

USSF Conference Call Agenda

May 20, 2020

Agenda Prepared by:

USSF Board of Trustees and Executive Officers

Minutes prepared by: Ed Suczewski

NOTE: These meeting minutes have been appropriately redacted to protect USSF members' private information.

I. Call to Order: 6:06 PM

II. Roll Call

- A. Helen Delpopolo (Trustee)
- B. Andrew Freund (Trustee)
- C. Mariah Holmes (Trustee & Vice President)
- D. Justin Kizzart (Trustee)
- E. Ed Suczewski (Trustee & President)
- ~~F. Ryan White (Secretary)~~
- G. Americus Abesamis (Treasurer)

III. Previous Meeting Minutes

- A. Already approved and released ([linked here](#))

IV. Reports

- A. Ed's quick review of Robert's Rules of Order
- B. Ed's report on merchandise sales
 - 1. Five sales for a total revenue of \$521.08 and a total profit of \$216.14.
 - 2. Our profit margin is 41-42% and expected to increase a bit, as we've been paying start-up costs related to embroidery.
- C. Americus' financial report ([linked here](#))
- D. Report from Helen on better calendar prices
 - 1. Context: In April, Ed moved to allocate \$350 to print 50 2021 USSF Calendars later this year. Under his plan, we would accept submissions from members with a deadline of November 1, 2020 and vote on the best twelve for inclusion. Calendars would retail in our online store at \$25 each or be sold in person at the 2021 U.S. National Championships for the same price.

- a) We need to sell 17 or 18 to break even.
- b) If we sell all 50, we'll profit \$650.

Helen emailed quote after the meeting:

50- \$280. \$5.60 per piece

75- \$375. \$5.00 per piece

100-\$460 \$4.60 per piece

28 pages 4/4. 8.5x11

100# white gloss text

Pre press impose.

Suggested retail \$24.99-\$29.99

V. Unfinished Business

- A. Ed moves to resolve to adhere to existing USSF policy regarding U.S. National team coach selection, specifically that "trustees will have final selection/approval" (see [USSF Delegation Formation Policy Letter - Section 3.C](#)).
 - 1. Note that while athletes should be invited to nominate team coaches and to express their individual opinions on team coaches by emailing president@ussumo.org, a formal vote among athletes should not be conducted.

Motion carries. Unanimous.

VI. New business

- A. Mariah moves to approve monthly promotions on specific merchandise, which she will manage, coordinating with the media theme for each month.
 - 1. The promotion will be a small discount which should increase sales and visibility of our site.

Motion carries. Unanimous.

- B. Ed moves to link share with BigSumoFan.com. Robert Folz will post a link to our USSF page, and in return, we will post a link to BigSumoFan.com. Robert will also send out twitter blast to advertise our store.

Motion carries. Four votes in favor. Helen abstained.

- C. Ed moves to make Dr. Jason Von Stietz the “Official Sports Psychology Consultant of the U.S. National Sumo Team”
1. Jason offered his services freely last year to members of the U.S. National Team and has continued to work with Ed for free since then
 2. He has worked with at least one other member of last year’s national team and is willing to offer a free group session to our U.S. national team

No decision made. Ed withdrew motion upon request and agreed to seek more information in the form of an email from Dr. Jason Von Stietz detailing his qualifications.

- D. Ed moves for approval to host an online Sumo Trivia Night as a small fundraiser.
1. The event will cost the USSF nothing, as Ed will personally cover any losses to the USSF.
 2. Ed will administer the event, using our Squarespace store to collect \$5 entry fees and using a combination of Google Meet and Kahoot for the trivia.
 3. The winner will receive a limited choice of items from the USSF store, which will be paid for first by entry fees, and if entry fees aren’t enough, Ed will pay the balance.

Helen moves to amend the motion:

3. The winner will receive a limited choice of items from **existing inventory** ~~the USSF store~~. Shipping will be paid for first by entry fees, and if entry fees aren’t enough, Ed will pay the balance.

Amended motion carries. Unanimous.

- E. Ed moves to approve the updated USSF Event Sanction Application ([linked here](#)).
1. An expanded Section 1 lays out basic expectations for event hosts.

2. The main form has been largely kept the same but streamlined a bit.
3. A tournament results sheet has been added so that the USSF can maintain a record of participation in its sanctioned events.

Motion carries. Unanimous.

F. Ed moves to approve the new USSF Training Camp Recognition Application ([linked here](#)).

1. This gives clubs and members hosting training camps an opportunity to seek official recognition and have their events promoted on the USSF website and in our publications.
2. Previously, we had been advertising events upon request without seeking any additional information, and some members had mistakenly been filling out sanction applications for training camps. This clarifies and formalizes the process so that we can support clubs hosting training camps but also officially review training camps before we advertise to members.

Motion carries. Unanimous.

G. Ed moves to only accept annual membership applications online and only accept lifetime membership applications on paper.

1. Paper forms and the level of data-entry associated with it is unsustainable and has led to record-keeping problems.
 - a) It's extremely time-consuming
 - b) Past tournament directors have failed to turn over paid member applications to Americus. Past national championship participants and even champions have not been officially added to our membership roster.
 - c) A large number of our recent members do not have their email address listed on our roster because of unclear paper forms.
2. The web site is accessible via smartphone so same-day sign-ups at events won't be a problem.

3. Because all membership forms are emailed to president@ussumo.org this ensures that any trustee or officer can easily check a member's status in a particular year and that this check won't be susceptible to human error.
4. We can still assign permanent member numbers for now, and consider automating this process in the future to provide even less work.

Motion carries. Unanimous.

VII. **Announcements and Reminders**

- A. Ed appointed the following members to serve on the Women's Committee: Ava Chan, Danna Engelberg, Eros Armstrong, Jessica Hopper, and Mariah Holmes (chair)

VIII. **Adjournment: 7:20 PM**