

Clubs Matter

Ready, Set...Skate!

Another great marketing, recruiting and member retention tool is performing. Any time your skaters have a chance to show off their skills to friends and family, it reinforces their love of the sport. On the flipside, when people have a chance to see how much fun everyone is having, it is contagious, and they want to join in too. So, with the holiday season approaching, National Skating Month festivities all January and annual ice show season from March to May, it is time to start thinking SHOW TIME!



Sanction or approval?

Basic Skills performance approvals – At the Governing Council meeting this past May, we added a policy that allows all registered Basic Skills Programs to receive approval for their performances. This includes all performances, ice shows, exhibitions and recitals. They can also invite guest skaters (full members of U.S. Figure Skating) to perform with-

out needing an additional sanction. There are some restrictions on the approval process and the filing fee for obtaining a Basic Skills performance approval is \$25.

Performance Approval Procedure:

<http://www.usfigureskating.org/content/BS%20Performance%20Approval%20Procedure.pdf>

Performance Approval Application:

<http://www.usfigureskating.org/content/performance%20approval%20application.pdf>

Sanctions – A sanction is also an approval for eligible skaters to participate in carnivals, exhibitions and appearances to protect the eligibility of members. A sanction is required when:

- Admission is charged or admission is contingent upon a monetary donation
- The member club or promoter is recipient of some pecuniary benefit
- Skaters who are not members of the sponsoring club have been invited to participate
- Ineligible persons in skating have been invited to participate
- The performance is held at a location other than the principal skating headquarters of the sponsoring club
- The event is advertised or the public is invited to attend
- Skaters or synchronized teams are invited to exhibit at hockey games
- The event is part of a radio or television broadcast, including commercials

Sanctions Primer:

<http://www.usfigureskating.org/content/sanctionsprimer.pdf>

Performance Sanction Application:

<http://www.usfigureskating.org/content/perf-sanction.pdf>

All paperwork applying for a sanction or performance approval must be filed at least 30 days in advance.

Please indicate on all materials that your show is either sanctioned or approved by U.S. Figure Skating.

General planning timeline to prepare for a show:

- 12 months** – set date; book ice; write budget
- 8-12 months** – select a theme; select music; design sets; book videographer, photographer and announcer
- 6-8 months** – write script; host kick-off meeting
- 4-6 months** – show registration; order costumes
- 3 months** – apply for sanction or approval; hold tryouts, group number assignments, posters and tickets printed
- 2 months** – begin rehearsals; program ads are sold; vendors are contacted; costume fittings
- 6 weeks** – tickets go on sale; picture day; continue rehearsals; sign up volunteers
- 1 month** – program goes to printer; vendors contacted again; train volunteers
- Week of** – technical rehearsal; dress rehearsal...show time!

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Share Your Great Ideas!

If you would like to share a success story with other clubs about a specific program, fundraiser, scholarship award program, governance issues or membership drive, and in the process generate some publicity for your club, please write a short article (include pictures if possible) and send to Susi Wehrli at swehrli@usfigureskating.org. We will post responses to initiate a new forum for our clubs to share ideas with one another.

Upcoming Educational Opportunities

Save the Date!

Club Education Seminar

Feb. 17 – Sugar Land, Texas

Basic Skills Learn to Teach

Feb. 18 – Sugar Land, Texas

Club Education Seminar

May 2 – Reno, Nev. (held in conjunction with the Governing Council meeting)

NARCE Skating Director Program

May 14-16 – Chicago, Ill.

Rink Dasher Board For Sale



U.S. Figure Skating is happy to offer all of our member figure skating clubs and Basic Skills programs a customized eight-foot dasher board to proudly display rink side at your home facility. It's brought to you by AMI Graphics. The U.S. Figure Skating discounted price, which includes shipping, is only \$115 per board. You can personalize the top line with your club name. Dashmax is an ultra-durable dasher product that is easy to install and is guaranteed for the entire year. To download an order form, go to www.usfigureskating.org and click on "Clubs."

Happy Thanksgiving!



Do as the turkey does...and skate!

February 2007: Memorial Fund Month

In honor of the 1961 World Figure Skating Team members who lost their lives in a tragic plane crash, U.S. Figure Skating has designated February as Memorial Fund Month. Rinks across the country will be participating in a campaign to increase awareness of and raise funds for the Memorial Fund. People who go to participating rinks during the month of February will have the opportunity to purchase a "Gold Medal Wish" for \$2. Each Gold Medal Wish has a place to put who the Wish is for and who the Wish is from, as well as a brief message. Rinks will provide wall space in their lobby or in a prominent area in the rink to display all the Wishes that are purchased. All proceeds benefit the Memorial Fund.



Gold Medal Wish

Helpful Links

To apply for a sanction, contact the sanctions officer in your area:

Pacific Coast Sanctions Officers:

<http://www.usfigureskating.org/content/PerformanceOfficerPacific.pdf>

Midwestern Sanctions Officers:

<http://www.usfigureskating.org/content/PerformanceOfficersMidwest.pdf>

Eastern Sanctions Officers:

<http://www.usfigureskating.org/content/PerformanceOfficersEast.pdf>

To apply for a Basic Skills performance approval, contact Jill Hare at jhare@usfigureskating.org

Eligible Skater's Compensation Agreement:

<http://www.usfigureskating.org/content/ESCA.pdf>

Tips on Running a Better Board

Rules and Regulations from Board Source

Trying to keep up with state legislation affecting nonprofit organizations can be frustrating, to say the least. Where to go for relevant information? The IRS offers a link allowing you to reference regulations in all states. State government Web sites further clarify these regulations and provide information on forms to be filed. You might also take a look at how different states treat issues differently by visiting this page on the IRS web site:

<http://www.irs.gov/charities/article/0,,id=129028,00.html>