

June 9 Executive Director Report

Finance

Full financial reports through the end of May with projections through the end of the fiscal year on July 31 will be presented at the membership and BOD meetings on July 2.

Payments to volunteers accrued from last year's Summer Nationals through the April NAC in Portland were in the mail yesterday, Wednesday, June 8.

We are working on the 2011/2012 budget right now. Our intention is to have it to the treasurer for distribution to the Budget and Finance committee by the end of next week. I'll be available with Brian for discussions with the committee at their convenience the week of June 20.

Membership:

Below you will find our membership trends for the last two months.

Membership Type	31-May	30-Apr
Club	582	580
Commercial	14	14
Competitive	19,202	18,886
Life	509	509
Life w/installment	110	109
Olympian Life	88	88
Paralympian	13	13
Professional	353	349
Supporting	436	424
Total	21,307	20,972
Total Membership in 2010	21,894	21,313
One Day (Sold in the month)	158	191

There have been 1,213 one day memberships sold YTD. We anticipate having a drop in other membership categories of approximately 1,000 at the end of the year.

After the last two Board of Directors meetings and decisions about one day memberships, we are working with Railstation to implement the increased fee (from \$10 to \$20) and the ability to upgrade. We intend to send an email to all those who take the one day membership option inviting them to upgrade.

In our continuing efforts to move people towards the website we intend to add a \$10 processing fee to individual faxed, emailed or mailed membership applications starting next year. Tournament Organizers and members will be exempt from this fee if the membership application(s) is received at a local/divisional/sectional/regional tournament and the application(s) is submitted to the National Office in one envelope with the payment(s).

Please join me in welcoming Kris Ekeren, our new Director of Membership, to USA Fencing. Kris joins us from the National Sports Center for the Disabled in Denver, CO where she was most recently the Vice President of National Programs. Kris' experience includes fundraising, grant writing, strategic planning and supervisory functions. We have a great deal of confidence that Kris will be an excellent addition to the team and will provide experience in areas we have heretofore been lacking in the National Office.

Events

2011-2014 Domestic Events

After discussions at the Strategic Planning meeting, we have initiated conversations with iSol Event Partners (which is PSA Sports new name) to secure event venues for seasons from 2012-2014.

We are finalizing contracts for the 2011/2012 season in the next several weeks. Once complete, we will announce city locations, day schedules and have links to hotels all at the same time. Our goal is to have this up before or concurrent with Summer Nationals.

NY World Cup

We are finalizing plans for the World Cup with the assistance of New York Athletic Club Fencing. We are confident that it's going to be an excellent event for the athletes. The individual finals on Saturday will be Webcast via a partnership with the USOC who is providing the assistance to make this happen. The finals are scheduled to begin at 6:30 PM Eastern Time.

Summer Nationals, Pan American Zonal Championships and FIE Administrators Course

The very busy 10 days from July 1 through July 10 which contain the above three events are coming together. The Pan American Zonal Championships are a key Olympic Qualification event and are likely to be instrumental in qualifying individuals and teams to the 2012 Olympic Games. The Championships are being held in the same convention center as the Summer Nationals and we encourage anyone at Summer Nationals from July 4-9 to come and cheer our athletes on to success.

USA Fencing Hall of Fame

During Summer Nationals we will be inducting the following individuals into the USA Fencing Hall of Fame:

Arthur St Clair Lyon
Tanya Adamovich
Delmar Calvert
Ann March
Stacey Johnson

The reception will be held on the evening of Sunday, June 3. Information on how to purchase tickets to the hall of fame may be found at: <http://usfencing.org/events/4680/page/12494>

Tournament Software

An executive summary of the findings from the tournament software RFP are at the end of this report. The net result is that four vendors have been deemed to have the technical strength and organizational stability at an attractive enough price to proceed with inviting them to further discussion. It is our intent to contact these four vendors; Fencing Time, Orbis Software, NeoFight and RailStation to invite them to make last, best and final offers of terms for contracting. Since this proposed contract would be for several years and several thousand dollars it will be brought to the Board prior to execution.

Marketing and Communications

During Summer Nationals Rob Weekes will be reaching out to USA Fencing Commercial members to determine what needs they have in the 2011/2012 season for venue space, magazine advertising, website presence and emails to the membership.

We await a long-form contract from an apparel sponsor. Upon receipt we will share with the Board. Our goal is to have new apparel ready for the beginning of next season for all of our internationally travelling athletes; Veteran, Senior, Wheelchair, Junior and Cadet.

High Performance

Recent Results

Wheelchair: Lonato World Cup

Category B Sabre – Joey Brinson 15th

Category B Foil – Joey Brinson 13th and Ryan Estep 16th

Warsaw Saber Grand Prix

- 12. Daryl Homer
- 15. James Williams
- 27. Tim Morehouse
- 29. Jeff Spear

St. Petersburg Grand Prix

- 9. Miles Chamley-Watson
- 16. Race Imboden

St. Petersburg World Cup

- 26. Nicole Ross
- Team: Sixth

Berne Epee Grand Prix

- 12. Seth Kelsey
- 25. Cody Mattern

Seoul Foil World Cup

- 3. *Alexander Massialas (USA Today Olympic Athlete of the Week)*
 - 10. Miles Chamley-Watson
- Team: Seventh

Seoul Foil Grand Prix

- 3. *Nzingha Prescod*
- 15. Doris Willette
- 19. Lee Kiefer

Tianjin Saber Grand Prix

- 5. Mariel Zagunis
- 9. Ibtihaj Muhammad
- 10. Daria Schneider
- 15. Monica Aksamit
- 20. Dagmara Wozniak

Madrid Saber World Cup

- 24. Jeff Spear
- Team: 12th

Stockholm Epee Grand Prix

- 3. *Soren Thompson*
- 30. Ben Bratton

Shanghai Foil Grand Prix

- 16. David Willette

Shanghai Foil World Cup

22. Lee Kiefer
23. Emily Cross
30. Doris Willette
Team: 8th

Rio de Janeiro Epee World Cup

27. Maya Lawrence
Team: 12th

Bologna Saber World Cup

9. Mariel Zagunis
17. Ibtihaj Muhammad
Team: 8th

Heidenheim Epee World Cup

18. Seth Kelsey
Team: Silver

Athens Saber World Cup

31. Daryl Homer
Team: 8th

World University Games

We continue to have difficulties with World University Games selection. Some athletes who had indicated interest in attending were found to be ineligible because of the academic regulations. One athlete needed to decline to attend after having accepted because of other factors. This has resulted in additional athletes being invited to attend the event. Unfortunately, during one of these invitation processes an outdated World University Games point list was used, resulting in individuals who should have been offered an opportunity to attend the Games to be skipped. This problem has since been rectified and we have informed the athlete who was informed of a spot on the team incorrectly of the error.

Pan American Youth Championships

Over the extended weekend of May 27-30 over 40 USA athletes competed in the Pan American Youth Championships in Ixtapa, Mexico. Events were held in all six weapons in Y10, Y12 and Y14 age categories. Overall, the United States was declared the overall winner in a very close competition with Mexico. Our young athletes won a total of 33 medals in the following breakdown:

Gold: 8
Silver: 10
Bronze: 15

Y14: 7
Y12: 12
Y10: 14

Highlights included sweeping the medals (gold, silver and both bronze) in both Y10 foil events and going gold, silver, bronze in Y12 Women's Sabre.

TO: USA Fencing Staff
FROM: Tournament Committee Tech Group
SUBJECT: National Tournament Competition Software Vendor Recommendation

May 30, 2011

The tournament committee tech group was tasked with generating a request for proposal (RFP) for a new national tournament competition software system to replace X-Seed. Submissions were received in March 2011. The submissions were then judged by various stakeholder groups of the organization. Based on those results, the following software vendors have been selected to proceed to a best and final offer stage and an optional presentation of cost and capabilities to the USA Fencing staff:

- Fencing Time
- Orbis Software
- NeoFight
- RailStation

The tournament software is schedule to begin production upon an agreed contract and Board approval, with a scheduled completion by April 2012. Following is background information and rationale for this recommendation.

USA Fencing is in need of new national tournament software. The original developer no longer maintains our current software package. Over time, many software bugs have been discovered that require time-consuming workarounds. These special cases, and the software's age, make training new bout committee members cumbersome, increase the number of staff members required to run a tournament, and prohibit new technologies like live scoring and faster entry of competition score sheets. As the size and complexity of competitions has grown, the software has not been able to keep up without significant human intervention.

In early 2011, the RFP was sent out to several software vendors who had expressed interest in developing our next generation software. The RFP was also posted on the organization's website. The goal of the RFP was to offer a competitive benchmark for which all proposals would be judged. Six responses to our RFP were received, which were then judged by nine members of the organization representing different stakeholder groups including: armory, bout committee, coaches, computer operators, fencers, office staff, and referees. Technical strength (50% of the score), company strength (20%), and financial feasibility (30%) were all considered in the recommendation. The judges' scores were then combined using a Borda count to find a consensus candidate to recommend to USA Fencing staff.

The original RFP specified that two candidates would be recommended, and those candidates would be allowed an in-person or electronic presentation to ensure the organization's goals and objectives have been carefully considered and are in alignment with the software vendor's expectations. After scoring the RFP, only one candidate was a clear favorite (Fencing Time) with three other proposers occupying the second position.

The members of the RFP judging committee are therefore recommending four proposers to the USA Fencing staff. A best and final offer phase is recommended for these four proposers whereby the staff will contact the four proposers to convey a final four-year total cost of ownership. Upon conclusion of this phase, the winner would be offered a contract to be approved by the Board of Directors.