



United States Blind Athletes Association
Board of Director's Meeting
May 3, 2017

Directors present on conference call: Michael Bina, Larry Dickerson, Michael Elliott, James Mastro, Ken Hannah, Peter Paulding and Nancy Louraine

Directors Absent: Lauren Lieberman, Gary Remensnyder, Danelle Umstead, Amy Wasson

Staff present on conference call: Mark Lucas, Ryan Ortiz

The Board of Directors of the USABA convened for its board meeting via phone conference on May 3rd, 2017. The meeting was called to order at 11:00 a.m. by President Michael Bina.

Mike Bina welcomed directors and thanked them for taking the time to participate in the call.

Roll call conducted by Secretary Nancy Louraine.

Chairman's Report:

Mike Bina reported that focus continues on the USABA 2020 2X vision that will require increased growth in fundraising, membership, staff and programs. Mike and Mark Lucas have been meeting weekly and gaining traction.

Mark and Ryan Ortiz were presented the completed, signed and framed Board of Director's commendation for their work on the establishment of the USABA Goalball Center of Excellence in Fort Wayne.

There are currently vacancies on the board, but Mike suggested not moving forward to fill these vacancies at this time until we address the question of what the board structure should be to achieve the goals of USABA's 2020 2X initiative. Peter Paulding, chair of the Governance/Nominating Committee and his committee will examine this question and report recommendations at the August board meeting.

On a final note: Mike is requesting that board members need to respond to his email reminders of the board meetings as to whether they can attend the meeting.

Executive Director's Report:

Mark Lucas sent a monthly report to directors prior to this meeting.

He reported that work is going well; finances are in good shape. A review of current program activities was reported, including the outcomes of the Fitness Challenge. Upcoming programs include the cycling camp in May, rowing camp in June and the National Goalball tournament in June in Fort Wayne.



Other comments: The MOU with Turnstone is going well; no glitches. The website is being updated and will launch in the fall. Mark is working on adding a grant writer to staff. Work is being done on producing a direct mail piece.

Approval of meeting minutes:

A motion was made by Ken Hannah to approve the minutes from the February 1st, 2017 USABA board meeting. Seconded by Larry Dickerson. Motion passed unanimously.

Committee Reports:

Audit/Finance: Mark reported for Gary Remensnyder. The financial report was sent to directors prior to the meeting for review. Finances are in good shape and exceeding budget due to donor grant of \$60,000 a year for three years, and a gift from Ron Plassman. The USABA is currently seeking a national sponsor for the Goalball teams.

Strategic Direction: No report

Fundraising: Nancy commended the staff for the efforts in raising funds and also recognized President Mike Bina for securing the grant from a donor for \$180,000 (\$60,000 a year for three years) to assist staff and USABA in capacity building fundraising activities.

The Fundraising committee has not been engaged in any activity because it is not been determined how to best utilize the talents of directors. It is difficult with everyone living in different areas of the country. Nancy is continuing to work with Mike and Mark to determine the fundraising committee tasks and implementation strategies, and how to best use directors to advance the mission and support the staff in fundraising.

The fundraising plan for 2017 includes raising nearly \$1.2 million for operations. This includes money from the USOC, VA, athletic events, merchandise sales, corporate sponsors, foundations, memberships and donor gifts. The grant of \$60,000 this year will be used to fund the production of two direct mail pieces. In addition, Mark will be using some of this grant to hire a grant writer to conduct research on grant opportunities and write the grants. Investing in these strategies, over time, will more than pay for the initial grant funding and build capacity.

The board can assist with fundraising by thinking about people, organizations and companies in your areas and circle of friends who you could talk to about the USABA. The staff could assist board members in developing the talking points. Board members are encouraged to use their networks and talk with staff and Nancy.

In addition, the USABA is seeking a national corporate sponsor for the goalball teams. Is there a company in your area that might be a good 'fit' for this? Call Mark and discuss with him.

Finally, Nancy reminded board members that it is a director's responsibility to ensure adequate financial resources for the organization, and that includes making sure all directors contribute



financially to the organization. We can't ask for money from others if we haven't invested ourselves. Board members should send in a gift if you haven't done so this year.

Governance/Nominating: Peter Paulding reported that the committee will be looking at realigning the organizational structure to align the board and staff to advance the mission and achieve the vision of 2020 2X. Mike Bina, Nancy Louraine and Peter will be conducting an assessment and asked other directors who are interested in assisting to let him know. At this time, he is looking at other organizations and their structure for benchmarking to learn what we can emulate.

Old Business:

No old business reported.

New Business:

No new business reported.

Directors were reminded that the next USABA board meeting is August 2nd at 11:00 a.m., and the face to face meeting is November 3rd in Colorado Springs.

With no further business, the meeting was adjourned at 11:40 a.m.

Respectfully submitted: Nancy Louraine, Secretary of the Board