United States Parachute Association Minutes:
Board of Directors Meeting, Nashua, New Hampshire
July 16-18, 2010

1. Call to Order

2. Approval of the minutes of the previous meeting
The minutes of the previous meeting were adopted by mutual consent.

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

4. President's Report (Mr. Stokes)
The President welcomed the directors to the meeting and challenged all to continue to promote the sport and serve the members well in this term.

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

XC Interim Action 3/2/10
The Safety & Training Committee forwarded the following motion:

Motion 1:  Passed 20/0/0  (Mr. Stokes)
“Move to make the change in the IRM AFF 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 one year or have made 500 skydives’ effective August 1, 2010.”

XC Interim Action 3/29/10
These changes to the SCM address recommendations from the AAR of the Controller from the U.S. Nationals. These changes were not addressed at the BOD meeting but are important to bring the SCM up to date. In addition, there are several other items that were missed at our last meeting. The Competition Committee forwarded the following motion:

Motion 2:  Passed 20/0/0  (Mr. Stokes)
“Move to accept changes to the SCM described on attached sheet: Attachment A.”

XC Interim Action 3/29/10
Some changes by the AAR of the Controller from the U.S. Nationals were not addressed at the BOD meeting but are important to bring the SCM up to date. Several other items are addressed. The Competition Committee forwarded the following motion.
Motion 3: Passed 20/0/0 (Mr. Stokes)
“Move to distribute the U.S. Team Trust Fund dollars to the appropriate teams per the SCM Section 11-2 in the sum of $30,665.”

XC Interim Action 3/29/10
Marylou Laughlin was asked to be the Team Manager by China to do a CF demonstration jump in China. The team will be chosen from the order of standing from CF at the last U.S. Nationals. This is not a competition and no TTF money or USPA money will be used. The Competition Committee forwarded the following motion:

Motion 4: Passed 18/0/2 (Mr. Stokes)
“Approve Marylou Laughlin as Team Manager for the U.S. contingent going to do a demonstration jump in China.”

XC Interim Action 04/25/10
The National Skydiving Museum has established a Skydiving Hall of Fame and created a selection committee to nominate and select appropriate individuals for the Hall of Fame. Attached are the criteria for selection to the Skydiving Hall of Fame. Bill Wenger has been appointed by the USPA Executive Committee to serve as USPA’s representative on the selection committee, which meets on May 5.

Motion 5: Passed 17/1/1 (Mr. Stokes)
“Move to grant Bill Wenger funds of $500 to attend this meeting as our representative.”

XC Interim Action 05/02/10
In accordance with the plan for two USPA-provided displays for the exhibition area at the August 13-15, 2010, Kittinger celebration in DeLand, Florida, the Executive Committee forwards the following motion:

Motion 6: Passed 20/0/0 (Mr. Stokes)
"Move to allow $3,500 to be allocated to develop and ship the display materials to and from DeLand, and to cover travel expense for two staff members.”

XC Interim Action 05/05/10
Ian Bobo has volunteered to be the Team Manager for the U.S. CP Team. He is a member of the PD Factory Team, former member of the U.S. Team and very qualified to do the job. The Competition Committee vote was 100 percent for him.

Motion 7: Passed 20/0/0 (Mr. Stokes)
“Move to appoint Ian Bobo as TM for the U.S. CP Team.”

XC Interim Action 05/18/10
The IPC changed the status of the VFS from a World Cup to a World Championship. If it had remained a World Cup, the competitors would not have been eligible for U.S. Team funding. Since the IPC changed it to a World Championships at the last minute, the Competition Committee must change the SCM so they are eligible for funding. The committee planned on making this next year but must act now. The Competition Committee brought the following motion:

Motion 8: Passed 20/0/0 (Mr. Stokes)
“Change SCM 11-2.6.A.2 the number 19 to 24.”
Motion 9: Passed 20/0/0 (Mr. Stokes)

“Move to appoint Larry Bagley as the Head of Delegation for the 2010 U.S. Team in Russia”

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

“Move that Pam Pangburn takes over as Team Manager for Marylou Laughlin for the U.S. CF Team that is doing a CF demo in China.”

6. Treasurer’s Report (Dr. Schlichtemeier)

The USPA Reserve Fund balance as of June 30, 2010, was $1,889,535 compared to $1,845,793 as of December 31, 2009, a positive difference of $43,742 or a gain of 2.4 percent. There were additions of $12,000 from general funds during this time.

The U.S. Parachute Team Trust Fund balance as of June 30, 2010, was $505,614 compared to $516,225, a negative difference of $10,611. There were additions (contributions) of $14,564 and distributions (to U.S. Teams) of $30,815 during this time period. Although the fund corpus decreased, absent the distributions and contributions, there was a positive difference of $5,640 from investment activities or a gain of 1.1 percent.

During this same time frame, our benchmarks all delivered negative results, the S&P 500 = (7.6 percent), Dow Jones Industrial Average = (6.3 percent) and the NASDAQ Composite Average = (7.0 percent).

It is obvious that investment markets during the first half of 2010 were not favorable though USPA funds fared significantly better than the broad market averages. With slow economic recovery almost certain, we can look for similar challenges in the investment markets during the remainder of 2010.

During the first half of 2010 we have finalized the refinance of the commercial real estate loan secured by the USPA Headquarters property. We have obtained a favorable interest rate of 5.98 percent and extended the maturity of the note for five years. This gives USPA a substantial interest rate savings of 1.25 percent.

The USPA debt-to-capitalization ratio was calculated at 40 percent at the end of May 2010. This is a favorable metric. This percentage places the USPA in the equivalent of a S&P “A” rating category.
7. Executive Director’s Report (Mr. Scott) Power Point (Attachment F)

Mid-year, USPA is doing very well, with membership and licenses (including A licenses) continuing to increase monthly and ahead of last year. Ratings are only slightly down. Our finances are good and getting better. At the end of June, we had 32,656 members, the highest mid-year number since 2003. At 2,706, new members mid-year are the highest since 2002. The number of all licenses and A licenses mid-year are both higher than before 2002. We have the highest member count since November 2003. The declines that started in 2001 have been solidly reversed and have all been trending upward since 2007.

As of July 16, 2010, skydiving fatalities in the U.S. stand at nine. Two-thirds of those are canopy-related fatalities; half of those are attributed to landing problems.

The June financial report is not yet complete, so the financial information is derived from the May financial report. Year-to-date, USPA has received $1.243 million in revenues, which is $91,594 more than YTD 2009 revenues. YTD 2010 expenses are at $1.169 million, which is $13,487 more than YTD 2009 expenses. USPA has a YTD 2010 operational (not including investments) excess (or profitability) of $73,703, compared to a YTD 2009 deficit of $4,404. USPA appears on track to meet or exceed its budgeted operational excess of $7,254. USPA’s investments continue to do well. Counting investment interest and gains, USPA has a YTD 2010 excess of $98,840, exceeding YTD 2009’s excess of $67,935. Operating cash has recovered from early 2009’s low levels and currently exceeds $387,000.

Summarizing departmental activity and initiatives:
Membership Services is processing the increased number of renewals and applications without adding staff while maintaining a three- to seven-day turnaround. A consultant has been selected to assist selecting a new database software vendor and system. The proxy effort has consumed much staff time.

Safety & Training is revising both the Skydiver’s Information Manual and the Instructional Ratings Manual for a fall release date. Work will begin on producing an online training module for the USPA website, and completing a revision of the S&TA handbook. An AFF Standardization Course will occur in northern Virginia next January.

Competition is assisting all disciplines which are competing at World Parachuting Championships this year. USPA is assisting in validating the coming Red Bull high-altitude jump record. We are involved in an international working group looking at wingsuit records. And we are researching an online registration program for use at future USPA Nationals.

Government Relations stays continually busy assisting members with airport access issues, many of them successfully. GR coordinated USPA’s response to the NTSB recommendations on jump plane maintenance. Staff has headed up a collaborative effort with PIA to assist the FAA in revising its Advisory Circular 105-2, which will improve FAA guidance about compliance with FAR Part 105. Staff has worked with the FAA on completion of an FAA Compatibility Audit, to assist FAA inspectors with assessing a proposed DZ’s compatibility on a specific airport.
Sport Promotion, our newest department, has rapidly improved USPA’s public, jumper and media outreach. Our “Beyond the First Jump” program was revamped and is resulting in more first-jump customer contacts. A “Beyond Your A-License” e-newsletter was created and is e-mailed to every new A-license applicant. USPA’s web-based Press Center was overhauled. Work continues on a USPA Nationals sponsorship package. USPA will increase the number of press releases sent to hometown media of competition medalists and skydiving record-setters. A member survey was completed, showing high member satisfaction with USPA.

Communications, in addition to the monthly edition of Parachutist, now manages three monthly e-newsletters (the “USPA Update,” “Professional,” and “Beyond Your A License”) and one weekly “Beyond the First Jump” e-news. The department is steadily increasing members and public interaction via social networks. Parachutist continues to hit members’ mailboxes on time and with more instructional and historical content. Advertising initiatives will be reviewed and reworked, as will Parachutist Online. The 2011 calendar is already well underway.

8. IPC Delegate Report (Ms. Laughlin)
IPC Delegate, Marylou Laughlin met with the Competition Committee at the 2010 summer BOD meeting. Based on the discussion in the Competition Committee, the following items have been brought to the Full USPA BOD for their approval:

Wind Tunnel Competitions:
The U.S. does not support the IPC entering into wind tunnel competitions. Wind tunnels are excellent training tools for skydiving, however, they are not true skydiving, they are synthetic skydiving. However, it would be acceptable if asked by the wind tunnel operators to assist with synchronizing the rules for their use for tunnel competitions. The Full BOD gave Ms. Laughlin, the IPC Delegate, direction to not support the IPC starting IPC wind tunnel competitions because it is not skydiving.

Minimum Age for Competing at FCE
The U.S. does not believe that it is necessary to implement a rule to state a minimum age for competing at First Category Events. The Full BOD gave the Ms. Laughlin, IPC Delegate, direction to make no change to SC5 regarding minimum age requirements to compete at FCEs at this time.

9. Meeting of the U.S. Parachute Team, Inc.
July 17, 2010, Nashua, New Hampshire
Meeting called to order at 3:15p.m. by President Jay Stokes.
Old Business: None.
This issue was presented by Treasurer, Lee Schlichtemeier. The current IRS and Virginia state law requirements for endowment funds that fall under the Uniform Prudent Management of Investment Funds Act were discussed. To bring the TTF into compliance the following motion was presented: The resolution is Attachment B.

**Motion 11:** Passed 19/0/1 (Mr. Stokes)
“The attached resolution represents the USPT, Inc. Board of Directors’ interpretation of the law underlying the organization’s net asset classification of donor-restricted endowment funds.”

As there was no further new business the meeting adjourned at 3:25 p.m.
10. Old Business
No old business

11. New Business
A. Selection of dates and location of the summer 2011 USPA BOD meeting
Several locations for the summer 2011 USPA BOD meeting were discussed by the members of
the board.

Motion 12: Passed 17/3/0 (Mr. Stokes)
“Move that the summer 2011 USPA Board of Director’s Meeting be held in the Denver,
Colorado, vicinity on July 8-10, 2011.”

B. Site Selection of 2012 USPA National Skydiving Championships
Two bidders made presentations, Skydive Arizona and the Skydive Chicago. Ms. Laughlin read
the process of site selection from SCM Section 8.

Motion 13: Passed by Secret Ballot (Mr. Stokes)
“Move to award the 2012 USPA National Skydiving Championships to Skydive Arizona.”

12. 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, Craig Stapleton

In an effort to better utilize the BOD time and more effectively use the committee system, the
committee would like to move non-controversial items from full BOD approval to Competition
Committee approval. The following motions resulted:

IPC rule changes

Motion 14: Passed 19/0/0 (Mr. Wenger)
“Move to change the approval level of changes to the SCM that come from the IPC from the full
BOD to the Competition Committee.”

Appointment of Team Managers and Head of Delegations

Motion 15: Passed 19/0/0 (Mr. Wenger)
“Change 11-1.2.C to read ‘The method of selection is determined by vote of the USPA
Competition Committee.’”
Sanctioning of Special Teams

Motion 16:  Passed 19/0/0 (Mr. Wenger)

"Change 11-3.1.B Delete 'The USPA Board of Directors, at the recommendation of the..."

The committee discussed the following items.

- Per diem pay for judges and will have a motion for the next meeting.
- The role of the Team Manager and Head of Delegation and when they are and are not required. We also discussed if a person can be both a competitor and a Team Manager.
- The committee received a briefing by Lee Schlichtemeier on the U.S. Team Fund and U.S. Team, Inc. including the recommendations from USPA accountants and the IRS. A motion will come out of the U.S. Team, Inc.
- Larry Bagley will work on clearing up the wording in Section 10 on the distributions of funds to the U.S. Team Managers.
- Discussed ongoing project for online registration for the USPA Nationals.
- Red Bull is funding a high-altitude project, and they are coming up with a new method of certifying these jumps. Larry Bagley will come to the committee when the new certification method is complete, and the committee will do an interim action to add it to the SCM Section 12. At this time, two new speed categories will be added to Section 12.
- The committee is working with HQ on updating the Letter of Agreement to better define the Host and USPA responsibilities in the area of sponsorships.
- The committee discussed the possibility of adding a military record category and to add videographers to existing records. No change at this time.
- USPA and our IPC delegates are working very hard in support of the U.S. FS team. They want to ensure the World Meet goes off as scheduled and the medals, Ottley Sword and the title of World Champion are awarded as allowed.
- After extensive discussion of a request from one of our membership the committee has decided not to authorize a new category of skydiving record. This decision was mainly arrived at because of the lack of qualified judges. So for now please let our membership know that there will be no naked big way records.
- At the 2011 Nationals we will consider having a test event in 2-way CF. Before then rules will be established.
- One bid was received for the 2012 Collegiate Parachuting Championships. Skydive Arizona will host this event.
- The committee has decided that the bid process needs to be at the February BOD meeting. This will reduce the number of nationals being held between the time the bid is awarded and the event takes place. The committee also decided that the bids should be sent electronically. Both these changes will be made in the SCM at the next BOD meeting.
- The committee discussed the use of the VFS figures from the SCM for Omniskore. The committee supports this use, and HQ and Omniskore are working on the details.
The site selection of 2012 USPA National Canopy Piloting Championships was discussed. No bids were received for the Canopy Piloting Nationals before the deadline. Skydive The Farm has stepped forward and presented the committee with a bid. The Committee first voted to consider then to accept the bid for the 2012 CP Nationals. The following motion is presented to the full BOD.

Motion 17: Passed 21/0/0 (Mr. Wenger)
“Move to award the 2012 USPA National Canopy Piloting Championships to Skydive The Farm.”

B. Constitution & By-Laws
Chair: Mike Mullins
Members: John DeSantis
         Gary Peek

The Constitution & By-Laws Committee met in conjunction with the Nominations & Elections Committee for one hour. The committee discussed agenda items and the following motions resulted:

Motion 18: Passed Unanimously (Mr. Mullins)
“In accordance with USPA by-laws, Article 1, Section 1.C.2, Move to confer an Honorary Lifetime Membership upon Joseph Kittinger.”

To remove a conflict between the USPA by-laws and the Governance Manual the following motion was put forward:

Motion 19: Passed 21/0/0 (Mr. Mullins)
“Move to change Section 1-2.3.C.3.b.7 of the Governance Manual by removing the words: ‘or appoint a board or staff member to fulfill this responsibility on behalf of the President.’”

To comply with the motion to allow online voting passed on July 16, 2010, at the General Membership Meeting:

Motion 20: Passed 21/0/0 (Mr. Mullins)
“Move to change the USPA Governance Manual, by-laws by removing the words ‘by mail’ in Article V, Section 1, and inserting the word ‘paper’ so that the last sentence in Section 7 reads: ‘Paper Ballots that do not contain the voting member’s original signature will be declared invalid.’”

The President informed this chair and the full board that he is unable to fulfill the position as the NAA ex-officio member. The following motion resulted:

Motion 21: Passed 21/0/0 (Mr. Mullins)
“Move to appoint Ed Scott, the USPA Executive Director, as the NAA ex-officio member.”
C. Executive Committee

Chair: Jay Stokes

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

Advisor: Ed Scott

The Executive Committee considered a request for further funding from the Airport Access Defense Fund for Skydive Sacramento. The Part 16 action is currently at the FAA and all are awaiting the outcome. The following motion resulted:

Motion 22  Passed 20/0/0  (Mr. Stokes)
“Move to grant up to $2,000 from the Airport Access Defense Fund to Skydive Sacramento.”

The USPA President requested funding to attend the National Skydiving Museum Celebration Weekend on behalf of USPA. The following motion resulted:

Motion 23  Passed 20/0/0  (Mr. Stokes)
“Move to allocate up to $650 for travel and lodging expenses for the USPA President to attend the National Skydiving Museum Celebration Weekend.”

The Executive Committee discussed the performance review and current salary of the Executive Director. The following motion resulted.

Motion 24  Passed 20/0/0  (Mr. Stokes)
“Move to increase the salary of the Executive Director by $6,000 effective January 1, 2010.”

The President recognized two outgoing board members Glenn Bangs and Ed Dixon. He thanked them for their service to USPA and its membership.

D. Finance and Budget

Chair: Lee Schlichtemeier

Members: Victor Johnson
John Goswitz
Tom Noonan

Advisor: Ed Scott

2010 Interim Financial Report: Presented by Mr. Scott in the Executive Director’s Report and also discussed at this meeting. Five-month results are favorable compared to 2009.


Budget Analysis Metrics: The capitalization ratio current status was presented by the Treasurer in the Treasurer’s Report.
Intermediate/Long-Term Issues: The institution of online voting as presented in the Nominations & Elections Committee report requires the appropriation of funds to cover the cost of that program. It is specifically noted that these funds were included in the 2010 USPA Budget. The following motion is brought forth:

**Motion 25:** Passed 21/0/0 (Mr. Schlichtemeier)

“Move to approve the expenditure of up to $22,000 for the purpose of instituting an online voting system.”

Refinance of Long-Term Loan: The long-term loan representing the USPA Headquarters building mortgage has been refinanced. The interest rate is 5.98 percent and is fixed for five years with the balance of the mortgage due at that time. This is typical for commercial real estate loans. The refinancing represented a reduction of 1.25 percent improvement in the interest rate.

E. Group Member Committee

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

The Group Membership Committee met on July 17 for one hour. Present were Committee Chairman Randy Allison, committee members Larry Hill, Jessie Farrington and John DeSantis, and Advisors Ed Scott, Randy Ottinger and Nancy Koreen.

USPA Pilot Syllabus

An extensive discussion of the proposed USPA jump pilot guidelines was led by Government Relations Director Randy Ottinger. The syllabus and test, included as Attachment C, is brief and is intended to exceed the recommendations of the National Transportation Safety Board. The intention is to have the document reformatted and then made publicly available to all drop zones on the Group Member pages of the USPA website.

In addition, a sample aircraft operations manual will be made available on the website as resource to Group Member drop zones. The manual will be downloadable in a Microsoft Word format that can be customized to meet an individual operator’s requirements. Thanks to Randy Ottinger for coordinating this effort and Ray Ferrell for his contribution.

Aircraft Restraint System Recommendations

Aircraft restraint system recommendations that resulted from the FAA/Industry workgroup were reviewed. These recommendations were written by the FAA based on data and observations of the restraints working group which included Randy Ottinger, Randy Allison, Shawn Hill, Jack Hooker and Sandy Reid, along with the FAA CAMI representatives Rick DeWeese, Amanda Taylor and David Moorcroft. These recommendations will be included in some level of detail in the Advisory Circular 105 rewrite which will be published later this year.
Mobile Drop Zones
Headquarters staff has made the Group Membership Committee aware of a concern regarding a relatively recent phenomenon in which “mobile” drop zones have been requesting Group member status. These drop zones are typically conducting temporary (short duration) tandem operations in locations not typically established as drop zones or parachute landing areas.

While it is well established that these types of operations are not at odds with FAA regulations (provided all requirements are met), retention of Group Membership status without any organizational oversight may not be appropriate. It was felt that some involvement of the Regional Director was justified in assuring compliance with Group Membership requirements. The following motion was introduced:

“Move that Group Member drop zones must acquire Regional Director approval when relocating the drop zone on a permanent or temporary basis.”

After consideration of unintended consequences, this motion was sent back to committee by the full board for further clarification. An interim action will be initiated if required.

Group Membership Status of Foreign (non-U.S.) Drop Zones
Extensive discussion was undertaken regarding how to best handle Foreign (International) drop zones. Committee Chair Allison recommended that USPA separate international and domestic Group Member expectations by creating a separate Foreign Group Member pledge that acknowledged the non-applicability of FAA regulations, differences in civil aeronautics organization oversight and differences in national skydiving organization standards (or lack of organizational standards). Spirited discussion ensued, and committee member Hill strongly advocated for a single Group Member Pledge regardless of international vs. domestic status.

After considerable discussion, the committee elected not to act on either modification of the Group Member Pledge or elimination of the Foreign Group Member program.

Training Center Program Status Update
USPA’s Training Center program has completed 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 following up and encouraging the student to return to the drop zone to make additional jumps.

As previously reviewed with the board, approximately 50 percent of the 88 drop zones that initially opted to be designated as Training Center have not been returning student contact data. As a result, headquarters mailed correspondence to each participating DZ asking them to renew their commitment to the program or have their designation as a TC removed. Sixty-three drop zones renewed their commitment to the program. After the recommitment process, 38 percent of the drop zones have still not submitted first jump student data.

As a result, headquarters staff has requested that the Group Membership Committee act to provide a means by which staff can enforce the provisions of the program. Consequently the following motion was proposed:
Motion 26: 19/0/0 (Mr. Allison)

“Move that in order to assure continued designation as a Training Center drop zone, participating Group Members must submit, according to existing program requirements, names and e-mail addresses of first jump students at least one time within each 60-day period during their operating season. Drop zones that do not comply with this requirement will be notified by headquarters staff and will have 60 additional days to comply with program requirements. Failure to comply with requirements after this warning will result in removal from the Training Center program.”

Initia Proposal
Initia submitted a revised proposal during the last weeks of June. The system that has been proposed is a lower cost online reservation system that could be used by Group Member drop zones either independently or in conjunction with the USPA website. There has been insufficient time to adequately assess or evaluate the proposal and further study will take place prior to the winter 2011 meeting.

The Group Membership Committee adjourned at 2:05 p.m. The chairman has requested that the Group Membership Committee meeting time allocation be expanded to at least 1.5 hours at future board meetings to accommodate the typical agenda and discussion. Also, the chairman would like to express his personal gratitude and thanks to Randy Ottinger for his excellent support of the committee and the organization.

F. Membership Services

Chair: John Goswitz

Members: Mike Mullins
Vic Johnson
Sherry Butcher
Gary Peek
Craig Stapleton

Advisors: Shonda Smith, Clint Vincent, Nancy Koreen, Larry Bagley

The committee met for one hour and all members and advisors were present. The committee received a report with the results of a survey of the membership conducted by Nancy Koreen. This report is Attachment D.

Clint Vincent reported to the committee on the progress of the software upgrade for the association. He has selected a consultant to help determine the needs of the association and now the process of selecting a vendor will begin. Along with the new software a redesign of the membership card will be done at the same time. This process will not be completed until sometime next year.

Ed Scott advised the committee of his ongoing effort to obtain an insurance package to be made available to the membership. This process is slow but he is making progress with a broker for the Insure Easy Life Company.
The committee met in closed session to discuss nominations for various awards. A nomination for the NAA Elder Statesmen Award resulted from this discussion and was presented to the board in the following motion.

**Motion 27: Passed Unanimously (Mr. Goswitz)**

“Move to present the nomination of Leon Potts to the NAA for consideration for the NAA Wesley L. McDonald Elder Statesman of Aviation Award. Citation: Leon “Lenny” Potts, USPA Lifetime Member #122. For over a half century of dedicated support, innovation, leadership and inspiration to the aviation community, especially to the United State Parachute Association and the National Aeronautic Association.”

**G. Nominations & Elections**

**Chair:** Ed Dixon  
**Members:** B.J. Worth  
John DeSantis  
John Goswitz  
Glenn Bangs  
Randy Allison  
Gary Peek  
**Advisor:** Clint Vincent

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

In accordance with Governance Manual Section 3-1.2.B, proposed changes to Section 3 were distributed to the board at least 15 days prior to the meeting. The proposed changes are contained in Attachment E. The following motion was presented:

**Motion 28: Passed 21/0/0 (Mr. Dixon)**

“Move to approve changes to Governance Manual Section 3 as per document previously distributed to the full board for the purpose of updating for online voting.”

The election schedule as per Governance Manual 3-1.6F was discussed and approved as follows:

- **September 13** Candidates deadline for submission
- **September 15** Headquarters emails 3-2 forms and electronic statements to Nominations and Elections Chair to disseminate to committee members for review.
- **September 20** Nominations and Elections Chair returns reviewed/edited electronic statements to Staff at Headquarters.
- **September 22** Staff sends Nominations and Elections Chair the laid out pages (final proof).
- **September 24** Nominations and Elections Chair notifies Staff of any corrections to the proof.
The committee discussed the possible acceptance of scanned or faxed signatures on petitions for Regional Director candidates. It was discussed that tradition was to require original signatures but there was nothing in Governance that required it. It was decided unanimously to instruct staff to accept scanned or faxed signatures for the above mentioned purpose.

Finance & Budget requested precise information concerning the cost of online voting. After a discussion with the Executive Director and viewing the proposed contract with Votenet, we approved an amount of $20,380 and forwarded it on to Finance & Budget.

H. Regional Directors
Chair: Jesse Farrington
Members: All Regional Directors

All Regional Directors were present. The Regional Directors Committee met for one hour with no published agenda. There was a lengthy discussion on how to ensure compliance from Group Member drop zones. It was agreed that ultimately it is up to the Regional Director to determine if offences are egregious enough to take official disciplinary actions immediately or if counseling and training is the best solution. Another option for a Regional Director is to not renew a Group Member drop zone application if a DZ owner refuses to come into compliance.

Tandem hook turns, or high-performance landings, were discussed at length. The committee agreed that this type of tandem landing increase the risk to tandem students. We also agreed that continued education to DZOIs and tandem instructors is needed to reduce the use of high-performance landings on tandem jumps. The committee requested staff plan a presentation on this subject for the upcoming DZO Conference in Reno, Nevada.

Regional Directors were made aware of an issue about “Mobile DZs” that are requesting to be Group Member DZs. The committee agreed it should be the responsibility of the Regional Director to approve the drop zone.

Safety Day was also discussed briefly. The idea of changing Safety Day to Safety Month was brought forward. This topic will be discussed further at the next board meeting.
I. Safety & Training

Chair: Todd Spillers
Members: Mike Mullins
Randy Allison
Randy Schroeder
Tom Noonan
Sherry Butcher
Jessie Farrington
Advisors: John Hawke, Mike Turoff, Jim Crouch

The committee reviewed the Skydiver’s Information Manual and the following motions resulted:

**Motion 29:** Passed 20/0/0 (Mr. Spillers)

“Move to change Section 4, Category A,D.5.b to read ‘Locate your holding area, target, and the ‘checkpoints’ where you will start each leg of your pattern and establish a line to the pre-approved 1,000-foot pattern entry.”

Move to replace D.5.c with ‘Divide the line logically according to the remaining altitude (halfway down, halfway back); for example, if open at 4,000 feet. (1) Divide the line in half and fly over the first half of the line until 2,000 feet. (2) Fly over the remaining half of the line until reaching the pre-planned pattern entry point at 1,000 feet.’ And, delete D.5.g.

Also Move to change Section 4, Category B, B.3.c.1 and 2 to read ‘(1) Divide the line in half and fly over the first half of the line until 2,000 feet. (2) Fly over the remaining half of the line until reaching the pre-planned pattern entry point at 1,000 feet.’ And delete (3).”

**Motion 30:** Passed 20/0/0 (Mr. Spillers)

“Move to remove “judge” from SIM Sec 7-2 B. 3 e (2)”

**Motion 31:** Passed 20/0/0 (Mr. Spillers)

“Move to change SIM Sec 5-1 H. Canopy collision to the following: b. tuck in your arms, legs, and head. Add c. avoid hitting lines if at all possible. d. (old c). e.(old d). Add 7. Communication may be difficult if one or both jumpers are wearing full face helmets.”

Juan Pablo Irragarri requested a waiver to be issued the Static-Line Instructor Examiner rating without completing the 50 candidate evaluations required to be issued the rating.

**Motion 32:** Passed 20/0/0 (Mr. Spillers)

“Move to waive IRM Instructor Examiner Sec 1. C. b. 5. Conduct at least 50 static line or IAD Evaluation jumps under the direct supervision of a Static-Line or IAD Instructor Examiner for Juan Pablo Irragarri, USPA #135209.”

The committee reviewed the Instructional Rating Manual for edits needed prior to reprinting.

The following motions resulted:
Motion 33: Passed 20/0/0 (Mr. Spillers)

“Move to change IRM IAD- S/L Instructional Rating Course Section 1 E 1 e to “conduct at least 15 S/L or IAD evaluation jumps.”

Coach Examiner Course conduct was discussed at length and the following motion resulted to clarify Coach Examiner responsibilities:

Motion 34: Passed 20/0/0 (Mr. Spillers)

“Move to change IRM Coach Sec 1 F. 2. ‘For all other persons, under the direct supervision of a Coach Examiner.’ IAD/SL Sec 1. G. 3 ‘For all other persons, under the direct supervision of an IAD/SL Instructor Examiner.’ Tandem Sec 1. F. 2. ‘For all other persons currently rated by a non-FAA Approved Tandem Manufacturer, under the direct supervision of a Tandem Instructor Examiner.’ AFF Sec 1.F.3 ‘For all other persons, under the direct supervision of an AFF IE.’”

The committee discussed the need to add verbiage to the IRM to clarify the requirements to earn an I/E in each discipline. The following motion resulted so the IRM and I/E proficiency card are consistent.

Motion 35: Passed 20/0/0 (Mr. Spillers)

“Move to change IRM: Coach Sec 1. D. 1. g., AFF Sec 1. E. g., IAD/Static Line Sec 1. E. g., and Tandem Sec 1. E. h. and Add: Instructor Examiner Sec 1. C. 2.: a, b, c, and d the following: Administered a course under the supervision of a current, appropriately rated Instructor Examiner and received that Instructor Examiner’s recommendation.”

The committee discussed the FAA’s concerns on the term “unlimited” landing area for a D-license skydiver. We determined that we do not have any incident data that would support a change at this time.

The committee discussed the need to change minimum deployment altitudes (maybe just for C and D license holders). The committee agreed that no action is necessary at this time, as the current pull altitudes are minimums. It was also discussed that skydivers need to determine an opening altitude appropriate for their own canopy opening characteristics.

Jack Guthrie requests to keep his Tandem Instructor Examiner rating without actively performing tandem jumps as an instructor. He would still ride on the front of candidates when necessary. Due to physical issues, he is no longer performing tandem jumps.

Motion 36: Passed 20/0/0 (Mr. Spillers)

“Move to waive IRM IE Sec. 1. G. b. ‘Meets the annual renewal requirements for the appropriate instructor rating’ for Jack Guthrie, USPA # 035018.’”
Bill Ufkin submitted a request to train specific individuals as static-line handlers. These individuals would not hold a Coach or Static-Line Instructor rating. The training would specifically address handling the static line. The Committee took no action and encourages those specific individuals to earn a Coach and Static-Line Instructor rating.

Scott Jawidzik requested a waiver to teach the entire first jump course, including the AFF exit and freefall portions. Scott is a USPA Coach but does not hold an AFF Instructor rating. After much discussion the following motion resulted.

**Motion 37: Passed 20/0/0 (Mr. Spillers)**

“Move to waive SIM 2-1 E. 2. B. All method specific training must be conducted by a USPA Instructor rated in the method for which the student is being trained.” for Scott Jawidziki, USPA #219643. Scott holds a USPA Coach Rating and has assisted fully with 12 AFF First Jump Courses. He would like to teach the AFF exit and freefall portions of the course and has been supervised by an Instructor Examiner during these 12 courses. An AFF Instructor will be available for supervision while he is teaching the First Jump Course.”

13. Adjournment
The next meeting of the USPA Board of Directors is February 11-13, 2011, in Reno, Nevada.

**Motion 38: Passed Unanimously (Mr. Goswitz)**

“Move to adjourn.”

The meeting was adjourned at 10:52 a.m. on Sunday, July 18, 2010.

Respectfully submitted,
Sherry Butcher, Secretary
July 20, 2010
Attachments: A. Proposed Interim Actions of the Competition Committee

1. SCM 10-4 Change title to read, “10-4 USPA National Skydiving Championships Letter of Agreement.”

2. SCM 5-1.10B1 should be add, “of another jumper,” not replace it with a new, “Handholds by the jumper ...” as previously approved by the board.

3. SCM 5-1.10D5, add new C, paragraph 3.3.9 from the IPC rules, “Handholds by the jumper ...”

4. Move from section “SCM 1-2.4, At the conclusion of the championships, the Jury meets to review the judge’s performance, the manner in which the meet has been organized and conducted, and to officially certify the results” to SCM 1.1.12C and re-letter subsequent paragraphs. Strike 1-2.4 and re-number 1-2.5 to 1-2.4.


6. Change “SCM 1-1.11 Re-jumps,” to read, “A. Except as provided in the video review panel paragraph of this section, any principal judge observing a circumstance that obviously merits a re-jump for a competitor or team will so inform the Chief Judge.”

7. Add to SCM 2-2.1, “C. Winds aloft are those winds occurring above the altitude of the wind-speed measuring device described in this section.”

8. In “SCM 2-1.4: CLASSIFICATION OF FINAL RESULTS,” paragraphs B3a&b and C3a&b should read, “a. In the case of a tie in the top three places, a jump-off will be conducted until it can be broken, or until the end of scheduled competition. b. If the tie cannot be broken, co-medals will be awarded.”


10. In “SCM 3-1.13: Determination of Competition Champions,” change to read, “CLASSIFICATION OF FINAL RESULTS.” In SCM 3-1.13B, change “Combined Champion” to “Overall Champion.” In SCM 3-1.13D1d, change to read, “Overall.” In SCM 3-1.13D2, change to read, “...given to Overall.”

11. In “SCM 3-1.4E, add, “3. Each competitor is personally responsible for selecting a proper exit point.”

12. Change SCM 10-1.2A3, to read, “Twenty-five copies of the complete National Skydiving Championships proposal and 10 copies of the complete National Collegiate Parachuting Championships proposal must be received ...”
Attachment B. - U.S. Parachute Team, Inc. UPMIFA Resolution

Whereas, FAS* 117-1 requires the annual financial statements for non-profit organizations issued for years ending after December 15, 2008, to include a description of the governing board’s interpretation of the law underlying the organization’s net asset classification of donor-restricted endowment funds;

Whereas, UPMIFA** was adopted by the State of Virginia and became effective July 1 2008;

Whereas, the language of a specific endowment agreement is the primary determinant of the application of spending policy to a donor-restricted endowment;

Whereas, the standard endowment agreement between donors and the foundation agrees to follow the board approved spending policy, and the policy permits temporary use of historic-dollar-value and takes a long-term view towards protecting the principal;

Whereas, historic-dollar-value is defined as the fair value of the original gift and subsequent gifts as of the gift date, and accumulations to the permanent endowment made in accordance with the direction of the applicable donor instrument,

Whereas, this resolution is consistent with the recommended guidance provided by the FASB*** for FAS 117-1 and has been reviewed by legal counsel;

Resolved, that the United States Parachute Team, Inc. has interpreted the Virginia state law as requiring the preservation of the fair value of the original gift as of the gift date of the donor restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the United States Parachute Team, Inc. classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified as permanently restricted net assets is classified as temporarily restricted net assets.

Attachment C. - USPA Jump Pilot Guidelines: Outline and Test

USPA Jump Pilot Training Syllabus

This sample syllabus should be incorporated into your pilot training, but not solely limited to this list. Aircraft operators should implement effective initial and recurrent training and examination programs that will address, at minimum, operation- and aircraft-specific weight and balance calculations, pre-flight inspections, emergency procedures, and parachutist egress procedures. The aircraft-specific subject of fuel management must also be stressed. Add topics and questions as necessary to your operation. USPA recommends that all pilots follow the FAA Jump Pilot Training and Check Out guidance found in FAA Advisory Circular 105-2D, or as revised.

Aircraft Familiarization

1. POH (AFM)
   Review your aircraft-specific Pilot Operating Handbook or Aircraft Flight Manual. Make sure you have it on board for all flight operations. Ensure that each pilot is familiar with all chapters and supplements for the aircraft to be used.

2. Normal Procedures
   Pilots must be familiar with all normal procedures and limitations.

3. Emergency Procedures
   Pilots must be able to recite all emergency and abnormal procedures.

4. Fuel Requirements
   Maximum capacity with jumpers and VFR reserve fuel.

5. Preflight (Normal)

6. Preflight (Jump Plane Modifications)

7. Certificates Required (Pilot/Aircraft)

Jump Operations Familiarization

1. Starting Procedures

2. Loading Procedures

3. Seating Arrangements and use of Restraints

4. Weight and Balance Calculations

5. Departure Procedures

6. Climb Profile

7. Radio Procedures with ATC notification

8. Winds Aloft
9. Jump run Selection and Application
   Prior to takeoff, brief the jumpers on the expected direction of the jump run.
   Brief the jumpers on any aircraft-specific egress procedures or limitations.

10. Descent Profile

11. Weather for Jumping
   Know what wind and cloud restrictions are best suited for skydiving operations.
   Know what hazardous weather can do to jumpers under canopy and in freefall.

12. Emergency Procedures for Jump Operation
   Plan for emergencies at your airport. Are you flying a single or twin? Know what you will do and
   where you'll go at every moment should you have an engine failure. Review minimum altitudes you
   will release jumpers in an emergency and at what altitudes you will have everyone stay seated to
   remain with the airplane.

13. Company Drug and Alcohol Policy

Jump Pilot Written Test

1. What is Vy?  What number?
2. What is Vr?  What number?
3. What is Blue Line (multiengine)?  What number?
4. Maximum temperature during turbine engine start?
5. Minimum oil pressure after start?
6. Minimum and maximum oil required for flight?
7. Maximum fuel with full load of jumpers?
8. Maximum Gross for Take Off Weight?
9. Normal Battery Voltage?
10. Normal System Voltage?
11. Maximum placarded door open speed?
12. Power settings for jump run?
13. Minimum airspeed for jump run?
15. Write down the Emergency Procedure for engine failure after rotation.
16. How do you identify an electrical failure?
17. Is a pilot’s emergency parachute required for your aircraft? (FAA form 337)
18. If a pilot’s emergency parachute is required, how often must the parachute be
    inspected and repacked by an FAA Rigger?
19. What FAA Part regulates parachute operations?
20. What radio frequencies are required to be used at your airport and airspace?
21. Are jumpers allowed to jump over a congested area?
22. What is hypoxia?
23. What are the oxygen requirements of Part 91?
24. How can you find the forecast winds aloft?
25. How do you determine freefall drift?
26. How do you determine jump run?
27. What is the average descent rate of a tandem canopy? Student canopy? Sport canopy?
    Extreme canopy?
28. What are you going to do during an engine failure at your airport and for your aircraft at rotation?
   500’ AGL?, 1,000’ AGL?, 2,000’ AGL?, and higher?
29. Why should you climb into the wind during the early part of the climb?
30. What do you do if there is a premature deployment outside of your aircraft and entangles with the
tail of your aircraft?
31. If skydivers descend with the aircraft, at what altitude and descent rate will an
   AAD activate? What descent rate will ensure that an AAD will not activate?
32. While climbing to altitude for jump operations, you can’t contact the appropriate ATC facility.
   Can you continue the climb and release the skydivers?
33. When must radio communications be established with ATC?
34. How often must an aircraft used for hire be inspected?
35. What are the regulatory requirements for night skydiving operations?

© 2010 Chris Schindler
### USPA 2010 Membership Survey Results Summary

Total respondents: 787

<table>
<thead>
<tr>
<th></th>
<th>Agree</th>
<th>Neutral</th>
<th>Disagree</th>
</tr>
</thead>
<tbody>
<tr>
<td>USPA responds quickly to my questions.</td>
<td>52.9%</td>
<td>43.3%</td>
<td>3.8%</td>
</tr>
<tr>
<td>USPA is in touch with the skydiving community.</td>
<td>72.3%</td>
<td>14.7%</td>
<td>13.0%</td>
</tr>
<tr>
<td>USPA helps keep skydivers in the air.</td>
<td>86.4%</td>
<td>6.3%</td>
<td>7.4%</td>
</tr>
<tr>
<td>My USPA membership is worth what I pay for it.</td>
<td>73.0%</td>
<td>15.5%</td>
<td>11.5%</td>
</tr>
<tr>
<td>USPA is behind the times.</td>
<td>18.9%</td>
<td>29.3%</td>
<td>51.8%</td>
</tr>
<tr>
<td>I'm proud to be a USPA member.</td>
<td>82.1%</td>
<td>11.7%</td>
<td>6.3%</td>
</tr>
</tbody>
</table>

Q: I follow USPA on the web (USPA website, Facebook, Twitter):
- Daily (6.2%)
- Weekly (26.6%)
- Monthly (36.2%)
- Rarely (25%)
- Never (6.0%)

Q: With regard to initiating programs to retain students, USPA does:
- Too much (1.9%)
- The right amount (32.8%)
- Not enough (39.2%)

Q: With regard to promoting skydiving to the general public through the media, USPA does:
- Too much (0.6%)
- The right amount (29.6%)
- Not enough (56.7%)

Q: Core membership benefits/services ranked in order of importance (#1 being most important):
1. Setting safety rules and training standards
2. Helping drop zones fight government restrictions
3. Helping new DZs gain airport access
4. Issuing licenses and ratings
5. Allowing me to jump at Group Member drop zones
6. Publishing Parachutist magazine
7. Sanctioning competitions and records

Q: How important are the following USPA services to you?

<table>
<thead>
<tr>
<th>Service</th>
<th>2010</th>
<th>2003*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lobbying the FAA:</td>
<td>Very (71.6%)</td>
<td>Very (81.5%)</td>
</tr>
<tr>
<td>Skydiver’s Information Manual:</td>
<td>Very (65.9%)</td>
<td>Very (59.7%)</td>
</tr>
<tr>
<td>Licenses:</td>
<td>Very (61.1%)</td>
<td>Very (67.5%)</td>
</tr>
<tr>
<td>Parachutist magazine:</td>
<td>Very (58.5%)</td>
<td>Very (67.0%)</td>
</tr>
<tr>
<td>Instructional ratings:</td>
<td>Very (54.5%)</td>
<td>Very (46.7%)</td>
</tr>
<tr>
<td>Third-party liability insurance:</td>
<td>Very (45.3%)</td>
<td>Very (48.0%)</td>
</tr>
<tr>
<td>USPA website:</td>
<td>Somewhat (53.2%)</td>
<td>Somewhat (42.0%)</td>
</tr>
<tr>
<td>Group Member program:</td>
<td>Somewhat (41.4%)</td>
<td>Somewhat (30.0%)</td>
</tr>
<tr>
<td>National championships:</td>
<td>Somewhat (33.2%)</td>
<td>Somewhat (28.2%)</td>
</tr>
<tr>
<td>State and national records:</td>
<td>Not much (34.3%)</td>
<td>Somewhat (33.7%)</td>
</tr>
<tr>
<td>Awards:</td>
<td>Not much (35.8%)</td>
<td>Somewhat (29.8%)</td>
</tr>
<tr>
<td>Skydiver’s Competition Manual:</td>
<td>Not much (34.8%)</td>
<td>Somewhat (27.1%)</td>
</tr>
<tr>
<td>USPA Store:</td>
<td>Not much (43.0%)</td>
<td>Not much (38.1%)</td>
</tr>
</tbody>
</table>

*Results from USPA survey conducted in 2003 (908 total respondents).
3-1: Nominations and Elections

3-1.4
H. The last business day of the year, by close of business: deadline for receiving ballots.

I. January 10 (of the year following the balloting): By close of business on this date, headquarters will have verified, counted, and/or tallied the ballots and distributed the results, notifying new and old board members of the dates and place of the next board meeting.

J. March 31 (of the year following the balloting): With the approval of the nominations & elections committee chair, the ballots will be destroyed.

3-1.5 CANDIDATE SELECTION AND NOMINATION
A. All candidates complying with the requirements and deadlines outlined in this section will automatically be placed on the ballot.

1. Regional director candidates will be arranged alphabetically by region and alphabetically within each region.

2. National director candidates will be listed in accordance with a random draw conducted by the nominations & elections committee chair on some suitable public occasion.

B. The names of all candidates will be printed on the ballot in identical typeface, and the word “incumbent” will not appear.

C. A space will be provided on the face of any paper ballot for the voting member’s signature, which is required for the paper ballot to be valid.

D. The nominations & elections committee will be provided proposed sample ballot(s) well in advance of publication production deadline, which must be approved in every detail by the committee chair prior to use.

E. Candidates will not be advised of the number of signatures verified on petitions nor the progress of the election, e.g., ballots received and/or votes for candidates, except that candidates providing petitions before August 1 will be given the number of signatures verified on that date by August 15.

3-1.6 PRESENTATION OF THE CANDIDATES
A. The nominations & elections committee will review all material submitted by candidates to ensure it is factual, accurate, and of real value in assisting the membership to make a thoughtful decision on the merits of the various candidates.

B. The biographic information and personal statements may be edited by the committee to conform to the space requirements and to provide some uniformity of verbiage and presentation.

C. Personal statements will be limited to 250 words.

D. The biographies of the candidates and the ballot will be published in the November issue of Parachutist magazine in the same manner in which they are listed on the ballot.

1. Biographies will be arranged in such a manner that the initial presentation gives each candidate equal space to the end of his or her space allotment.

2. Biographies will be preceded by the candidate’s name, printed in boldface upper-case letters.

3. Where applicable, the word “incumbent” will follow the name of the candidate and be printed in upper and lower case light roman type.

4. Photographs of each candidate will be published in portrait style, with the face and head area for each candidate approximately the same size when reproduced.
5. All statements by the candidates will be printed exactly as approved by the committee and will appear inside quotation marks in light face italic type identical in size and type family to the light face roman type used elsewhere in the biography.

E. A paper ballot will accompany the biographies of all candidates and will be so positioned as to be immediately adjacent to the biographical material.

F. At the board meeting immediately prior to September 15 of each election year, headquarters and the nominations & elections committee will schedule deadlines for the following:
1. headquarters supplying the committee with all eligible candidate statements in electronic format with a hard copy of the original
2. the committee returning edited and length-limited statements to headquarters
3. headquarters providing the final proof of the ballot(s) and election layout to the committee in hard copy, showing in detail each subsequent edit made by headquarters
4. the committee providing corrections to the final proof to headquarters in hard copy or via written instructions, after which any additional changes in any detail require committee chair approval

3-1.7 VALIDATION OF BALLOTS
A. Valid ballots are those received in the approved format on or before the close of business on the last business day of the year. Approved format is defined as:
1. a paper ballot contained in Parachutist magazine,
2. a printed ballot downloaded from the USPA website,
3. a photocoped ballot of either 1 or 2,
4. an electronic ballot prepared by USPA for online voting.

B. Ballots containing more than eight national director votes or more than one regional director vote will not be considered valid for that portion incorrectly marked.

C. Photocopies of paper ballots are encouraged but acceptable only if the voter individually marks them in original handwriting.

D. Paper ballots that are faxed, electronically transmitted, or pre-marked will be declared invalid.

E. Foreign members can vote for any one regional director, and up to eight national director candidates, including write-ins.

F. Neither ballots nor petitions will be used by headquarters to update a member’s address of record.

3-1.8. TABULATION OF BALLOTS:
A. Upon receipt and not later than January 10 of each post-election year, headquarters will count and tally the ballots in conformity with this Section and other direction from the board and will publish the results.

B. In case of a tie among regional director candidates or between national director candidates (for the last seat), confirmed by a re-count of the valid ballots, the seating of the winner will be determined by a toss of a coin.
1. Such toss is to be conducted in a manner and at a time and place as agreed upon by the president and the nominations & elections committee chair.
2. The toss will take place in front of at least three witnesses.
3. In the case of a three-way tie, a coin will be tossed for each candidate, with the odd coin signifying the winner.
Attachment F. - Executive Director’s Report Power Point Presentation.

(see next page)
USPA Board of Directors Meeting
July 16-18, 2010
Nashua, NH

Mid-Year Report
2010 Mid-Year Trends

- Membership
- Licenses
- A-Licenses
- Finances
- Ratings
## MEMBERSHIP ACTIVITY
### MID-YEAR COMPARISON

<table>
<thead>
<tr>
<th>ACTIVITY</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Membership</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Regular Members</td>
<td>34,110</td>
<td>33,076</td>
<td>32,581</td>
<td>31,958</td>
<td>31,078</td>
<td>30,734</td>
<td>31,965</td>
<td>32,003</td>
<td>32,656</td>
</tr>
<tr>
<td>New Members</td>
<td>2,795</td>
<td>2,554</td>
<td>2,310</td>
<td>1,816</td>
<td>1,818</td>
<td>1,968</td>
<td>2,487</td>
<td>2,554</td>
<td>2,706</td>
</tr>
<tr>
<td>Temporary Members</td>
<td>1,399</td>
<td>1,218</td>
<td>1,113</td>
<td>1,236</td>
<td>1,093</td>
<td>1,347</td>
<td>1,284</td>
<td>1,112</td>
<td>1,233</td>
</tr>
<tr>
<td><strong>Licenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A License</td>
<td>978</td>
<td>872</td>
<td>850</td>
<td>860</td>
<td>764</td>
<td>831</td>
<td>919</td>
<td>955</td>
<td>1,100</td>
</tr>
<tr>
<td>All Licenses</td>
<td>2,144</td>
<td>2,134</td>
<td>1,386</td>
<td>1,551</td>
<td>1,558</td>
<td>1,781</td>
<td>2,030</td>
<td>2,115</td>
<td>2,259</td>
</tr>
</tbody>
</table>
Membership Totals 2001 - 2010

Total Members

- 2001: 34,000
- 2002: 34,000
- 2003: 33,000
- 2004: 32,000
- 2005: 31,000
- 2006: 30,000
- 2007: 30,000
- 2008: 30,000
- 2009: 30,000
- 2010: 30,000
New Members
Monthly 2009 - 2010
New Members Mid-Year
2002 - 2010

- 2002: 2,795
- 2003: 2,706

The chart shows the number of new members over the years from 2002 to 2010.
Licenses
First Six Months 2009 - 2010
A Licenses
First Six Months 2009 - 2010

A Licenses 2010
A Licenses 2009
2010 Fatalities Through July 15

Total = 9

- Landing Problem
- Low Cutaway
- Medical
- Intentional Low Turn
- Canopy Collision
- CRW Entanglement
- No Pull

Red=Canopy-Related Fatalities (6)
# Revenues

## Year-to-Date 2009 - 2010

<table>
<thead>
<tr>
<th>Operational Revenue</th>
<th>2010</th>
<th>2009</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dues</td>
<td>$800,751</td>
<td>$697,699</td>
<td>$103,052</td>
</tr>
<tr>
<td>Fees</td>
<td>158,065</td>
<td>116,821</td>
<td>41,244</td>
</tr>
<tr>
<td>Sales of Services</td>
<td>218,068</td>
<td>225,298</td>
<td>(7,230)</td>
</tr>
<tr>
<td>Sales of Products</td>
<td>56,106</td>
<td>64,400</td>
<td>(8,294)</td>
</tr>
<tr>
<td>Royalties</td>
<td>2,434</td>
<td>1,924</td>
<td>510</td>
</tr>
<tr>
<td>Contributions</td>
<td>7,252</td>
<td>5,796</td>
<td>1,456</td>
</tr>
<tr>
<td>Other Income</td>
<td>515</td>
<td>39,658</td>
<td>(39,143)</td>
</tr>
</tbody>
</table>

## Total Operational Revenue

- **2010**: $1,243,191
- **2009**: $1,151,596
- **Variance**: $91,594
## Expenses Year-to-Date 2009 - 2010

<table>
<thead>
<tr>
<th>Expenses</th>
<th>2010</th>
<th>2009</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compensation</td>
<td>$444,436</td>
<td>$393,265</td>
<td>$51,171</td>
</tr>
<tr>
<td>Office and Administration</td>
<td>101,632</td>
<td>98,895</td>
<td>2,737</td>
</tr>
<tr>
<td>Mailing and Shipping</td>
<td>131,314</td>
<td>133,200</td>
<td>(1,886)</td>
</tr>
<tr>
<td>Occupancy</td>
<td>11,453</td>
<td>15,015</td>
<td>(3,562)</td>
</tr>
<tr>
<td>Depreciation</td>
<td>44,314</td>
<td>45,205</td>
<td>(891)</td>
</tr>
<tr>
<td>Taxes - Nonpayroll</td>
<td>8,428</td>
<td>3,283</td>
<td>5,145</td>
</tr>
<tr>
<td>Outside Services</td>
<td>81,773</td>
<td>88,956</td>
<td>(7,183)</td>
</tr>
<tr>
<td>Communications</td>
<td>13,171</td>
<td>13,927</td>
<td>(756)</td>
</tr>
<tr>
<td>Travel and Related</td>
<td>42,612</td>
<td>33,761</td>
<td>8,851</td>
</tr>
<tr>
<td>Advertising and Promotion</td>
<td>850</td>
<td>1,000</td>
<td>(150)</td>
</tr>
<tr>
<td>Inventory Expense</td>
<td>6,020</td>
<td>5,756</td>
<td>264</td>
</tr>
<tr>
<td>Production</td>
<td>11,905</td>
<td>9,150</td>
<td>2,755</td>
</tr>
<tr>
<td>Printing</td>
<td>163,998</td>
<td>193,317</td>
<td>(29,319)</td>
</tr>
<tr>
<td>Events and Meetings</td>
<td>538</td>
<td>11,564</td>
<td>(11,026)</td>
</tr>
<tr>
<td>Premiums</td>
<td>106,250</td>
<td>109,583</td>
<td>(3,333)</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>794</td>
<td>123</td>
<td>671</td>
</tr>
<tr>
<td><strong>Total expense</strong></td>
<td><strong>$1,169,488</strong></td>
<td><strong>$1,156,000</strong></td>
<td><strong>$13,487</strong></td>
</tr>
</tbody>
</table>
## Operational Excess (Deficit)
### Year-to-Date 2009 - 2010

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$1,243,191</td>
<td>$1,151,596</td>
<td>$91,595</td>
</tr>
<tr>
<td>Expenses</td>
<td>1,169,488</td>
<td>1,156,000</td>
<td>13,488</td>
</tr>
<tr>
<td>Profitability</td>
<td><strong>$ 73,703</strong></td>
<td><strong>$ (4,404)</strong></td>
<td><strong>$ 78,107</strong></td>
</tr>
</tbody>
</table>
Profitability
YTD 2009 vs. YTD 2010

Profitability
2009
2010
Investment Funds
2009 - 2010

Investments

Jan  Feb  Mar  Apr  May  June  July  ...  ...  ...  ...

2009

2010
## Excess (Deficit)
### Year-to-Date 2009 - 2010

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Excess (Deficit)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operational revenue over expenses</td>
<td>73,703</td>
<td>(4,404)</td>
<td>78,107</td>
</tr>
<tr>
<td><strong>Non Operational Activity</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest &amp; Dividends</td>
<td>21,048</td>
<td>16,185</td>
<td>4,863</td>
</tr>
<tr>
<td>Investment Gains/(Losses)</td>
<td>4,089</td>
<td>56,154</td>
<td>(52,065)</td>
</tr>
<tr>
<td><strong>Total Non Operational Activity</strong></td>
<td>25,137</td>
<td>72,339</td>
<td>(47,202)</td>
</tr>
<tr>
<td><strong>Excess (Deficit)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue over expenses</td>
<td><strong>$98,840</strong></td>
<td><strong>$67,935</strong></td>
<td><strong>$30,905</strong></td>
</tr>
</tbody>
</table>
Operating Account
2009 - 2010

Operating Cash

Operating Cash 2010
Operating Cash 2009
USPA Departmental Summaries

- Membership Services
- Safety & Training
- Competition
- Government Relations
- Sport Promotion
- Communications
Membership Services
Clint Vincent

• Increased membership activity with current staff size
  – Most new members in one month since June 2001
  – Most new members mid-year since 2002
  – Highest member total since Nov 2003
  – Most licenses mid-year since June 2001

• Membership database consultant selected

• Proxy effort
Safety & Training
Jim Crouch

• 9 fatalities so far for 2010
  – Most are canopy related; no students

• 2011-2012 SIM revisions are mostly complete for a September-October release date

• 2011-2012 IRM changes are mostly complete for a September-October release date

• Production of the online training modules will begin

• The S&TA Handbook to be revised this fall

• The 2011 AFF Standardization Meeting is scheduled for January 18-19 in Northern Virginia.
Competition
Larry Bagley

• All disciplines are competing this year at World Parachuting Championships

• USPA assisting Red Bull in its high-altitude record attempt

• USPA on the working group to develop international wing suit record rules

• USPA researching on-line registration program for future USPA events
Government Relations
Randy Ottinger

• Responded to NTSB jump plane maintenance recommendations

• Recently helped three new DZs gain airport access

• Working with FAA to release new Advisory Circular 105-2D, Sport Parachuting

• Working with FAA on Safety Audit for airports with proposed DZs

• Actively working nine DZ airport access issues
Sport Promotion
Nancy Koreen

- Revamped “Beyond the First Jump” program and newsletter
- Created “Beyond Your A License” e-newsletter
- Developed joint USPA-host DZ Nationals sponsorship package
- Overhauled Press Center on USPA website to create one-stop shop for media
- Created basic skydiving presentation to assist members in promoting sport
- Sending press releases on state records to multiple media outlets, including individual’s hometown newspapers and TV stations
- Preparing press releases for U.S. Team
- Conducted membership survey to assess members’ opinions and perceptions about USPA and its programs
Communications
Shonda Smith

• Created a new e-newsletter—Beyond Your A License
  – Currently manage three monthly (Update, Professional, BYAL) and one weekly (Beyond Your First Jump) e-newsletter
• Increased interaction through social media
  – Facebook: 8,500 fans (3,000-plus added in past six months)
  – Twitter: 750 followers (50-plus added in past six month)
• On-time Parachutist, shifting focus to instructional and historical articles
• Will revamp online advertising and introduce more advertising packages
• Redesigning Parachutist Online
• Preparing for 2011 Calendar