

## Meeting Minutes

Meeting called to order 7:05 by SMSA President Mark Conroy

Mark Conroy – Grand Cove YC

Rob Hurd – Tabor Academy

John Field – Barnstable YC

Beth Smith – Hyannis YC

Peter Eastman – Hyannis YC

Greg Kelly – Pleasant Bay CB

Wes Durant – Wild Harbor YC

Michael Benoit – Wianno YC

### 1. President's Report – Mark Conroy

- Thanks for coming
- Good extended season with fall sailing at a few clubs this year
- Discussion: How many clubs run a shoulder season? Do more than Hyannis and Wianno? Are there more that are interested in setting it up? How can SMSA help those clubs expand their resources?
- Most did one day a weekend. Accepted members and non-members.

### 2. Treasure's report – Chuck Leonard

- In general and as a whole, the financial health of the SMSA is better with each year.
  - The balance sheet shows we presently have \$66,149 as compared to \$60,265 this time last year. The only difference that I can tell is that the timing of the insurance expense payment. It was paid in early November last year and has yet to be paid this year. This timing variance would shorten the gap between the two years by a couple thousand dollars.
  - The operating statement shows similar positive results when looking year on year. Again, the insurance check being the single largest contributor to a timing difference. Revenue is up a thousand due to a member catching up from being behind a couple years. \$2500 more was spent on team racing\*\*, \$600 more on trophies and \$1600 on Instructor Training Expenses: all according to plan.
  - I anticipate our year closing out well, as usual.
  - Treasurer has expressed the desire to step down by the end of next summer, if not sooner. Those interested in being treasurer of SMSA should contact SMSA Administrator Rob Hurd at [SouthernMassSailing@Gmail.com](mailto:SouthernMassSailing@Gmail.com) The search will continue until a suitable candidate(s) can be found.
- \*\* There purchase of SMSA Burgees (\$2194) was inadvertently added to the Team Racing Expenses which is why it was higher than last year.

- Treasurer's report Approved.

### 3. Administrator Report – Rob Hurd

- **Schedule:**
  - 2015 Peg dates are posted on line.
  - This is the year that the schedule goes back a week b/c Labor Day goes from 9/1/14 to 9/7/15. Clubs need to plan accordingly and make sure that the date they pick matches with the Peg Dates.
  - When clubs know the dates of their regattas, please e-mail me - [SouthernMassSailing@GMail.com](mailto:SouthernMassSailing@GMail.com)
  - Goal is to have the calendar done by January meeting (1/15/15)
- **Instructor Training:**
  - I am asking for \$1600 to spend on Instructor Training this year.
  - Last year, \$2,000 was approved and \$1600 spent.
  - One IT Candidate in the pipeline; actively searching for another.
  - Expenses appropriated by membership.
- **Expenditures:**
  - Would like to spend up to \$500 on Pinnies for Team Racing. Plan is to charge clubs who compete without pinnies a larger entry fee to help recoup costs.
  - Would like to purchase SMSA Burgee stickers to give out to the membership.
  - Both expenses appropriated by membership.

### 4. Discussion Topic: Which regattas (Opti & 420) does your organization participate in each year and why?

- Tabled until the next call; more participation can lead to a better discussion.

### 5. Open discussion on topics proposed:

- **Sharing our Youth.**
  - Encouraging the graduating Jr. Instructors to find work at other clubs while accepting instructor candidates from other clubs.
  - Discussed the benefits of a Program Director vs. Head Instructor.
  - Who does the hiring process?
- **What do clubs charge for their sailing program?**
  - Will add this topic to the survey coming soon.

### 6. Old Business:

- SM Sailing Burgees given out to:
  - ✓ Barnstable YC
  - ✓ Pleasant Bay CB
  - ✓ Wianno YC
- If your club wants their SMSA Burgees, send someone to the next SMSA Meeting.

Meeting adjourned 8:35