Motion 6:** Passed, 19/1/0 (Mr. Stokes)
"Move to waive SIM section 2-1, J, 5; Tandem jumps into stadiums are prohibited, to allow Frank Casares to take Shannon Sharpe, former Denver Broncos football player on a tandem skydive into the Broncos stadium on September 20, 2009."

**XC Interim Action 9/15/09**
The Safety & Training Committee forwarded the following motion:

**Motion 7:** Passed, 18/2/0 (Mr. Stokes)
"Move to allow Marc Hogue and Nix White to do a tandem jump into Monster Park, (formerly Candlestick) football stadium in San Francisco on Sunday, September 20, for their home opener. The passenger will be wearing the 49ers mascot uniform."

**XC Interim Action 09/23/09**
Background: One of the NTSB recommendations arising from the 2006 fatal Twin Otter crash in Sullivan, Missouri, was that USPA and FAA “work together to conduct the research necessary to determine the most effective dual point restraint systems for parachutists.” Accordingly, USPA has arranged for an October 7 meeting at the FAA Civil Aerospace Medical Institute in Oklahoma City. Attendees will include USPA’s Randy Ottinger, FAA personnel, a PIA representative, a seat belt manufacturer, and two representatives from jump aircraft maintenance shops. We determined it imperative that Randy Allison also attend. Not only does he chair the Group Membership Committee, which is the committee of interest with the issue, but Randy also
has a career background and expertise in automotive restraint systems. The Executive Committee forwarded the following motion:

**Motion 8: Passed, 19/0/1 (Mr. Stokes)**

"Move to approve travel expenses for Randy Allison to attend the October 7 meeting at the FAA Civil Aerospace Medical Institute in Oklahoma City."

**XC Interim Action 09/23/09**

The Executive Committee forwarded the following motion:

**Motion 9: Passed, 20/0/0 (Mr. Stokes)**

"Move to approve travel expenses for Jay Stokes to attend NAA's Fall Award Banquet in Arlington, Virginia, at which Pat Moorehead will receive his FAI Tissander Diploma."

**XC Interim Action 10/03/09**

The Executive Committee forwarded the following motion:

**Motion 10: Passed, 19/0/1 (Mr. Stokes)**

"Move to confirm Ginger Kuhlmann as Team Manager for the 2010 U.S. Team of Style and Accuracy."

**XC Interim Action 11/13/09**

The Executive Committee forwarded the following motion:

**Motion 11: Passed, 19/0/1 (Mr. Stokes)**

"Move to confirm Larry Hill as Team Manager for the 2010 U.S. Formation Skydiving Team."

**XC Interim Action 11/24/09**

The Executive Committee forwarded the following motion:

**Motion 12: Passed, 20/0/0 (Mr. Stokes)**

"Move to authorize the Executive Director to proceed with refinancing the long-term loan secured by USPA Headquarters property with terms of at least five-year loan, 5.98 percent interest, amortization not less than 20 years (as calculated from the date of the original loan) and no prepayment penalty."

**XC Interim Action 12/20/09**

The Executive Committee forwarded the following motion:

**Motion 13: Passed, 20/0/0 (Mr. Stokes)**

"Move to accept the attached documents titled ‘Draft 2010 USPA Operating Budget’ as the interim operating budget for USPA for the period January 1, 2010, through February 21, 2010."

**XC Interim Action 1/11/10**

The Executive Committee forwarded the following motion:

**Motion 14: Passed, 20/0/0 (Mr. Stokes)**

"Move to authorize $600 for travel costs for Jay Stokes to attend the Stefan Banic Gold Medal presentation to former President George H.W. Bush."

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XC Interim Action 1/25/10
The Competition Committee forwarded the following motion:

**Motion 15: Passed, 20/0/0 (Mr. Stokes)**

"Move to direct the U.S. Delegate, Marylou Laughlin, and Alternate Delegate, Larry Bagley, to not support or propose the IPC adopt any wingsuit judging system at this time. If they decide to make presentation on the wingsuit largest formation judging system, the grid that USPA has been using for the last year, it will only be informational as to what experience with it has been, making it clear that the wingsuit community is split on this issue and there is no consensus on how to proceed."

6. Treasurer's Report (Dr. Schlichtemeier)
The investment markets have experienced a tremendous roller-coaster ride during 2009. Fortunately, much of the severe decrease during the first three months of 2009 has been recouped during the last nine months. There should be no complacency with regard to 2010. We have just ended a full decade during which the average annual return to the S&P 500 has been negative, a happening that has only occurred once before, that in the 1920s. And, the return during the last decade has been the worst in the history of the investment markets in the U.S.

USPA Reserve Fund
The USPA Reserve Fund ended 2009 with a balance of $1,845,793. There were, for the first time in three years, no net withdrawals from the Reserve Fund to fund the general operations of the USPA. The change in the Reserve Fund from the end of 2008 is +$248,921 or 15.6 percent. This is less than the 23.5 percent positive return for the S&P 500, but we must consider that the Reserve Fund was almost 60 percent in cash-equivalent securities during the year. Also, the Reserve Fund’s two-year return was -5.8 percent compared to the S&P 500 return of -24.0 percent. This return does not include the $180,000 transferred from the Reserve Fund to General Operations. If the $180,000 is excluded, the Reserve Fund actually gained over $65,000 for the two-year period, a +3.3 percent return, again compared to a -24.0 percent return for the S&P 500.

U.S. Team Trust Fund
The Team Trust Fund (TTF) ended 2009 with a balance of $516,225. The change in value from December 31, 2008, to December 31, 2009, was $172,453. Contributions for 2009 were $16,002, substantially less than an average over the last five years. Income to the TTF for 2009 was $18,855. The income for 2009 was less than the average for the prior five years of $21,735. The severe world-wide economic conditions have led to many companies reducing or eliminating dividends and in attempting to produce a recovery, central banks have forced interest rates to very low levels leading to less interest from fixed-income investments. The counterbalance to this has been the increase in value of several fixed-income instruments, which gave us significant recovery of the market value of the TTF from the levels at the beginning of 2009. No distributions were made from the TTF in 2009.
Long-Term Loan
We continue to make prepayments of principal on the long-term loan representing the mortgage on USPA Headquarters. The end of 2009 balance of $1,184,703 represents a "savings" (due to prepayments) of 37 payments or a total of $423,387 from the total payments that would have been made over the full 20-year amortization period. We are in the process of refinancing the loan to obtain a lower interest rate.

7. Executive Director's Report (Mr. Scott) - Power Point (Attachment A)
Historically at the February meeting, the Executive Director’s report recaps the achievements and challenges of the past year and the goals and challenges for the present year. This year staff directors assisted with presentations. Executive Director Ed Scott started the presentation with an overview of the 2009 goals that were set a year earlier. Nearly every goal was achieved or significant progress made except for the goal of implementing true e-commerce at USPA. The reason was that significant dollars were needed to move forward, but were not in the budget, plus the staff has a very negative experience with the current software vendor and is reluctant to continue doing business with that vendor. Scott pointed out the elements that had all increased in 2009—total membership, new members, licenses, ratings, and revenues were all up; expenses and fatalities were down. The best news is that fatalities totaled only 16 for 2009.

Congratulations go throughout the skydiving community, from the board to the Safety & Training Committee, the Director of Safety & Training, appointed Safety & Training Advisors, instructional rating holders, DZ management and staff, and individual skydivers.

Safety & Training
2009 Accomplishments: There were 16 fatalities in 2009, down 14 from 2008 and bested only by 14 in 1961. USPA was awarded the General Spruance Award from the SAFE (formerly the Survival and Flight Equipment) Association; Director of Safety & Training Jim Crouch received the award on behalf of USPA at the SAFE Symposium in San Diego last October. USPA hosted 55 attendees at an AFF Standardization Meeting in Fredericksburg, Virginia.

2010 Goals and Challenges: For 2010, USPA plans to introduce online training modules, revise the S&TA handbook, and research the apparent increase in student fatalities to determine necessary courses of action.

Government Relations
2009 Accomplishments: Early on, staff submitted comments to the docket in opposition to the TSA Large Aircraft Security Program. USPA has completed our response to the NTSB recommendations on jump aircraft maintenance. A key component was the successful implementation of the aircraft status sheet as part of Group Membership program (which is enjoying near-universal compliance). The Director of Government Relations is currently: chairing the FAA/industry effort to revise Advisory Circular 105-2, which should be completed this year; assisting FAA with safety audit guidance for FAA to evaluate proposed DZ/airport compatibility; and working with FAA CAMI, PIA and industry representatives to research jump aircraft restraint systems. The department helped DZs to resolve issues with ATC in three regions while continuing to assist with airport access for many skydiving operations with increasing success. Finally, we continue to push FAA to complete the DZ digital database.
**2010 Goals and Challenges:** Staff will complete USPA responses to still-pending NTSB recommendations on jump pilot training and proficiency, and on aircraft restraint systems. Once complete, guidance for best practices for the use of restraint systems will be included in FAA Advisory Circular 105-2D, which is being drafted by a working group led by USPA. The FAA safety audit guidance should be completed, giving FAA inspectors ample guidance to assess the compatibility of skydiving operations at airports. Staff continues to oppose the concept of an FAA TSO for AADs, with some manufacturers even suggesting that there may be no real AAD issue for the FAA to review. New airport access issues arrive nearly every week, increasing staff workload. There are plans to add website guidance that will help members better understand their obligation to the process.

**Membership**

**2009 Accomplishments:** As 2009 closed, the membership department continued to witness growth in nearly every area. Membership, at 32,177, is up 2 percent; ratings at 1,853, are up 18 percent; licenses at 4,892, are up 3 percent; but awards, at 597, are down 1 percent. We also improved the daily services to our members due to cross training, which gave us the ability to shift our resources to where they were needed most. In most cases, store orders and e-mail correspondence were processed within 24 hours, renewal and new member applications, as well as licenses and ratings, normally take three to five days. Mailing and shipping charges were reduced by shopping for the best deals and switching our carrier. All of this was achieved with one less staff member.

**2010 Goals and Challenges:** Challenges for 2010 are all based on a change to our current membership database. Due to impending credit card compliance requirements, we must either upgrade our current system or move to another piece of software. Also, to be more efficient and meet the current needs of our members, we must change. To meet these needs, headquarters will bring in a consultant to review our current processes and needs, assist us in creating a proposal for new software, and assist in the selection process as well as the implementation. Once implemented, our new system will provide a better service to our members and free up staff time to focus on other areas.

**Competition**

**2009 Accomplishments:** USPA created the new wingsuit largest formation state and national record category and ratified eight claims in 2009. Attendance at the national skydiving championships and the national collegiate parachuting championships remained strong in 2009 as compared with previous years.

**2010 Goals and Challenges:** With help from the skydiving community, USPA hopes to develop and own an online registration system for all skydiving events in 2010 and beyond. Work continues in 2010 to develop instructions on how to conduct a national skydiving competition event. And all skydiving disciplines will participate in world championships this year; style and accuracy in Montenegro and the rest in Russia.
Communications

2009 Accomplishments: In July 2009, USPA sent out the first “USPA Update” e-newsletter to every member who had an e-mail address on file at headquarters. A second e-newsletter followed “The Professional,” a consolidation of two e-newsletters periodically sent to skydiving professionals. Communications established a relationship with a new vendor, MultiView, that not only lays out and distributes the e-newsletters, but also secures advertisements to run in them. USPA receives a percentage of the ad revenue; there’s additional savings since we no longer pay per subscriber as we had in the past with Constant Contact.

USPA increased its transparency and accessibility through social media efforts in 2009. Through regular posts on Facebook, Twitter and MySpace, USPA encouraged casual communication with its members and provided association updates. Facebook and Twitter have both grown considerably over the past 12 months, while MySpace is becoming a tool of the past. USPA also blogged more in 2009, averaging two blogs per month. Subscriptions to USPA’s YouTube channel increased due to the following video posts in 2009:

1. Select competition rounds during USPA Nationals
2. Sample AFF videos of each category
3. USPA's Skydiving Music Video (SMV) Challenge

The SMV Challenge was introduced in late summer. It encouraged jumpers to submit videos edited to a specific skydiving song, donated by artist Jonay. We received six submissions and posted the top three on our website, asking viewers to vote for their favorite. The winner received a camera helmet, which was donated from Tonfly.

Also in 2009, Parachutist shifted its focus, printing more educational, historical and instructional articles rather than event coverage. Positive feedback from members has been pouring in. To help reduce association expenses, Parachutist cut back the standard issue size by approximately eight pages. Advertising revenue remained about the same in 2009 as 2008.

2010 Goals and Challenges: In 2010, Communications will be expanding advertising options to include more web/print packages. Additional ad revenue will come from SIM, IRM and calendar ad sales. Parachutist Online will be revamped in 2010, providing more online content and an interactive section. We'll also better connect the online version and the printed version. Lastly, we plan to continue our social media efforts and post, Facebook, Tweet and blog more often. We also hope to provide more real-time updates at USPA events.

Sport Promotion

2009 Accomplishments: USPA conducted successful on-site efforts at Nationals to send out press releases to competitors’ hometowns, resulting in coverage on dozens of local TV stations, radio stations, newspapers and news websites. Additionally, “Good Morning America” reported on Nationals, and CBS Sports was on site at Collegiates to film a segment for its show. USPA’s PR consultant, JWalcher Communications, also sent out several other press releases, including one on President Bush’s 85th birthday skydive and a Safety Day announcement. In total, 2009 media coverage of skydiving included more than 1,000 TV stations, 47 newspapers, six magazines, three radio stations and more than 400 websites.
2010 Goals and Challenges: In 2010, USPA wants to pursue more media opportunities to promote skydiving and increase positive media coverage at both the national and local levels, as well as assist Group Member drop zones with their media outreach efforts. Another goal is to develop a multi-year plan for pursuing sponsorship for USPA Nationals events. In an effort to build its membership, USPA will also look for new ways to retain students and A-license jumpers. USPA will also continue efforts to improve the association's image among members, including implementing new ways to communicate with members and get member feedback.

2009 Financials
Ed Scott reviewed the association’s finances and budget results for 2009. USPA ended 2009 with an operational (not counting investments) excess of $4,367, which was $16,299 better than the $11,932 deficit that was budgeted. Counting investments, USPA ended the year with a $255,667 excess. This was a significant turn-around, since both 2007 and 2008 ended with operational deficits exceeding $300,000. In fact, USPA hadn’t enjoyed a budget excess since 2003. Using the financial metrics recently established by Treasurer Lee Schlichtemeier, USPA’s operating margin and operating margin percentage for 2009 are both back in the positive range and at acceptable levels.

USPA’s investment account and two restricted accounts (Airport Access Defense Fund and Team Trust Fund), and the association’s net assets all increased in 2009.

In 2009 USPA’s net assets (net worth) increased by $255,667 to $1,606,339 and USPA’s total assets increased by $393,351 to $4,545,627.

8. IPC Delegate Report (Ms. Laughlin)
The 61st Federation Aeronautique Internationale’s parachuting commission meeting was held in Lausanne, Switzerland, and was hosted by the Federation Aeronautique Internationale. Thirty-three nations were in attendance and three proxies.

Attending from the USA:
IPC Delegate Marylou Laughlin; IPC Alternate Delegate Larry Bagley; Observers: USPA Board member Larry Hill and USPA members Taya Weiss and Steve Sanderson.

FAI:
Following the retirement of Max Bishop, Stephane Desprez, former Competition Director of the 2008 Rugby World Cup in France, has been appointed as the new Secretary General of the FAI from February 1, 2010

WADA:
Max Bishop provided a brief update on WADA. He explained that the FAI is expected to be fully compliant by the end of 2011. The next phase involves “out of competition testing;” The FAI will be expected to select a register of competitors who can be tested at any time. It has been changed from 24/7 and can now specify one hour for each day. Much larger sporting bodies such as the Football Association are fighting this.
Scoring System:
A part of the IPC Strategic Plan is the approval of a Scoring System for 1st Category Events. The timeline for reviewing and selecting a preferred system: the specifications will be decided by February 19, 2010, and there will be an evaluation process during May to September 2010. If the Plenary approves the system at the next Plenary, a contract will be signed, and the system will be tested during 2011 at World Cups in preparation for the official launch at the 2012 Mondial.

World Games:
At the moment it is not certain that parachuting will be included as an “air sport” in the next WG in Cali, Columbia. However, Columbia did express a desire to see parachuting in its event.

World Air Games:
The future objective is to have WAG every two years but the potential host for 2011 has recently withdrawn and the FAI is working hard to find another host and a decision will be made by the end of May 2010.

Style & Accuracy:
No changes to the rules for 2010 because it is a WPC year.

Canopy Piloting:
Unfortunately, there were several serious incidents during the 2009 WC in South Africa, one sadly, a fatality. It is the responsibility of the NAC, within Section 5, to ensure that their competitors are competent and qualified to enter a competition. Two practice jumps were added to help with the safety.

The Rule changes:
Accuracy — The accuracy course has new point spread and one additional scoring zone. A competitor must score at least one water gate and one positive scoring zone to receive a score.
Distance — There is now no penalty for touching the water before the entry gate.
Speed — A new formula for calculating the combined score.

Judges wishing to judge at the 2010 CP WPC should submit their nomination to Pia Berggren, chair of the Judges’ Committee, by February 28, 2010.

Formation Skydiving:
Change to FS and VFS: A handhold by the jumper on their own body within a subgroup is permitted.

Canopy Formation:
The video transmission and recording rules were modified to allow for the new video equipment. AE and FS also adopted the same changes.

The CF Web Challenge: The name has been changed to Web Competition in an attempt to attract more competitors. The 2010 draw is on the IPC website. The deadline for the 2010 CF Web Competition is July 15.
Artistic Events:
Twenty percent of the score will be deducted for the jump if working time cannot be
determined. Judges will watch each jump one time and a second viewing is optional.

Para-Ski:
The Para Ski Committee is working on trying to have Para Ski accepted as a demonstration sport
at the Winter Olympics in 2014 in Russia.

Judging:
The Online Judge Training program will have all disciplines available by the end of this year.

Technical and Safety:
The Incident/Accident Data Collection Tool is now operational and can be used by the NAC’s to
input their data. The CD with the 2008 IPC Safety Survey Report has been given to
Headquarters.

Sporting Code:
Individual Vertical Speed was added as a new Performance Record category.
The Protest Fee has been removed from the individual discipline. Competition Rules and
has been put into Sporting Code Section 5.

Wingsuit:
Ronald Overdijk, the Delegate from the Netherlands, did the introduction on wingsuit flying and
large formation records during the open meeting. Marylou Laughlin, the U.S. Delegate, gave a
presentation on the grid system the USPA adopted and has been using to judge wingsuit large
formation state and national records. Jarno Cordia from the Netherlands presented other systems
for judging wingsuit formations and methods for judging record formations.

A Wingsuit Temporary Working Group was established: The Chair, Jacqui Bruwer, the South
African Delegate; Deputy Chair Larry Bagley, the U.S. Alt Delegate; the third voting
member: Ronald Overdijk; and Advisors: Taya Weiss from the U.S. and Jarno Cordia from
the Netherlands. Larry Bagley wrote the Working Group’s Terms of Reference, which were
approved by the Plenary, and these will be incorporated into the 2010 Internal Regulations.
The Temporary WG will report to the Plenary in 2011.

Ranking System:
Following a proposal from the Netherlands for the creation of a ranking system, a Temporary
Working Group was established, and Niels-Christian Levin Hansen, the Delegate from
Denmark, was appointed as the Chair and it will make a mid-term report to the Bureau.

Menzelinsk, Russia:
FS, CF and AE team should book their reservations early because of the expense of airline
tickets within Russia.
Awards:
Patrice Giradin of France was awarded the FAI Gold Parachuting Medal.

The Leonardo da Vinci Diploma was awarded to Barry McCauley from Canada (the UK proposal for Andy Pook was withdrawn).

IPC Delegate and Alternate Delegate Positions at the IPC:
Marylou Laughlin — Vice President
Chair of the Canopy Formation Committee
Member of Sporting Code Working Group
Advisor to the Canopy Piloting Committee.
Larry Bagley — Deputy Chair of the Wingsuit Temporary Working Group

Calendar of Events: 2010
8th World Cup in Para Ski - Predazzo Bellamonte, Italy, March 9-14, 2010.
19th WPC in Formation Skydiving - Menzelinsk, Tatarstan, Russia, August 1-6, 2010
8th WPC in Artistic Events — Menzelinsk, Tatarstan, Russia, August 1-6, 2010
14th WPC in Canopy Formation — Menzelinsk, Tatarstan, Russia, August 1-6, 2010
3rd WPC in Canopy Piloting - Kolomna, Moscow, August 7-15, 2010
31st WPC in Style and Accuracy — Montenegro, August 28-September 4, 2010

2011
62nd IPC Plenary Meeting — Bar, Montenegro, January 25-30, 2011
13th WPC in Para-ski — Gosau, Austria, February 28-March 5, 2011
17th World Cup of Formation Skydiving — Saarlouis, Germany, August 1-7, 2011
8th World Cup of Artistic Events — Saarlouis, Germany, August 1-7, 2011
6th European and 3rd Junior European Championships Style and Accuracy — Serbia August 21-28, 2011
The current rules will be available at www.fai.org/parachuting

9. Old Business
No old business

10. Business New
A. Selection of dates and location of the winter 2011 USPA BOD meeting
The location for the winter 2011 USPA BOD meeting was discussed by the members of the board. All agreed the BOD meeting should co-locate with the PIA symposium in Reno, Nevada.

Motion 16: Passed, 21/0/0 (Mr. Stokes)
"Move that the winter 2011 USPA Board of Director’s meeting be held in Reno, Nevada, on February 11-13, 2011.”
11. **Committee Reports**

A. Competition Committee

*Chair:* Bill Wenger  
*Members:* Larry Hill, Marylou Laughlin, Kirk Verner, B.J. Worth, Scott Smith, Lee Schlichtemeier  
*Advisors:* Larry Bagley, Vic Johnson, Judy Celaya

I would like to thank committee members Larry Hill, Marylou Laughlin, Kirk Verner, B.J. Worth, Lee Schlichtemeier, Scott Smith, Advisors Craig Stapleton and Vic Johnson, Competition Director Larry Bagley, and members of the wingsuit community.

We had over 60 changes to the SCM proposed from AARs and the last IPC meeting. We discussed all and passed many. We also discussed many other items that I will highlight in my report. These items were discussed and the committee will continue to work on these items between now and our next meeting in July.

- The committee wants to change the amount of the performance bond for the Nationals and make some adjustments to the contract between USPA and the Nationals host.
- HQ will work on refining the sponsorship relationship between USPA and National host. Extensive discussion on Guest competitors status and handling their scores at the Nationals.
- The Committee wants to create an online registration system owned and operated by USPA for all National Championships.
- We are moving forward on writing SOPs for all the SCM sections.
- We had several presentations on wingsuit scoring for records. There are a lot of very strong opinions among them. The committee will continue to improve our present system until a better one is agreed upon by the majority on the wingsuit community. B.J. Worth has agreed to act as a liaison to the wingsuit community on their progression through this growth period.
- A new judge training program was presented by Randy Connell and Gary Tucker. The committee feels that it is worth investigating more extensively than we had time for here at the meeting, so Scott Smith and Judy Celaya will investigate it more.
- It is time to distribute funds from the U.S. Team Trust fund. Lee Schlichtemeier will investigate the amount needed then present an interim action.
- HQ to use electronic media outlets to promote fund raising for the U.S. Team Trust Fund. The committee is collaborating with Skydive Spaceland and HQ to ensure compliance with past Letter of Agreements.
The chair asked the BOD to allow the Competition Committee to approve non-controversial items at the committee level. The items in question now go to the full BOD for approval. Examples include Team Managers and meet directors. The committee will present a list of items in July.

The following are some highlights of our meeting.

− New 10-way dive pool
  Some great new ideas to from the competitors to increase participation in the collegiates.
− Integrated all IPC changes into our rules
− Great presentations on wingsuits to the committee
  Greg Windmiller created a U.S. Team checklist to be used by Team Managers that will be placed in the SOP section of our SCM

The committee forwarded the following motions:

**Motion 17:** Passed, 17/0/2 (Mr. Wenger)
"Move to approve skydive AZ as the host for the 2010 National Collegiate Parachuting Championships."

**Motion 18:** Passed, 18/0/1 (Mr. Wenger)
"Move to name Pam Pangburn as the Team Manager for the 2010 U.S. CF Team."

**Motion 19:** Passed, 18/0/1 (Mr. Wenger)
"Move to accept the list of changes to the SCM."

**B. Constitution & By-Laws**

**Chair:** Mike Mullins  
**Members:** John DeSantis  
  Gary Peek

The committee discussed the “Imperilment Offense.” A tandem pair was imperiled by someone on the ground, but because the person was not “engaged in any phase of skydiving” when he committed the act, no USPA disciplinary action could be taken. The following motion resulted:

**Motion 20:** Passed, 20/0/0 (Mr. Mullins)
"Move to revise Governance Manual 1-6.4.B.3. to read, ‘is so grossly negligent in his conduct or acts as to imminently imperil his fellow skydivers or aircraft or persons or property on the ground, or wantonly disregards the safety of himself or other persons.’"

The committee discussed how a USPA member can resign membership and/or surrender a rating. USPA has no process by which members can surrender their ratings or resign their memberships. The committee discussed policies that allow these options and the following motion resulted:

**Motion 21:** Passed, 20/0/0 (Mr. Mullins)
"Move to amend USPA Governance Manual by adding the following to Section 1.64, after Section C, and renumbering appropriately: Any USPA member who resigns their USPA membership will not be eligible for USPA membership for a period of one year without full board approval. Any USPA Rating Holder that surrenders any USPA rating will not be eligible to hold that rating for a period of one year, must receive full board approval to regain that rating, and..."
must comply with all currency requirements.

The committee discussed and agreed that a proxy effort is in order for the next USPA General Membership Meeting with the goal of implementing an online voting system. The following motion resulted:

Motion 22: Passed, 16/3/1 (Mr. Mullins)
"Move to solicit proxies from the USPA general membership for the sole purpose of amending the USPA By-Laws to allow online voting in the election of USPA Directors."

C. Executive Committee

Chair: Jay Stokes

Members:
Lee Schlichtemeier
Sherry Butcher
John DeSantis
B.J. Worth
Bill Wenger

Advisor: Ed Scott

The Executive Committee met with several agenda items.

Background: Patrick Garcia Manager, DZO of Skydive Sacramento, has been working with USPA since late 2007 to gain access to Lincoln Regional Airport (KLHM), a federally funded airport. The Part 16 has been filed and they are awaiting a ruling.

The national implications are two: the airport requires that the company purchase insurance that does not exist—that covers liability for skydiving accidents—as a condition for landing on the airport and that the company pay the additional cost that the City faces when it purchases coverage that includes skydiving risks on its airport insurance—also as a condition for landing on the airport. If the City of Lincoln is favored, all skydiving at federally funded airports will be affected negatively. Every airport sponsor will have a legal loophole to stop skydiving at their airport. By a finding that an airport cannot set an unattainable condition on airport access, all skydiving organizations benefit. By not requiring that skydiving organizations be the only one to pay for a portion of an airport’s insurance, skydiving organizations are not the victims of financial discrimination.

Mr. Garcia has asked for assistance with the cost to complete the Part 16 action. The total cost for the Part 16 action is approximately $14,000. This number does not include attorney fees for anything unrelated to the Part 16. Mr. Garcia is asking for $7,000 from the Airport Access Fund to assist with these expenses.

Motion 23: Passed, 18/0/0 (Mr. Stokes)
"Move to approve $7,000 from the USPA Airport Access Defense Fund to Patrick Garcia, DZO of Skydive Sacramento, to assist with expenses incurred in a Part 16 action."

The North Central Regional Director came to the Executive Committee for guidance on an issue in his region. The EC agrees the Regional Director has an acceptable plan to manage the situation and encouraged him to follow through with that plan.
The committee discussed reimbursing legal expenses for Larry Bagley. The following motion resulted.

**Motion 24: Passed, 18/0/0**  
*(Mr. Stokes)*  
"Move to reimburse Larry Bagley for legal fees in an amount up to $1,000."

**Sport Promotion Task Force:** Scott Smith, Chair of the Sports Promotion Task Force, reported the following to the full board. The task force met on February 19, 2009. Task Force members in attendance were Scott Smith, Jesse Farrington, B.J. Worth, Randy Allison, Kirk Verner, Marylou Laughlin, and Tom Noonan. USPA Staff in attendance were staff director Nancy Koreen, Ed Scott and Shonda Smith. Several USPA members were also in attendance.

The committee met briefly with Nancy Koreen, the new staff director of sport promotion to discuss areas the task force can focus on. Much of the discussion centered around trying to develop sponsorship for the U.S. Nationals and how to work with the event host in approaching sponsors. The Task Force will work on developing guidelines that can be formalized in this area. Members of the Task Force are excited to have a staff director dedicated to sport promotion and look forward to collaborating with her to develop plans to help grow the sport.

The President reminded everyone that in our life “All failures and all successes create growth.”

**D. Finance and Budget**

**Chair:** Lee Schlichtemeier  
**Members:** Victor Johnson  
Chris Quaintance  
John Goswitz  
Tom Noonan  
**Advisor:** Ed Scott

**2009 Financial Report:** Presented by Mr. Scott in the Executive Director’s Report and also discussed at this meeting. In 2009, there were no net withdrawals from the Reserve Fund to support operations, the first time in three years this has been accomplished.

**2009 Interim Investment Report:** Presented by the Treasurer in the Treasurer’s Report.

**2010 USPA Operating Budget:** The 2010 USPA Draft Operating Budget as presented by Mr. Scott and approved by the Treasurer was presented and reviewed. It was accepted unanimously by the committee. This results in the following motion:

**Motion 25: Passed, 19/0/0**  
*(Mr. Schlichtemeier)*  
"Move to accept the document titled: "2010 USPA Draft Operating Budget as the 2010 USPA Operating Budget."

**Budget Analysis Metrics:** The operating margin for 2009 was 3.9 percent, compared with negative operating margins for 2007 and 2008. The excess margin (operating margin plus investment results) for 2009 was 8.6 percent, which also represents the first positive excess margin during the same time period.
**Investment Strategy:** A review of the current documents was carried out by the committee and they were updated to the current year. New regulations affecting the status of endowment funds in Virginia were reviewed and final comments for changes to the U.S. Parachute Team Trust Fund will be presented to the USPTTF will be presented at the July 2010 board meeting.

**Refinance of Long-term Loan:** The long-term loan representing the USPA Headquarters building mortgage was discussed in the Treasurer’s Report and again at this committee meeting. It has a five-year call on the loan but a 20-year amortization schedule. Because the commercial mortgage market is in considerable stress in the U.S., we are attempting to refinance the loan before it comes due in approximately 15 months. By doing this, we have the advantage of a lower interest rate and extending the call period by almost four years, a time frame in which the commercial loan market should be recovered and also the balance of the loan will be considerably less which would make a complete call on the loan less difficult for the association.

Mr. Scott is in process of finalizing the refinance effort. The refinance effort has already received interim Executive Committee approval and ratification at this meeting by the full board.

**E. Group Member Committee**

**Chair:** Randy Allison  
**Members:** Larry Hill  
John DeSantis  
Jessie Farrington  
**Advisors:** Ed Scott  
Randy Ottinger  
Todd Spillers

**Group Membership Status of Foreign (non-U.S.) Drop Zones**  
Headquarters staff has identified numerous instances and examples of foreign Group Member drop zones that are currently not complying with the BSRs based on website information and member complaints. As has been noted in the past, it is extremely difficult, if not impossible, for USPA’s Director of Safety and Training to enforce the provisions of the Group Member Pledge at these non-U.S. based operations. Specific BSR violations include Paragraph B (Compliance with Federal Regulations), Paragraph D (Age Requirements), Paragraph E (Student Skydivers), Paragraph K (Parachute Equipment) and others. As an example, many of these drop zones offer tandems to students as young as seven years old.

Consequently, the Group Membership Committee will proceed with a motion at the summer 2010 meeting to eliminate non-U.S. drop zones from eligibility for the Group Membership program. In the interim period, headquarters staff will consider a method by which a non-U.S. drop zone can apply for full Group Membership status by assuring through a surveillance program that the drop zone indeed complies with the provisions of the program. It is anticipated that any such surveillance program would likely be funded by the applicant drop zone.
Training Center Program Status Update
USPA’s Training Center program is completing its first year. A program requirement is that participating drop zones submit first-jump student contact information (primarily e-mail addresses) to USPA Headquarters for the purpose of follow-up to encourage the student to return to the drop zone to make additional jump, in pursuit of the “Solo Challenge.”

It has been noted that participating drop zones have not been returning student contact data at a rate consistent with the expectations of the program. A discussion ensued regarding what, if any, action should be taken to improve compliance with the program’s objectives. It was decided that headquarters staff will communicate with participating drop zones to reiterate the request for contact information. We will evaluate results at the winter 2011 meeting and re-evaluate the program at that time.

Initia Proposal
No update on the Initia proposal. An updated is expected at the summer 2010 meeting.

Group Membership Requirements to Host a USPA Rating Course
No changes were recommended to this requirement.

Aircraft Status Sheet as a Condition of Group Membership Renewal
The Director of Government Relations commented on the effectiveness of the organization’s requirement for Group Member drop zones to document aircraft maintenance program execution as a condition of Group Membership renewal. While the vast majority of drop zones have complied without issue, it was noted that some drop zones have objected to the program. Several of these objections have been parlayed into opportunities to educate operators and better assure compliance with the commercial maintenance requirements. The requirement is viewed by headquarters and the committee as a success at this time.

Non-Group Member Drop Zones that Utilize USPA Logo
Headquarters has been dealing with a small number of non-Group Member drop zones that advertise group membership on their websites. The Executive Director discussed the organization’s efforts to bring the offenders into compliance. The Group Membership Committee supports headquarters’ efforts to address this situation and stands ready to assist, should the Executive Director request.

USPA’s Response to NTSB Recommendations on Pilot Training
In response to recent NTSB recommendations regarding the safety of skydiving operations, the Director of Government Relations is working to develop a basic pilot training outline that can be utilized as a public resource document for the community. It is anticipated that this document will be published on the USPA website after development, review and approval.
F. Membership Services

Chair: John Goswitz
Members: Mike Mullins
        Victor Johnson
        Sherry Butcher
        Glenn Bangs
        Gary Peek
Advisors: Larry Bagley
          Ed Scott

The committee met for one hour, and all members and advisors were present with the exception of Mr. Bangs.

The cost of the third-party liability insurance for the members was discussed. The cost for this year is not yet known at this date. Mr. Scott feels that is will be around $245,000 again this year due to the low number of claims paid out last year.

At the prior meeting, the board raised the cost of a lifetime membership for foreign members to $2,500. Mr. Vincent reported since the cost increase went into effect only one person has purchased a lifetime membership.

The committee briefly discussed the possibility of auto-renewal and multi-year memberships, both as a benefit for the members and a cost saving for the association. At this time, the current software is not built to handle such options. This matter will be put on hold until we have software in place that would allow this option.

The committee received a question from a member as too why a D license is required to be awarded Gold Wings etc. when these milestones are reached. The committee and members of the gallery discussed this matter, and after a committee vote (3/1/1), this matter resulted in a motion:

    Motion 26: Failed, 5/14/0 (Mr. Goswitz)
"Move to remove from SIM Section 8-2 C.1.d the letter ‘D’ in reference to the license requirement for freefall and hour awards."

The committee then met in closed session to discuss a nomination for the USPA Achievement Award. The results of this discussion resulted in a motion:

    Motion 27: Passed Unanimously (Mr. Goswitz)
"For almost a half-century of total commitment to USPA as a board member, officer, executive director, and skydiving museum trustee, providing unparalleled leadership, vision and lasting stability, move to present the USPA Lifetime Achievement Award to Christopher J. Needels.”
G. Nominations & Elections

Chair: Ed Dixon  
Members: B.J. Worth  
          John DeSantis  
          John Goswitz  
          Glenn Bangs  
          Randy Allison  
          Gary Peek  
Advisor: Larry Bagley

The Nominations & Elections Committee met in conjunction with Constitution & By-Laws. Members of the Committee present were Ed Dixon, Chair; Larry Bagley, Advisor; B.J. Worth, Gary Peek, John Goswitz, John DeSantis and Randy Allison. Glen Bangs was not present.

We started with a discussion of costs of previous elections and costs expected for online voting/balloting. The following motion was presented:

Motion 28: Passed, 15/3/1 (Mr. Dixon)  
“Motion to allow the Executive Director to negotiate and purchase the E-Ballot system for the purpose of allowing online voting in the 2010 General Election as soon as the required number of proxies are received.”

H. Regional Directors

Chair: Jessie Farrington  
Members: All Regional Directors

Regional Directors met for a short hour. Safety Day is always a priority of this committee. Headquarters is working on two new interactive activities for Safety Day. They will be posted on the website soon. All the usual information to assist in hosting a Safety Day event is available to DZs and S&TAs on the website. The committee would like to see continued emphasis on canopy piloting. We believe the educational process is working to help solve high-speed canopy collisions and related fatalities. The committee would like DZs to include a section on wingsuit safety this year. Jumpers need to be made aware of the new BSR regarding the requirement to have 200 jumps before attempting to use a wingsuit. The SIM and the website will reflect new recommendations for first wingsuit jump instruction.

Headquarters continues their request of Regional Directors to assist in getting incident reports from the field. Safety and Training feels it is imperative to gather this information so they can track trends and disseminate information in an effort to help prevent similar incidents.

It was brought to the attention of the committee the constituents feel we should be taking more 1-6 disciplinary actions. It is the consensus of this committee that all available options to correct behaviors and bring members into compliance should be used before initiating 1-6 actions.
I. Safety & Training

Chair: Todd Spillers

Members: Mike Mullins
          Randy Allison
          Randy Schroeder
          Tom Noonan
          Sherry Butcher
          Jessie Farrington

Advisers: Mike Turoff
          J.P. Furnari
          John Hawke
          Gary Peek

The committee discussed raising the minimum requirements needed to earn a USPA rating. The committee felt that the minimums are currently satisfactory and no action was taken. This topic led the committee to make several other improvements in the instructional program.

The committee discussed recommendations for probationary periods for new rating holders. The discussion included new tandem instructors having limitations for the first 25 jumps. These limitations could include taking students who are similar in height and weight to the tandem instructor and jumping only in light to moderate winds with a small gust range. United Parachute Technologies and Jump Shack have both used probationary periods for new tandem candidates. Limits could also be recommended for coaches, static-line, IAD and AFF instructors to work under the supervision of more experienced instructors after earning a new rating. The staff will propose recommendations for the July manual edits.

The committee considered the following motion; the need for a time or experience requirement as a USPA Coach before attending an instructor rating course to earn an instructor rating.

Motion 29: Passed, 19/1/0 (Mr. Spillers)

"Move to change IRMAFF Instructor Rating Course Section 1, Introduction and Orientation A.

4. g. Must have held any USPA Instructional Rating or the FAI equivalent for a period of 1 year, or have made 500 skydives."

The committee discussed improving the level of instruction by Coach Examiners in Coach Courses being offered to the membership. The IERC is designed to provide a high level of training for all course Examiners. The following motion resulted:

Motion 30: Passed, 19/1/0 (Mr. Spillers)

"Move that all current Coach Examiners that have not previously attended an IERC or AIC must successfully complete an IERC by July 1, 2012, in order to renew the Coach Examiner rating."

The committee discussed if an S&TA should have the responsibility to report any student injury (requiring a hospital visit) or firing of an automatic activation device (AAD). The goal is to accurately track and assess our ratings programs. USPA needs to know about incidents involving students, particularly those involving an AAD firing or serious injury to the student. While not all such incidents point to instructor deficiency, some might, and without required reporting USPA will not learn of these incidents. No action was taken at this time.
The committee discussed that modern main canopies often require 800 feet or more to fully inflate. Reserve deployments have also taken more time to inflate recently, with several jumpers running out of altitude before the reserve could fully open and inflate. Low pulls and no pulls continue to cause fatalities each year. The committee discussed the fact that minimum deployment altitudes are just that “minimums” and no action was taken. The committee encourages USPA to provide education regarding opening speeds of parachutes and continuous equipment maintenance.

SIM and IRM Updates: Suggested edits to the SIM and IRM should be submitted for inclusion in the 2011-2012 SIM and IRM editions. Manual review tasks were assigned with a goal for all recommendations to be completed by May 31, 2010.

Randy Allison reported on activities of the Wingsuit Training Subcommittee. The subcommittee convened a meeting on Friday evening with Directors Schroeder, Noonan, Allison, Butcher, Stokes, and five representatives of the wingsuit industry/community. Outcomes as follows: The subcommittee reported high concern with minimum requirements for wingsuit first flight students. Extensive discussions occurred regarding current wingsuit trainers performing first flight courses for skydivers that do not meet current USPA minimum jump recommendations. The following motion resulted and is supported by the wingsuit leaders in attendance.

**Motion 31: Passed, 18/2/0 (Mr. Spillers)**

"Move to add to SIM Section 2-1.J Extraordinary Skydives a new item 6. Persons performing wingsuit jumps must have at least 200 skydives and hold a current USPA license (E)."

The subcommittee recommends that the draft First Flight Protocol, which was placed on the USPA website after the summer 2009 board meeting in Dallas, be included in Section 6-9 at the next printing of the USPA SIM. The First Flight Protocol will be edited and presented as an interim action by Safety and Training for inclusion as soon as practical.

The subcommittee recommends adopting a formalized USPA wingsuit trainer designation. The designation and guidance for instruction is to be included in SIM Section 6-9 at a future date. The guidance will recommend that only USPA Coach rating holders who also possess a wingsuit manufacturer’s instructional endorsement be designated as qualified to conduct first flight courses. The subcommittee will work with the wingsuit community to achieve manufacturer consensus and report status and recommendations at the summer 2010 USPA Board meeting.

The committee discussed if the requirement for 1,000 jumps to be covered on stadium demo jumps by the USPA demo insurance policy be dropped. Insurance Technologies and Programs reports this was a USPA requirement, not an ITP requirement. If USPA eliminates the requirement ITP will consider it as no longer required.

**Motion 32: Passed, 12/7/1 (Mr. Spillers)**

"Move to remove the 1000 jump requirement to obtain demonstration jump insurance for jumps into stadiums."

U.S.P.A. Board of Directors Meeting, Phoenix, Arizona, February 19-21, 2010 Page 23 of 38
The committee discussed clarifying the “Imperilment Offense” which would revise Governance Manual 1-6.4.B.3. A tandem pair was imperiled by someone on the ground, but because the person was not “engaged in any phase of skydiving” when he committed the act, no USPA disciplinary action could be taken. The committee agreed the section should be changed to read, "Is so grossly negligent in his conduct or acts as to imminently imperil his fellow skydivers or aircraft or persons or property on the ground, or wantonly disregards the safety of himself or other persons.” After committee agreement, this issue was passed to Constitution & By-Laws.

The committee discussed USPA member resignation and rating surrender. USPA has no process by which a member can surrender their rating or resign their membership. The committee discussed policies that allow these options and describe the timing and process for reinstatement. The committee recommendations were forwarded to the Constitution & By-Laws Committee.

The committee discussed the USPA Proficiency Card and signature authority for coaches and instructors for the various items listed on the card. The following motion resulted.

Motion 33: Passed, 19/1/0 (Mr. Spillers)
"Move to allow a USPA Coach to train, supervise, observe and sign off the Emergency Procedure Review, Equipment, Rules and Recommendations, and Spotting and Aircraft sections and the category quizzes in all categories. Appropriate language changes in the SIM supporting this change will be included in the manual review for updates at the July 2010 meeting.”

The committee discussed tandem demos into stadiums. The committee was advised of FAA guidance against tandems into stadiums. We believe it would be imprudent to grant waivers that contradict this guidance. Staff was asked to seek addition guidance from the FAA and ask that their guidance be amended to match to USPA BSRs. The following is from the FAA’s 8900 Guide for the certificate of authorization process for FSDOs:

3-150 PARACHUTE DEMONSTRATIONS.
F. Tandem Jump Demonstration.
1) Tandem jumps will only be authorized in open field and Level I landing areas.
2) The tandem jump master must be approved by the USPA to conduct tandem jumps.
3) The passenger (or “rider”) requires no previous jump experience or license.


The committee discussed a tandem student definition. The following motion resulted:

Motion 34: Passed, 20/0/0 (Mr. Spillers)
"Change SIM Glossary, page 223 to read. ‘TANDEM JUMPING or TANDEM SKYDIVING: A method of skydiving, typically used for training student skydivers, where one skydiver shares a tandem parachute system with another. TANDEM STUDENT: Any person making a tandem skydive who has not been issued a USPA A License. TANDEM JUMP or TANDEM SKYDIVE: Any skydive made using a tandem parachute system.’ Page 219 to read: ‘JUMPER: see SKYDIVER and JUMP: see SKYDIVE.’ Page 221 to read: ‘PASSENGER PARACHUTIST: A person who boards an aircraft, acting as other than the parachutist in command of a tandem parachute operation, with the intent of exiting the aircraft while in flight using the forward harness of a dual harness tandem parachute system to descend to the surface.’
FAR 105 definition add: ‘USPA further defines the passenger parachutist as either a licensed skydiver or a tandem student.’

Individual Waiver Requests
Hitoshi Yamada, #77975, requests to retain his Instructor Examiner status as an honorary rating. He is no longer able to skydive due to a physical limitation but requests that he be able to retain the IE Ratings on his membership card. He is a lifetime member and currently holds AFF, static line and IAD Instructor Examiner ratings as well as a Coach Examiner.

**Motion 35: Passed, 20/0/0** *(Mr. Spillers)*
"Move that Hitoshi Yamada, member# 77975, be issued an Honorary IE rating on his USPA membership card."

Steve Verner, #74663, requests to waive the requirement of attending an AFF Standardization Meeting in order to be added as an AFF Instructor Examiner. Steve lives in New Zealand from November through May and in the U.S. from May through November. Because the meetings are held in the winter, he says he is unable to attend. He has met all of the other requirements for the AFF IE rating. The committee discussed his request and took no action.

Matthew Mullins and Mike Barron both submitted a request to waive BSR 2-1 D.l.b (age requirement). Matthew Mullins withdrew his waiver request. The request from Mike Barron resulted in the following motion.

**Motion 36: Failed, 6/12/0** *(Mr. Spillers)*
"Move to waive BSR 2-1 D.1 b (16 years of age) for Dillon Barron."

OoPee Luomajoki submitted a waiver request to become a USPA Tandem IE with less than 500 tandem jumps. The following motion resulted.

**Motion 37: Passed, 20/0/0** *(Mr. Spillers)*
"Move to waive IRMIE C. 2. d. 2 completed at least 500 actual tandem jumps to become a USPA Tandem IE for OoPee Luomajoki, # 139378."

**Motion 38: Passed, 19/0/0** *(Mr. Spillers)*
"Move to Amend Safety & Training Motion #6: Add to tandem jump or tandem skydive any skydive made using a tandem parachute system to say ‘With a tandem student or licensed skydiver attached.’"

The committee discussed concerns that were voiced regarding a safety article in Parachutist. The article highlighted unsafe pilot operations. Safety & Training Committee believes it is appropriate for staff to address the safety of pilot operations.

**12. Adjournment**

The next meeting of the USPA Board of Directors is July 16-18, 2010, in the Boston area.

**Motion 39: Passed unanimously (Mr. Goswitz)** "Move to adjourn."
The meeting was adjourned at 12:25 p.m. on Sunday, February 21, 2010.

Respectfully submitted,
Sherry Butcher, Secretary
April 24, 2010

**ATTACHMENT A:**

![2010 USPA Winter Board Meeting](image)

**Goals for 2009**

- Cap and reverse the rise in skydiving fatalities ✓
- Maintain current membership levels ✓
- Increase non-dues revenue as a percentage of overall revenue ✓
- Get more first-jump customers to come back ✓
- Increase the number of instructional ratings issued ✓
- Promote USPA's National and Collegiate Championships ✓
- Fully implement e-commerce between USPA and its members ✗
- Solidify USPA's influence with FAA to improve airport/airspace access ✓
- Increase public exposure to skydiving check ✓
- Increase communication among members, board, and staff ?
Received the SAFE Foundation General Spruance Award for Improving Safety through education

Hosted AFF Standardization Meeting For 46 members

PIA Symposium Presentations

Safety and Training 2010 Goals and Challenges

Produce Online Training Modules for at least three different Subject areas

Revise S&A Handbook
Address the rise in student fatalities in the last decade.

Continue to work towards reducing fatalities overall.
Government Relations
2009 Accomplishments

Completed USPA response to NTSB recommendations on jump aircraft maintenance

Successfully implemented aircraft status sheet as part of Group Membership

Comments to the docket in opposition to the TSA Large Aircraft Security Program

Began chairing the FAA/industry effort to revise Advisory Circular 105-2

Began assisting FAA with safety audit guidance for FAA to evaluate proposed DZ/airport compatibility

Convened group to research jump aircraft restraint systems with FAA CAMI, PIA, and industry

Continue assisting with airport access for skydiving operations with increasing success
Helped DZs to resolve issues with air traffic control in three different regions

Continue to push FAA to complete drop zone digital database

Government Relations 2010 Goals and Challenges

Complete the response to NTSB recommendations on jump pilot training, recurrency, and proficiency

Complete the response to NTSB recommendations on jump aircraft restraint systems
Conclude collaboration on the FAA safety audit matrix, to be incorporated into FAA inspector guidance

Conclude work with FAA and PIA on the revision of Advisory Circular 105-2

Continue with PIA and AAD manufacturers in opposition to the idea that AADs need to be TSOd by the FAA

Enhance web-based assistance with airport/airspace access and FAA airport compliance issues

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Membership
2009 Accomplishments

Show comparison of memberships, licenses, and instructional ratings processed for the year, in comparison to years past

Improved membership, license, and ratings service to 3 to 5 days (compared to 2 to 3 weeks) while absorbing the duties of two departments
### Membership Numbers

**Membership Over the Last Two Years.**

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**Ratings Over the Last Two Years.**

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**Licenses Over the Last Two Years.**

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**Awards Over the Last Two Years.**

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**Staffing**

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### Licenses

![License Graph](image-url)

- **A**
- **B**
- **C**
- **D**

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U.S.P.A. Board of Directors Meeting, Phoenix, Arizona, February 19-21, 2010 Page 33 of 38
Instructional and PRO Ratings

Monday Morning Paperwork

Online Memberships

Online Store Orders
Was 2-3 Weeks

With added S&T and GM Responsibilities and Fewer Staff

Now 3-5 DAYS

Address change and Store Order 1 Day Process was 1 week

Shipping and Mail Costs Down by vendor shopping

Cross Trained Staff

For Better Coverage
Membership

2010 Goals and Challenges

(All dependent on upgrading the database)

• Real-time processing of online address changes

• Multi-year membership—This is something our members have requested and it would save money by not having to send annual renewals

• Continuing (automatic) membership renewal—This has also been requested by our members and eliminates staff time, reduces cost, and provides improved service

• Electronically notify members of renewal—Reduces use of paper renewal notices and eliminates staff time, reduces cost, and provides improved service
Competition
2009 Accomplishments

2009 Records

• Collegiates Largest Formation
• Collegiates 4-way Longest Sequence
• 7 Wingsuit Formation
• 8 Most Number of Jumps in a Day
• 1 Female Most Number of Jumps in a Day
• Develop USPA Online Nationals/Collegiates Registration

• Draft “How to Host a USPA Event (Nationals, Collegiates, CP)” Manual

• Comp: WPCs in all disciplines; wingsuit records
Communications
2009 Accomplishments

• created two revenue-generating e-newsletters
• offered first video challenge
• increased USPA’s transparency and accessibility through social media efforts
• shifted focus of Parachutist to more educational, historical and instructional articles in rather than event coverage
• reduced printing and shipping costs for Parachutist
• maintained ad revenue despite struggling economy

USPA E-Newsletters

July 2009 Debut

“USPA Update”
• E-mailed to all members (~24,000)
• Sent around 15th of month
• About 40% open rate

“The USPA Professional”
• E-mailed to DZO’s, S&TAs and rating holders (~4,100)
• Sent around 1st of month
• About 45% open rate
Connecting to USPA

- **Facebook**
  - Created March 2009
  - Total fans: ~6,300
  - Avg. 500-plus new fans each month.

- **WordPress**
  - Created July 2008
  - Total blogs: 47
  - Avg. 2-plus per month

- **Twitter**
  - Created March 2009
  - Total followers: ~600
  - Avg. 60-plus new followers each month.

- **YouTube**
  - Created July 2008
  - Total subscribers: ~200
  - View spikes for Nationals, AFF and SMV Challenge videos

- **MySpace**
  - Created January 2007
  - Total followers: ~2,600
  - Avg. ~10 friends each month.

- **LinkedIn**
  - Created November 2007
  - Total members: ~620
  - Avg. 5 new members a month

---

**Skydiving Music Video Challenge**

- **Peter Biro (Winner)**
  - 799 votes (46%)
  - Views on YouTube: ~3,350

- **Ori Kuper (2nd Place)**
  - 527 votes (31%)
  - Views on YouTube: 3,735

- **Atif Hussain (3rd Place)**
  - 398 votes (23%)
  - Views on YouTube: 3,930
**Parachutist Advertising**

![Graph showing Parachutist Advertising](image)

- expand advertising options and increase ad revenue
- provide real-time updates at USPA events
- make uspa.org more interactive and catered to our members
- update *Parachutist* online and better connect it to the printed version
- expand our *Parachutist* reporter base and run more technical articles
- post more news and videos, Facebook, tweet, blog, etc. more frequently

**Communications**

**2010 Goals and Challenges**

- expand advertising options and increase ad revenue
- provide real-time updates at USPA events
- make uspa.org more interactive and catered to our members
- update *Parachutist* online and better connect it to the printed version
- expand our *Parachutist* reporter base and run more technical articles
- post more news and videos, Facebook, tweet, blog, etc. more frequently
Sport Promotion
2009 Accomplishments

• CBS Sports’ coverage of Collegiates, and “Good Morning America” coverage of USPA Nationals
• Successful on-site efforts at Nationals to send out press releases to competitors’ hometowns; resulted in coverage on dozens of local TV stations, radio stations, newspapers and news websites
• 2009 media coverage of skydiving included more than 1,000 TV stations, 47 newspapers, 6 magazines, 3 radio stations and more than 400 websites
• “President Bush, Sr.’s 85th Birthday Skydive Will Inspire Skydivers of all Ages” press release in June 2009 featured in multiple media outlets
• 2009 media coverage of skydiving included more than 1,000 TV stations, 47 newspapers, 6 magazines, 3 radio stations and more than 400 websites

• “President Bush, Sr.’s 85th Birthday Skydive Will Inspire Skydivers of all Ages” press release in June 2009 featured in multiple media outlets

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**Sport Promotion 2010 Goals and Challenges**

- Develop multi-year plan for pursuing sponsorship for USPA Nationals events
- Assist Group Member drop zones with their media outreach efforts
- Continue efforts to improve USPA’s image among members, including implementing new ways to communicate with members and get member feedback
- Pursue more media opportunities to promote skydiving and increase positive media coverage at both the national and local levels
- Look for new ways to retain students and A-license jumpers
Develop multi-year plan for pursuing sponsorship for USPA Nationals events

Pursue more media opportunities to promote skydiving and increase positive media coverage at both the national and local levels

• Assist Group Member drop zones with their media outreach efforts

• Continue efforts to improve USPA’s image among members, including implementing new ways to communicate with members and get member feedback

• Look for new ways to retain students and A-license jumpers
### 2009 Financials

<table>
<thead>
<tr>
<th></th>
<th>Actual 2009</th>
<th>Budgeted 2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Operational Revenue</td>
<td>2,846,111</td>
<td>2,832,365</td>
</tr>
<tr>
<td>Expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total expense</td>
<td>2,841,744</td>
<td>2,844,297</td>
</tr>
<tr>
<td>Excess (Deficit)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operational revenue over expenses</td>
<td>4,367</td>
<td>(11,932)</td>
</tr>
<tr>
<td>Non Operational Activity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest &amp; Dividends</td>
<td>42,706</td>
<td>5,000</td>
</tr>
<tr>
<td>Total Investment Gains/(Losses)</td>
<td>208,594</td>
<td>0</td>
</tr>
<tr>
<td>Total Non Operational Activity</td>
<td>251,301</td>
<td>5,000</td>
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<tr>
<td>Excess (Deficit)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue over expenses</td>
<td>$255,667</td>
<td>($6,932)</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Excess (Deficit)</td>
<td>($309,355)</td>
<td>($306,909)</td>
<td>$4,367</td>
</tr>
<tr>
<td>Total Excess (Deficit)</td>
<td>($280,429)</td>
<td>($485,526)</td>
<td>$255,667</td>
</tr>
</tbody>
</table>

#### Operating Excess (Deficit)

![Graph showing operating excess (deficit) from 2006 to 2010 with a peak in 2007 and a significant deficit in 2008.]
Operating Margin

Total Revenue
Deduct:
  Investment Gain/Loss
  Investment Income
  Contributions
= Total Operating Revenues (TOR)

Total Expenses
Deduct Depreciation
= Total Operating Expenses (TOE)

TOR – TOE = Operating Margin
% Operating Margin

Total Operating Revenues – Total Operating Expenses

\[
\text{(Total Operating Revenues) \times 100} \quad = \quad \text{Operating Margin (\%)}
\]
### Investment Reserves

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>$1,095,209</td>
</tr>
<tr>
<td>2002</td>
<td>$1,065,616</td>
</tr>
<tr>
<td>2003</td>
<td>$927,404</td>
</tr>
<tr>
<td>2004</td>
<td>$945,182</td>
</tr>
<tr>
<td>2005</td>
<td>$930,688</td>
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<tr>
<td>2006</td>
<td>$2,137,619</td>
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<tr>
<td>2007</td>
<td>$1,960,462</td>
</tr>
<tr>
<td>2008</td>
<td>$1,596,873</td>
</tr>
<tr>
<td>2009</td>
<td>$1,845,794</td>
</tr>
</tbody>
</table>

### AAD Fund

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>$93,340</td>
</tr>
<tr>
<td>2002</td>
<td>$97,248</td>
</tr>
<tr>
<td>2003</td>
<td>$88,843</td>
</tr>
<tr>
<td>2004</td>
<td>$92,417</td>
</tr>
<tr>
<td>2005</td>
<td>$106,233</td>
</tr>
<tr>
<td>2006</td>
<td>$127,706</td>
</tr>
<tr>
<td>2007</td>
<td>$157,819</td>
</tr>
<tr>
<td>2008</td>
<td>$185,423</td>
</tr>
<tr>
<td>2009</td>
<td>$203,814</td>
</tr>
</tbody>
</table>

### Team Trust Fund

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>$423,005</td>
</tr>
<tr>
<td>2002</td>
<td>$426,935</td>
</tr>
<tr>
<td>2003</td>
<td>$440,954</td>
</tr>
<tr>
<td>2004</td>
<td>$503,290</td>
</tr>
<tr>
<td>2005</td>
<td>$508,572</td>
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<tr>
<td>2006</td>
<td>$343,772</td>
</tr>
<tr>
<td>2007</td>
<td>$516,226</td>
</tr>
</tbody>
</table>

### Net Assets

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>$2,018,496</td>
</tr>
<tr>
<td>2002</td>
<td>$2,069,476</td>
</tr>
<tr>
<td>2003</td>
<td>$2,207,098</td>
</tr>
<tr>
<td>2004</td>
<td>$1,190,677</td>
</tr>
<tr>
<td>2005</td>
<td>$1,103,445</td>
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<tr>
<td>2006</td>
<td>$2,116,627</td>
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<tr>
<td>2007</td>
<td>$1,836,199</td>
</tr>
<tr>
<td>2008</td>
<td>$1,350,672</td>
</tr>
<tr>
<td>2009</td>
<td>$1,606,339</td>
</tr>
</tbody>
</table>

### Net Worth

#### Current Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>12/31/2009</th>
<th>12/31/2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>237,847</td>
<td>169,724</td>
</tr>
<tr>
<td>Refunds payable</td>
<td>(220)</td>
<td></td>
</tr>
<tr>
<td>401k Payable</td>
<td>17,329</td>
<td>17,693</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>4,081</td>
<td>4,262</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1,495,548</td>
<td>1,330,586</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Current Liabilities</td>
<td>1,754,585</td>
<td>1,522,265</td>
</tr>
</tbody>
</table>

#### Non-current Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>12/31/2009</th>
<th>12/31/2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Note payable</td>
<td>1,184,703</td>
<td>1,279,338</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Non-current Liabilities</td>
<td>1,184,703</td>
<td>1,279,338</td>
</tr>
</tbody>
</table>

#### Total Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>12/31/2009</th>
<th>12/31/2008</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2,939,287</td>
<td>2,801,603</td>
</tr>
</tbody>
</table>

#### Net assets

<table>
<thead>
<tr>
<th>Description</th>
<th>12/31/2009</th>
<th>12/31/2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>1,606,339</td>
<td>1,350,672</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>1,402,525</td>
<td>1,165,249</td>
</tr>
<tr>
<td>Restricted</td>
<td>203,814</td>
<td>185,423</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total net assets (Net Worth)</td>
<td>$1,606,339</td>
<td>$1,350,672</td>
</tr>
</tbody>
</table>
### Finances

#### Total Assets

<table>
<thead>
<tr>
<th></th>
<th>12/31/2009</th>
<th>12/31/2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating and restricted cash</td>
<td>$342,067</td>
<td>$77,241</td>
</tr>
<tr>
<td>Restricted AAD Fund</td>
<td>$203,814</td>
<td>$185,423</td>
</tr>
<tr>
<td>-</td>
<td>-</td>
<td>545,881</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>$51,313</td>
<td>$56,805</td>
</tr>
<tr>
<td>Inventory</td>
<td>$46,090</td>
<td>$32,902</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>$80,006</td>
<td>$128,545</td>
</tr>
<tr>
<td>Total current assets</td>
<td>$723,290</td>
<td>$480,616</td>
</tr>
<tr>
<td>Investments, at fair market value</td>
<td>$1,845,794</td>
<td>$1,596,873</td>
</tr>
<tr>
<td>Fixed assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land - HQ</td>
<td>$302,061</td>
<td>$302,061</td>
</tr>
<tr>
<td>Building and improvements</td>
<td>$1,840,371</td>
<td>$1,840,371</td>
</tr>
<tr>
<td>Computer equipment and software</td>
<td>$321,363</td>
<td>$363,564</td>
</tr>
<tr>
<td>Furniture, fixtures and equipment</td>
<td>$119,984</td>
<td>$182,600</td>
</tr>
<tr>
<td>Intellectual Property</td>
<td>$25,000</td>
<td>$25,000</td>
</tr>
<tr>
<td>-</td>
<td>2,608,779</td>
<td>2,713,596</td>
</tr>
<tr>
<td>Less accumulated depreciation</td>
<td>$(632,236)</td>
<td>$(638,809)</td>
</tr>
<tr>
<td>Total fixed assets</td>
<td>$1,976,543</td>
<td>$2,074,787</td>
</tr>
<tr>
<td>Total assets</td>
<td>$4,545,627</td>
<td>$4,152,276</td>
</tr>
</tbody>
</table>