

August 22, 2023

**Board Attendees (BOLD = Present):**

**President Beth Smith (Grand Cove YC)**

1<sup>st</sup> VP Greg Stevens (Vineyard Haven YC)

**2<sup>nd</sup> VP David Korb (Buzzards YC)**

**Treasurer - Judy Quinn (Hyannis YC)**

Secretary – John Maggioni (Chatham YC)

**Administrator - Rob Hurd (West Dennis YC)**

Meeting called to order by President Beth Smith at 1842 hours.

**Agenda:**

**1. President's Report - Beth Smith (Hyannis YC)**

- Thanks parents, coaches, YC staffs etc. for a wonder summer season
- Look ahead to the Fall & Spring meetings

**2. Treasurer's Report - Judy Quinn (Wianno YC)**

- Balance of \$59,000 on 7/31/23
- At present we are running a surplus of \$7,842, but have some expenses to come in this fall. Expect to be near net zero by end of fiscal year (12/31/23)
- Quite a few clubs have not paid 2023 dues yet (see appendix). This could be due to invoices being emailed out and not mail in May. Follow up invoices were mailed last week. We expect full payment from members shortly.

**3. Administrator's Report - Rob Hurd (West Dennis YC)**

- **Clinics:**
  - SM Sailing helped promote and advertise several shoulder season clinics this spring. We look forward to doing that this fall too.
- **Instructor Training:**
  - SM Sailing continued to promote and coordinate Instructor Courses throughout the districts this spring.
  - Most instructors want to take a course in the same 10–14-day window in June; look for alternatives, like the October Level-1 Instructor course at DBMS.
  - If your club is interested in hosting a L1 or L2 course in 2024, please reach out.
- **Awards**

**Grand Prix Award**

**Opti Red**

1. Roger Wellington (Buzzards YC)
2. Davis Poor (Hyannis YC)
3. Elizabeth Spillane (Hyannis YC)
4. Grace Tucker (Hyannis YC)
5. Cecilia Korb (Buzzards YC)

**Opti Blue**

1. John Horne (Buzzards YC)
2. Tyler Richards (Falmouth YC)
3. Thomas Richards (Falmouth YC)
4. Hunter Johnson (Beverly YC)
5. Eliot Fox (Falmouth YC)

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**Opti White**

1. Benjamin Richards (Falmouth YC)
2. Briggs Kossmann (Duxbury Bay MS)
3. Ryan Nyeide (New Bedford YC)
4. Zach Nyeide (New Bedford YC)
5. Emmeline Hugham (Pleasant Bay CS)

**C420 Skipper**

1. Peter Herlihy (New Bedford YC)
2. Andrew Visco (Stage Harbor YC)
3. Jack Spillane (Hyannis YC)
4. Marcus Greco (Buzzards YC)
5. Jancy Grayson (Quissett YC)

**C420 Crew.**

1. Will Horne (Buzzards YC)
2. Finn Sperry (New Bedford YC)
3. Ben Visco (Stage Harbor YC)
4. Abbie Catalano (Hyannis YC)
5. Dylan Cafferty (Edgartown YC)

**Hovey Trophy:** Buzzards YC

**Durant Trophy (Team Racing):**

First – New Bedford YC

Second - Chatham YC

Third - Hyannis YC

Fourth – Nantucket YC

**Gill Trophy:** Cailyn Murphy/Amelia Gassners (Chatham YC)

**Prosser-Ginn Trophies:** Not held

**Cumming Cup:** Not held – no interest

**Nash Trophy:** No longer held – no Bemis trophy anymore

**Jones Trophy:** no longer held – no Smythe trophy anymore

Meeting adjourned at 1732



SM Sailing Annual Meeting

August 22, 2023

6:59 AM  
08/18/23  
Accrual Basis

**SOUTHERN MA SAILING ASSOCIATION**  
**Profit & Loss**  
January through July 2023

	Jan - Jul 23	Jan - Jul 22	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Dues</b>			
Clubs	16,625.00	15,325.00	8.5%
<b>Total Dues</b>	16,625.00	15,325.00	8.5%
<b>Championships</b>			
Team Racing	2,887.50	0.00	100.0%
<b>Total Championships</b>	2,887.50	0.00	100.0%
<b>Total Income</b>	19,512.50	15,325.00	27.3%
<b>Expense</b>			
<b>Administration Expenses</b>			
Bank Service Charges	35.00	10.00	250.0%
Meetings-SMSA			
Telephone Expense	159.27	0.00	100.0%
<b>Total Meetings-SMSA</b>	159.27	0.00	100.0%
Professional Development	1,133.08	0.00	100.0%
<b>Professional Fees</b>			
Accounting Fees	1,662.50	400.00	315.6%
Administrative Fees	4,000.00	3,500.00	14.3%
<b>Total Professional Fees</b>	5,662.50	3,900.00	45.2%
<b>Web Site Fees</b>			
Website Maintenance	582.31	537.37	8.4%
<b>Total Web Site Fees</b>	582.31	537.37	8.4%
<b>Total Administration Expenses</b>	7,572.16	4,447.37	70.3%
<b>Bad Debt Expense</b>	0.00	400.00	-100.0%
<b>Championships Expenses</b>			
Gill Trophy Expenses	3,789.57	907.07	317.8%
Regatta Expense	0.00	3,100.00	-100.0%
Training Expense	185.42	0.00	100.0%
Trophies & Prizes	0.00	2,516.47	-100.0%
<b>Total Championships Expenses</b>	3,974.99	6,523.54	-39.1%
<b>MA Annual Report</b>	100.00	100.00	0.0%
<b>Office Expense</b>	60.64	0.00	100.0%
<b>Postage and Delivery</b>	-38.25	58.00	-166.0%
<b>Total Expense</b>	11,669.54	11,528.91	1.2%
<b>Net Ordinary Income</b>	7,842.96	3,796.09	106.6%
<b>Net Income</b>	<b>7,842.96</b>	<b>3,796.09</b>	<b>106.6%</b>

SM Sailing Annual Meeting

August 22, 2023

7:01 AM  
08/18/23  
Accrual Basis

**SOUTHERN MA SAILING ASSOCIATION**  
**Balance Sheet**  
As of July 31, 2023

	Jul 31, 23	Jul 31, 22	% Change
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
Citizens Bank	49,363.30	62,019.03	-20.4%
<b>Total Checking/Savings</b>	49,363.30	62,019.03	-20.4%
<b>Accounts Receivable</b>			
Accounts Receivable	9,700.00	625.00	1,452.0%
<b>Total Accounts Receivable</b>	9,700.00	625.00	1,452.0%
<b>Total Current Assets</b>	59,063.30	62,644.03	-5.7%
<b>TOTAL ASSETS</b>	<b>59,063.30</b>	<b>62,644.03</b>	<b>-5.7%</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable	0.00	1,000.00	-100.0%
<b>Total Accounts Payable</b>	0.00	1,000.00	-100.0%
<b>Total Current Liabilities</b>	0.00	1,000.00	-100.0%
<b>Total Liabilities</b>	0.00	1,000.00	-100.0%
<b>Equity</b>			
Retained Earnings	51,220.34	57,847.94	-11.5%
Net Income	7,842.96	3,796.09	106.6%
<b>Total Equity</b>	59,063.30	61,644.03	-4.2%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>59,063.30</b>	<b>62,644.03</b>	<b>-5.7%</b>

SM Sailing Annual Meeting

August 22, 2023

7:01 AM  
08/18/23

**SOUTHERN MA SAILING ASSOCIATION**  
**A/R Aging Summary**  
As of August 18, 2023

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ALLEN HARBOR YACHT CLUB	0.00	0.00	0.00	0.00	300.00	300.00
BARNSTABLE YC	0.00	0.00	0.00	0.00	300.00	300.00
CHAPOQUOIT YC	0.00	0.00	0.00	0.00	600.00	600.00
CHATHAM YC	0.00	0.00	0.00	0.00	700.00	700.00
COTUIT M	0.00	0.00	0.00	0.00	300.00	300.00
CUTTYHUNK YC	0.00	0.00	0.00	0.00	900.00	900.00
DUXBURY BAY SCHOOL	0.00	0.00	0.00	0.00	100.00	100.00
DUXBURY YC	0.00	0.00	0.00	0.00	300.00	300.00
EAST CHOP YC	0.00	0.00	0.00	0.00	300.00	300.00
EDGARTOWN YC	0.00	0.00	0.00	0.00	600.00	600.00
FALMOUTH YC	0.00	0.00	0.00	0.00	600.00	600.00
GREAT HARBOR YC	0.00	0.00	0.00	0.00	300.00	300.00
GREAT ISLAND YC	0.00	0.00	0.00	0.00	300.00	300.00
MA MARITIME	0.00	0.00	0.00	0.00	100.00	100.00
MATTAPOISETT YC	0.00	0.00	0.00	0.00	300.00	300.00
MENAUHANT YACHT CLUB	0.00	0.00	0.00	0.00	300.00	300.00
Misc	0.00	0.00	0.00	0.00	300.00	300.00
NANTUCKET YC	0.00	0.00	0.00	0.00	600.00	600.00
NEW BEDFORD YC	0.00	0.00	0.00	0.00	600.00	600.00
ONSET BAY CENTER	0.00	0.00	0.00	0.00	200.00	200.00
PLYMOUTH YC	0.00	0.00	0.00	0.00	600.00	600.00
QUISSETT YC	0.00	0.00	0.00	0.00	600.00	600.00
SAIL MARTHA'S V	0.00	0.00	0.00	0.00	300.00	300.00
SCITUATE HARBOR YC	0.00	0.00	0.00	0.00	600.00	600.00
STAGE HARBOR YC	0.00	0.00	0.00	0.00	600.00	600.00
WAQUOIT BAY YC	0.00	0.00	0.00	0.00	300.00	300.00
WENAUOMET YC	0.00	0.00	0.00	0.00	300.00	300.00
WEQUAQUET LAKE	0.00	0.00	0.00	0.00	300.00	300.00
WILD HARBOR YC	0.00	0.00	0.00	0.00	600.00	600.00
YARMOUTH SAILING PROGRAM	0.00	0.00	0.00	0.00	300.00	300.00
<b>TOTAL</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>12,500.00</b>	<b>12,500.00</b>