



PSIA-NW / AASI Fall Board of Directors Meeting

**Best Western on the Green**  
**Kent, Washington**  
**September 21, 2002**

Saturday

Saturday

Weston, John

P

Younglove, Ed

P

Christofero, Carol

A

Harris, Angus

P

Burns, Jack

P

Eisenhauer, John

P

Taggart, Roger

P

Kastner, Chris

P

Murdoch, Larry

P

Hand, Ken

P

Arwine, Gordon

P

Brawley, Sally

A

Burns, Jeff

P

Hathaway, Art

P

Kane, Ed

P

King, Bill

P

Klecker, Ken

P

Laird, Andy

P

McDonald, Bob

P

McLaughlin, Lane

P

Moldstad, Karen

P

Nagai, Wayne

P

Peters, Mike

P

Saario, Chris

P

Stoneberg, Kay

P

Sword, David

A

Wilson, Chris

P

Carter, Gary			
P		Darrow, Barbara	
Clark, Polly	A	P	
Croston, Rob			
P		Committee Chairmen:	
Dold, Chad			
P		Stevenson, John – Adaptive	
Frost, Chad		P	
P		Saline, Earl – Snowboard	
Germeau, Mary	P	A	
		Wingard, Nelson – Children’s	A

The meeting was called to order by President, Ed Younglove at 8:20am.

Roll call was taken and a quorum was established. The president noted that all board members absent have submitted prior notice and have approved absences. Ed introduced guests Kirstin Huotte, Nick McDonald, Ruth McCully, RJ Nichoalds and Dave McBarron.

## MSC – Weston/King

I move to approve the minutes of the previous meeting.

### REPORTS

#### **President – Ed Younglove**

Ed commented on the summer committee work. Jack Burns & committee moved forth and completed the job in a timely fashion as well as under budget. John Eisenhower has been working on communication issues with website and newsletter, including getting our board minutes in both. Larry Murdoch has been busy with the Membership Guide to be released at an earlier date than last season.

King County Child Death Review Committee has contacted Ed regarding the issue of out of bounds safety. There is a major concern by King County Public Health Dept. regarding deaths by out of bounds snowboarding and skiing. This will be discussed later on in the agenda.

Ed stated that he will be attending the President’s Council meeting in Denver on Oct 11 & 12.

**Executive Vice President – Carol Christofero – (absent) written report stands as submitted.**

#### **Administrative Vice President – Jack Burns**

Jack reported that he and his committee successfully upgraded the office computers this summer. The office is now fully networked and we have individual email addresses. The next project is upgrading the software. Jack feels that this technical aspect of this project is a bit beyond his expertise and asked that the president appoint a committee to work with him on it. His goal is to bring a proposal to the spring meeting. The support for the existing accounting software expires early next fall.

Jack stated that in early August he, Barb, Wayne Nagai interviewed applicants for the part time office position. Four people were interviewed. The panel unanimously agrees that Joyce Foster was the most qualified to meet our needs.

Jack reported that he is working on a project for developing policies & procedures for document retention in the office. We have documents that go back for many years that are taking up filing space that he'd like to get rid of. There are exams on file going back 20 years.

### **Financial Report – Angus Harris –**

Angus stated that he is glad to be back as Financial Vice President. He reported that the budget approval is later on the agenda. He added that it is a balanced budget and most all of the program requests were honored.

### **PSIA Representative – John Weston – reported:**

- National status is in black with the dues increase.
- National has more members than ever and topped out at 29,171 with 173 lifetime members.
- PSIA information is being sent to all ski schools regardless of membership.
- PSIA is sending an informational letter and email to URL link to our website to ski area management and NSAA officials informing them of our efforts to support the 6 in 1 Growth initiative through the Children's Accreditation, continued development of the fast track for teaching beginners and the completion and publication of the Core Concepts Manual and the Alpine Technical Manual.
- Next season 3 major events are the
  1. National Academy at Snowbird, Utah.
  2. Eastern Education event at Whistler – Blackcomb.
  3. Interski at Crans-Montana, Switzerland.
- National President – John Armstrong – announced the new committee chairs.
  1. Adaptive – Beth Fox
  2. Snowboard – Earl Saline
  3. Steering – Victor Gerdin
  4. Education – Kim Seivers
  5. Certification – Rob Sogard
  - 6. Nordic – Laura Landrum**
  - 7. Children's – Amy Zahm**
  8. Member School – Sherm White
- Northwest Division is the third largest division behind Eastern and Rocky Mountain.

John asked for suggestions from those who have history in the division to give him nominations for some of the National awards. Lifetime achievement and Lifetime membership awards are open for nominations.

A list of the current lifetime members from the Northwest was requested:

- Julie Fiorini
- Martin Fopp
- John Fuller
- Lenore Lyle
- Jack Meissner
- Hans Metz

- Buzz Fulton
- Kathleen Hand
- Doris Harlacher
- Joe Harlacher
- Edward Kane
- Otto Lang
- Bill Lenihan
- Lou Lenihan
- Lawrence Linnane
- Jim Lucas
- Joy Lucas
- John Mohan
- Rich Nelson
- Willia O'Connor
- Lee Perry
- Loren Prescott Sr.
- Otto Ross
- George W Savage
- Jack Sullivan
- Chris Thompson
- Al Voltz
- Jack Weigand
- Gordan West

### **Education Vice President** – Larry Murdoch

Larry spoke of the new Outreach Program that we are implementing this season. The outreach areas have been identified as Hurricane Ridge, Hoodoo, Anthony Lakes, Willamette Pass, Bluewood, Mt. Ashland, Mt. Baker and Silver Mountain. The areas were selected on remote geography, size of programs and whether or not having hosted major PSIA-NW events.

The outreach sessions will be ran as a day clinic and be tailored to the needs of the individual schools. Current budgeting allows for ten(10) visits to be shared by all disciplines. Those not visited this season will be on the top of the list the following year.

Larry reported that the Membership Guide & Calendar are 99% ready for print. Larry sent around copies for board members for final approval. The goal is to get guide and calendar to the membership is mid October. The new guide shows a recommended study & curriculum based on clinics & events to prepare for the exam process, also a set curriculum for the Senior Tour (thanks to Ed Kane) and much more. Ron Kipp will be guest speaker for all three fall seminars. Ron is a sport physiologist with the USSA and US Ski Team. (Ron is a former member of PSIA-NW from the Mt. Hood area). It was suggested that Ron's presentations be video recorded. Larry will see that this is done.

### **Technical Vice President** – Roger Taggart

Roger announced that the Alpine Training Director Training will continue as usual with the exception that the events will be for Training Directors and Level III trainers only. Level II instructors may attend the Ski School Clinic Instructor Training in conjunction with every TD event. The Snowboard Training will continue with allowing Level II instructors into the training.

Lane McLaughlin and Dave McBarron are also working on refining the TD curriculum and developing a passport system to help track personal training.

The Training Director Accreditation will be held again this season. The schedule will be coming out soon.

### **Certification Vice President** – Chris Kastner

Chris stated that the Certification program has been busy incorporating a lot of new verbage from the Alpine Technical Manual and the Core Concepts Manual. Written test questions are also being derived from these manuals. Examiners and Tech Team members have been assigned chapters from the manuals to create questions

for the written tests. The questions have been collected and we will be evaluating the questions at Tech Team Training in early October.

Chris told us that he has been re-writing the National Standards to represent current methodology, technique and trends in the industry.

The task video is close to being completed, it represents our current tasks and criteria. He showed a short clip of the video.

Chris wrote an article expressing the spirit of what the proposals that were submitted last year were all about. He wanted to share that article with the board for remarks and editing before it goes into the newsletter. (see attachment A).

#### **Communications Vice President – John Eisenhower:**

- Service Awards & Board Activity information is now on website.
- Working to get our newsletter on line.
- We're starting to narrow gap between newsletter deadline and when members receive and issue.
- Re-evaluating the Merchandise Program.
- Brett Hamilton from GO USA will attend the Ski School Directors meeting this fall.
- Inclusion of the three most purchased manuals on GO USA website for purchase.

The Merchandise Program has not been as successful as we wanted GO USA has brought down our fee structure.

Skiers tend to be more selective on what want to purchase which makes programs like ours more difficult to carry out. We are incorporating a few ski specific items like thermo layered items, glove products and others. We are also looking to include some hardware items.

**Member Ski School Vice President – Ken Hand (absent) – Report stands as written.**

#### **Insurance Committee – Chris Sarrio – Chairperson**

Chris apologized for the lateness of her report, the committee was waiting for the premium costs from our provider.

Eleven ski schools were informed that they would not be offered concession agreements from Stevens Pass Ski Area. Ten of those schools participated in our insurance program. We expected an increase in premium (i.e., September 11 and other disasters). Coupled with the drop in number of schools & the increase we are looking at an increase of 28-30%.

The committee raised the premium fees (it is the first increase since 1992). We are applying a credit to each participating schools (for last three years) to reduce the insurance reserve fund.

**Nordic – Chad Dold**

Chad announced that the Efficient and Inefficient Movement Patterns for Track, Skating and Tele are being worked on and will be ready in a couple of months.

The Nordic committee is working on its new educational pieces and will be worked into our process this season.

### **Snowboard**

There was no snowboard update. It was announced that Earl Saline (former Northwest Snowboard Chairman) has moved to Winter Park, Colorado.

### **Awards Chairman – Art Hathoway**

Art stated that he sent out the draft of the Rookie of the Year Award and asked for comments. He is passing around a packet of awards material that he wants the board to look over and give feed back.

### **Proposals**

## **Proposal A                    MSC: Burns/Klecker**

I move that the Administrative Office Policies & Procedures concerning Office Staff Compensation be amended as set forth in Exhibit A.

The idea behind this proposal is to provide sick leave for the full time hourly employees. The proposal was developed to provide incentive not to use the sick leave. If sick leave is not used it shall be paid to the employee at 110% of its calculated value. If any is used the unused sick leave shall be paid to the employee at 100%. The amount of sick leave is 40 hours annually (see attachment B)

Proposals B and C were switched in order on the agenda.

## **Proposal C    MSC: Weston/McDonald**

I move that PSIA-NW accept the corporate name change from Professional Ski Instructors of America to Professional Snowsports Instructors Association.

PSIA National voted to change the corporate name to Professional Snowsports Instructors Association. The change was sent to all nine divisions for ratification.

Discussion:

- The name, Professional Ski Instructors of America, no longer fits with the industry.
- This is a corporate name change the brand names of PSIA and AASI have not been changed.
- Why has the word Association replaced the word America?
- The word “of” was cumbersome with the acronym.

- The word “Snowsports” recognizes all disciplines instead of just skiing.
- We lose our identity by replacing America.
- The United States of America translates to USA.

## **Amendment to C MSC: Saario/Burns**

I move to amend the motion to substitute the word “of America” for the word “Association”.

John Weston, PSIA Representative, will take our motion of retaining the word “America” back to the National meeting in October.

### **Proposal B MSC: Weston/McDonald**

I move that the Professional Ski Instructors of America NW change their corporate name to Professional Snow sports Instructors of America-NW after the ratification of the name change is completed by the national board.

Once the name change is ratified we will have to file with the state of Oregon for the name change for the Northwest Division.

## **Amendment to B MSC: McDonald/King**

I move to amend the motion by dropping the words “after the ratification”.

This change will be the responsibility of the Executive Vice President, Carol Christofero. Bill King and Chad Dold will assist her. Ed Younglove offered his office to do the paperwork for the corporate name change.

### **Proposal D MSC: Dold/Hathaway**

I move that the board approve a reduced clinic fee to ski schools of \$35.00 for each member that attends one day of Fall College. All members who desire PSIA credit would pay an additional \$10.00.

This is an effort from the Nordic Committee for greater outreach to benefit schools for early season training and opportunity for new instructors to be exposed to PSIA.

#### **Discussion**

- There are seven Nordic divisional staff.
- Is the proposal a one time offer?
- The difference of non members paying \$35.00 and PSIA members \$50.00 – is this fair? It is somewhat like an introductory offer for non members.
- Ski schools would send their instructors and pay the fees

## **Amendment to D MSC: Kastner/Nagai**

I move to amend the motion to add “this is for the 2002-03 season” at the end of the motion.

### **New Business:**

#### **Board of Director Seats**

Ed Younglove asked that all board members whose seats are up this spring to contact Jack Burns and let him know if they plan to rerun in the spring.

#### **Out of Bounds Safety**

Ed was contacted by the King County Child Death Review Committee. They asked our organization what we might be able to do regarding the issue of out of bounds safety .

Discussion:

- This is really a ski area problem
- It is instructor’s responsibility to inform students and skiers of the consequences and hazards.
- Do a newsletter article on reemphasizing hazards crossing over a closed roped-off areas and the value of skiing with another person. In bound skiing is also an issue.
- Ski with a partner, be aware of snowfall and depth – off piste is another issue.
- Be careful and don’t wait to give safety advice.
- Do a safety handout and distribute at the fall seminars.
- Insert an enclosure into a ski school director mailing encouraging them to contact the ski patrol to come and do a dry land clinic on safety.
- There is a younger instructor core in snowboarding especially with less mountain experience. Young instructors may take more risks and we need in our training to be cognizant of these and arm the younger instructors with knowledge of the risks involved.
- Reinforce “Your Responsibility Code”.

#### **Raffle - Mary Germeau**

Mary is the chairperson for a raffle to be held at the Schweitzer Symposium. Mary requested donations from the directors and to include a monetary value of the items donated. Donations are to be dropped off at her home or bring to symposium. The most successful items at the past auctions held were non-skiing related items – such as golf, tennis, mountain biking, etc. Any donations will be appreciated. The money raised will go to scholarships for members.



## **Amnesty**

The amnesty program that the board adapted stands. See spring minutes 2001 for the adopted proposal.

## **Division Staff Uniforms**

Chris Kastner clarified that the uniforms are for all divisional staff. He offered the uniforms up front to the examiners to give them a more unified look. The uniform is also being offered to the rest of the division staff.

## **MSC: Weston/Hathaway**

I move that we adopt the budget as presented.

Angus thanked the program managers for their input to the budget. Last year we ended up with a deficit of \$3,300.00 and today balanced budget is being presented. The question was asked if there are any trends or changes that we need to be aware of?

- Angus referred to page 15 of the budget. There are a couple of areas that we need to watch, the first being overstaffing of events, these expenses at times can get out of line.
- In communications, the Merchandise Program attempting to generate income.
- Certification costs can go up with major revisions in the exam format. The last couple of years there's been a surplus because of no majors revisions.
- Divisional Office budget has grown because of the cost of business, postage, printing etc.

## **BOD Meetings**

Ed Younglove asked the board for feedback on continuing to have a short (one day) full meeting and the full Friday night through Sunday meeting in the spring.

## **Retreat**

We are planning a retreat type of a meeting in the spring. Carol Christofero is researching sites in the Oregon area.

## **MSC: Weston/King**

I move to adjourn.

Meeting adjourned at 12:15pm.