

May 16, 2019

Meeting Minutes

Meeting called to order 2010 hours by SMSA President John Fields

(There was a new conference call number and I got stuck in another call for awhile)

Board attendees:

President John Field (Barnstable YC)

1st VP Andy Herlihy (Community Boating Center - New Bedford)

2nd VP Beth Smith (Grand Cove YC)

Treasurer - Judy Quinn (Hyannis YC)

Secretary -

Also on call:

Rob Hurd (Tabor Academy) - Administrator

Ali Mitchell (Beverly YC)

Phyllis Partridge (Beverly YC)

Heather Gregg Earl (Stager Harbor YC)

1. President's Report –John Fields

- Welcome all. First 2019 Conference call of the year

2. Treasure's report – Judy Quinn

- Taxes were paid on time
- Almost the same funds (\$78, 189.78 in the bank as of today). See P& L statement in Appendix A
- Eight clubs outstanding (\$3100) in dues. All indication is that we will get those funds paid by the start of June.
 - Barnstable YC
 - Cotuit YC
 - Hyannis YC
 - Mass Maritime
 - Tabor Academy
 - Waquoit Bay YC
 - Wild Harbor YC
 - Woods Hole YC
- Should we investigate a better interest bearing account?
- Should we be investigating more spending on member benefits?

3. Administrator's Report

A. Training

- Full schedule of courses is set: 8 Level-1 Instructor, 2 Level-2 Instructors
- Investigating possible L1 and L2 in Mid-August

B. Grand Prix Schedule

- Schedule is posted on the website (2018-2023)

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C. SM Sailing Junior Regattas

- Cumming - June 26, 2019 at Pleasant Bay CB
- Nash – July 17-18, 2019 at Wianno YC.
- Jones – July 24-25, 2019 at Marblehead Jr. Race Week.
- Gill - July 22-24, 2019 at Duxbury Bay MS
- Durant – July 31- Aug 1, 2019 at Chatham YC

D. SM Sailing Adult Regattas

- Prosser-Ginn – August 3-4, 2019 at Chatham Regatta
- There has been some interest in setting up some Adult Team Racing:
 - New Bedford YC, Stage Harbor YC, Nantucket YC, Vineyard Haven YC, Beverly YC. Anyone else?
 - What can SM Sailing do to support?
 - Lets get these people on an e-mail conversation and see what transpires.

4. New Business

A. US Sailing Adult Championship Selection.

- One interested team so far
- Deadline is June 10
- Decision regarding selection will be made after the deadline

B. Additions to e-mail list. How do we get the word out more?

- Should we hire a communication consultant?
- Can we get the more regattas to send their e-mail lists (captured from Regatta Network, etc.) to SM Sailing?

C. Program Director's meeting June 18, 2019 at Wianno YC? 1800-2000 hrs.

D. SM Sailing and Beverly YC have agreed to explore the options for Beverly hosting the Prosser-Ginn in 2020 and 2021 (dates and boats to be determined)

ACTION ITEMS:

- 1) Judy will text Wianno YC to see if the meeting is an option
- 2) Judy will coordinate with Rob and Donna regarding a higher yield for our funds.
- 3) Rob will connect the adult Team Racing people to see if some synergy can be created and how SM Sailing can support.
- 4) Rob to follow up with Beverly YC with the Prosser-Ginn

With no further business, the call was adjourned at 2017

SM Sailing Board Conference Call

May 16, 2019

8:34 PM

05/14/19

Accrual Basis

SOUTHERN MA SAILING ASSOCIATION

Profit & Loss

January through April 2019

	Jan - Apr 19	Jan - Apr 18	% Change
Ordinary Income/Expense			
Income			
Dues			
Clubs	18,000.00	18,000.00	0.0%
Total Dues	18,000.00	18,000.00	0.0%
Total Income	18,000.00	18,000.00	0.0%
Expense			
Administration Expenses			
Bank Service Charges	9.00	9.00	0.0%
Professional Fees			
Accounting Fees	126.00	393.00	-67.9%
Administrative Fees	0.00	2,750.00	-100.0%
Total Professional Fees	126.00	3,143.00	-96.0%
Web Site Fees			
Website Maintenance	485.46	570.30	-14.9%
Total Web Site Fees	485.46	570.30	-14.9%
Total Administration Expenses	620.46	3,722.30	-83.3%
Championships Expenses			
Team Racing	528.72	0.00	100.0%
Trophies	1,489.00	0.00	100.0%
Race Management Seminar	0.00	265.63	-100.0%
Total Championships Expenses	2,017.72	265.63	659.6%
MA Annual Report	100.00	100.00	0.0%
Postage and Delivery	55.00	50.00	10.0%
Total Expense	2,793.18	4,137.93	-32.5%
Net Ordinary Income	15,206.82	13,862.07	9.7%
Net Income	15,206.82	13,862.07	9.7%