

Meeting Minutes

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Meeting ID: 956 9585 0378 (Password: SMSA1234)

Board Attendees:

President Andy Herlihy (Community Boating Center - New Bedford)

1st VP Beth Smith (Grand Cove YC)

2nd VP Greg Stevens (Vineyard Haven YC)

Treasurer - Judy Quinn (Hyannis YC)

Secretary – John Maggioni (Chatham YC)

Administrator - Rob Hurd (Tabor Academy)

Meeting called to order by President Andy Herlihy at 2002 hours.

Agenda:

1. President's Report - Andy Herlihy

- Looking forward to the summer and getting the planning done to make it a successful one for all.

2. Treasurer's Report - Judy Quinn

Dues:

- March 15th invoices will be sent out
- Dues fee structure. Discount for dues paid before May 1st again this year.
 - Big clubs = \$600 – discount to \$500
 - Small clubs = \$300 – discount to \$225
 - Comm. Programs/School = \$100 – discount to \$50
- 2021 AR Aging. Clubs that still own from past years.
 - Yarmouth Rec - \$200
 - Nantucket Comm. Sailing - \$100
 - Mass Maritime - \$100
- 2021 P&L Sheet and Balance Sheets are in the appendix

3. Administrator's Report - Rob Hurd

A. Spring Meeting Schedule:

- February 10, 2022, Staffing and Hiring/ Training
- March 10, 2022, Powerboat safety (Kill chords and Prop guards)
- April 7, 2022, Regatta Logistics / Grand Prix
- May 12, 2022, Fundraising
- June 9, 2022, Parent involvement

B. Training:

- Level-1 online classes are already running
- L1 & L2 in-person classes are being set up.

SM Sailing Annual Meeting
February 10, 2022

C. SM Sailing Regattas

- Gill: SMSA Girls championship at Beverly YC/Tabor Academy
- Durant Team Racing: Looking for a home – Hyannis YC
- Cumming Cup: Pleasant Bay CB (June 24-25, 2022)
- Prosser-Ginn Adult Championship: August 20, 2022, in J/22 at Hyannis YC
- Adult Team Racing: 7/16 and 8/13

D. Grand Prix 2022:

- Re-evaluate the GP 10-year plan.
- Spring agenda item

E. Future Officers.

- New Second VP for August 2022
- Nominating committee of Andy, Beth, and Greg.

4. Main Agenda: Staffing and Hiring/ Training

- Too many jobs, not enough people for the jobs.
 - Sail1Design and indeed, most candidates need housing and are international
 - Edgartown able to rehire most of the instructors from last year.
 - Hyannis teaches a class the teaches kids how to teach both sailing and swimming. Still want to bring in outside instructors too.
- A robust discussion was held about recruiting and retaining instructors. See recording for more info.

With no further business, the call was adjourned at 2058

SM Sailing Annual Meeting
February 10, 2022

8:38 AM

02/10/22

Accrual Basis

SOUTHERN MA SAILING ASSOCIATION
Profit & Loss
January through December 2021

	Jan - Dec 21	Jan - Dec 20	% Change
Ordinary Income/Expense			
Income			
Dues			
Clubs	15,100.00	18,300.00	-17.5%
Total Dues	15,100.00	18,300.00	-17.5%
Championships			
Entry Fees	5,771.50	0.00	100.0%
Total Championships	5,771.50	0.00	100.0%
Total Income	20,871.50	18,300.00	14.1%
Expense			
Administration Expenses			
Bank Service Charges	10.00	35.00	-71.4%
Dues and Association Fees	350.00	350.00	0.0%
Insurance	6,022.00	5,913.00	1.8%
Professional Fees			
Accounting Fees	2,136.25	2,035.00	5.0%
Administrative Fees	6,500.00	6,000.00	8.3%
Total Professional Fees	8,636.25	8,035.00	7.5%
Web Site Fees			
Website Maintenance	3,811.08	2,132.04	78.8%
Total Web Site Fees	3,811.08	2,132.04	78.8%
Total Administration Expenses	18,829.33	16,465.04	14.4%
Championships Expenses			
Symposium Expense	0.00	300.00	-100.0%
Team Racing	2,357.56	0.00	100.0%
Cummings Cup Expenses	666.00	0.00	100.0%
Gill Trophy Expenses	2,241.36	0.00	100.0%
Trophies	1,087.42	982.00	10.7%
Printing & Mailing	72.89	0.00	100.0%
Total Championships Expenses	6,425.23	1,282.00	401.2%
MA Annual Report	100.00	100.00	0.0%
Postage and Delivery	159.31	177.90	-10.5%
Total Expense	25,513.87	18,024.94	41.6%
Net Ordinary Income	-4,642.37	275.06	-1,787.8%
Net Income	-4,642.37	275.06	-1,787.8%

SM Sailing Annual Meeting
February 10, 2022

8:37 AM

02/10/22

Accrual Basis

SOUTHERN MA SAILING ASSOCIATION
Balance Sheet
As of December 31, 2021

	Dec 31, 21	Dec 31, 20	% Change
ASSETS			
Current Assets			
Checking/Savings			
Citizens Bank	58,447.94	62,390.31	-6.3%
Total Checking/Savings	58,447.94	62,390.31	-6.3%
Accounts Receivable			
Accounts Receivable	400.00	1,100.00	-63.6%
Total Accounts Receivable	400.00	1,100.00	-63.6%
Total Current Assets	58,847.94	63,490.31	-7.3%
TOTAL ASSETS	58,847.94	63,490.31	-7.3%
LIABILITIES & EQUITY			
Equity			
Retained Earnings	63,490.31	63,215.25	0.4%
Net Income	-4,642.37	275.06	-1,787.8%
Total Equity	58,847.94	63,490.31	-7.3%
TOTAL LIABILITIES & EQUITY	58,847.94	63,490.31	-7.3%