



August 5, 2015

RE: USSA Update to the Crescent Ski Council

Dear Crescent Ski Council Members and Member Clubs,

The USSA has been working to implement many changes in the last few seasons in response to the findings of the McKinsey study and to better support all levels of snowsports. Here are a few updates we have discussed with the Crescent Ski Council leadership that are aimed at the following goals:

- More support structures for USSA members and member clubs
- Lower cost membership and lower cost club insurance
- Growth of club membership and USSA membership

### **Club Development Program**

The Club Development program has been introduced to help provide education, certification and recognition to all clubs and in all areas of club organizational and athletic success.

More information on club educational resources:

<http://alpine.usstkiteam.com/alpine-programs/clubs/education>

<http://alpine.usstkiteam.com/alpine-programs/clubs/resource-center>

More information on club certification:

<http://alpine.usstkiteam.com/alpine-programs/clubs/certification>

### **Improved Club Liability Insurance Program (CLIP)**

Some highlights of this year's program include:

- CLIP clubs will now enjoy coverage for almost all of their traditional ski/snowboard related training and competition activities regardless of whether the competition at issue is USSA sanctioned. Please refer to the attached FAQ for the traditional list of exclusions from coverage such as skydiving, bungee-jumping, etc.
- CLIP pricing has been reduced for some participant clubs....
- CLIP membership is easy. The application is a snap and maintenance has been simplified to an end-of-season automatic membership reconciliation provided by the USSA. Monthly membership reporting is unnecessary.
- CLIP provides coverage that meets and exceeds the requirements of ski and snowboarding clubs and their ski areas, based on expert information provided by the carriers and brokers



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the USSA has worked with for many years. This more than satisfies the standard \$2 million per occurrence limit required by many third parties.

- General Liability: \$1 million each occurrence; \$10 million General Aggregate
  - Excess: \$25 million each occurrence and aggregate
- CLIP also extends the excess participant accident policy to all club/USSA members via new membership categories, a benefit to all club/USSA member skiers and riders.
  - Optional Directors & Officers liability insurance is available to all clubs and covers legal costs, judgments and settlements resulting from suits and other legal proceedings brought against the entity's Board of Directors, Officers or the entity itself for allegations of wrongful acts, errors and omissions. This coverage must be purchased separately.
  - CLIP provides a SafeSport program enhancement protecting kids and clubs.

I think you will agree that the 2015 CLIP program provides outstanding coverage at reasonable prices. For more information please visit [http://www.amerspec.com/ussa\\_cov](http://www.amerspec.com/ussa_cov) and thank you for taking the time to review the program.

### **New Membership Categories and new Competitor pricing**

Last season the USSA piloted two new membership categories. This season the prices for those memberships was further reduced and we introduced new pricing for all youth competitors. These new membership categories and price reductions are intended to help clubs bring more members not only into the club, but also into association with USSA, by reducing the cost and hassle of entering and remaining in the sport. Together we can build a stronger base!

The new “**General Member**” category at \$15 is for:

An Individual at the club level who is a non-USSA competitor participating in activities such as: training, Youth Ski Leagues, Buddy Werner Leagues, Interclub events, Skillsquest, High School Racing, Adult leagues, Community racing and/or general club activities.

The new “**Volunteer Member**” category at \$45 is for:

An individual participating at the club level in a position of authority over minors. Volunteers may play a coaching role, or assist clubs and event organizers in a variety of roles as deemed appropriate by USSA coaches, clubs or affiliates.

Member benefits: Both memberships above come with the general USSA member benefits, which include:

- Magazine Subscription or access to Ski Racing Premium Web content
- Global Rescue Travel Service Hotline access
- Membership to USSA Rewards discount and benefit program
- Excess accident insurance (proof of primary insurance required)

- Discounts at the USSA Education shop
- USSA membership card and luggage tag
- Sport decal
- The volunteer membership also includes periodic background screening (a service to the club)

The new “**Competitor Member**” pricing ranges from \$25 - \$150 based on age - varies by sport. New alpine pricing listed below.

Competitor U10	\$25
Competitor U12	\$50
Competitor U14	\$75
Competitor U16 and up	\$150

More information on all USSA memberships can be found here: <http://my.ussa.org/membership/start>

### **NASTAR**

Two of the most well known brands in ski racing, the U.S. Ski Team and NASTAR, have entered into an agreement to raise the profile of ski racing in America under which the U.S. Ski Team will assume operational control of NASTAR. This integration with NASTAR is designed to capitalize on the global success of U.S. Ski Team athletes, bringing greater awareness to the sport and value to the industry, while motivating participants of all ages to get involved in ski racing. See full story here: <http://ussa.org/news/us-ski-team-manage-nastar>

The long-time Director of NASTAR Bill Madsen will be joining the USSA staff. Madsen, who is based in Aspen, CO, will continue to manage NASTAR and, in conjunction with the USSA, work to grow one of ski racing’s most successful programs.

This move will help to open pathways for more and more people to enter and be exposed to the sport of ski racing.

This is a lot of information and represents many tools to help grow and improve your club(s) in closer partnership with the USSA. Please contact me directly if I can be of any support or answer your questions.

Sincerely,

Brian C. Krill  
USSA Director of Sport Education