

August 31, 2021

Meeting Minutes

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Meeting ID: 956 9585 0378 (Password: SMSA1234)

Board Attendees (Bold = present):

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.

1. President's report (Andy Herlihy)

2021 has certainly been a transition year with many sailors and clubs working on finding a new balance following the pandemic year. Some clubs and organizations resumed pre-pandemic programming and regatta schedules, while others had scaled back programs and limited regattas, and many clubs and organizations were somewhere in between. I found it very interesting talking to organizations throughout the summer and hearing about how they approached the 2021 season. There was no right way to do it, and the creative approaches led to an amazing balance between racing, adventure sailing, windsurfing, and so many other areas of our sport/recreation. Looking forward to 2022, SM Sailing is excited to keep the conversations going and support each club and organization navigate their own courses moving forward.

I was fortunate to get out and watch (and do mark boat) for a couple junior regattas this summer, and I would like to congratulate all our sailors for a successful 2021 season. Our member organizations, and their volunteers, did an awesome job balancing COVID-19 concerns while still providing excellent events and sailing for area youth- Thank you all, it certainly is not an easy task!

Adult sailing, and building participation, continues to be a goal for SM Sailing. Thanks to Greg Stevens and the Vineyard Haven Yacht Club, we took a step forward in building out Adult Team Racing opportunities in SM Sailing. More on that later from Greg. While on the other hand we had to cancel the Prosser-Ginn Trophy for lack of participation. There has been a lot of focus, as there should be, in running safe junior sailing programs and events. Our member organizations have done an amazing job, and now we can focus energy on SM Sailings Adult sailing for 2022.

Thank you to the SM Sailing board, and especially Rob Hurd who really does all the heavy lifting behind the scenes and keeps our organization moving forward. I am really looking forward to the 2022 season, and all our conversations leading up to it.

SM Sailing Awards – 2021

2. Treasurer's report (Judy Quinn)- see Appendix B

- P&L statement (2021-8-26)
- Balance Sheet (2021-8-26)
- Aging (2021-8-26) – Three of the four clubs have been contacted and are planning pay their dues.

3. SM Sailing Regatta Report (Rob Hurd)

Hovey Trophy: BuzzardsYC

Durant Trophy (Team Racing):

First – Chatham YC

Second - Beverly YC

Third - Wianno YC

Fourth – Hyannis YC

Nash Trophy: Patrick Shachoy/ Luke Tougas (Beverly YC)

Jones Trophy: Drew Mastovsky (Beverly YC)

Gill Trophy: Arianan Borut/Sadie Ava Stevens (Vineyard Haven YC)

Prosser-Ginn Trophies: Not held

Cumming Cup: Not held

Grand Prix Awards

Opti Red

1. Andrew Visco (Stone Horse YC)
2. Gus Nappellio (Falmouth YC)
3. Will Horne (Buzzards YC)
4. Lucille Gage (Falmouth YC)
5. Max McClellan (Buzzards YC)

1. Opti Blue

1. Elizabeth Spillane (Hyannis YC)
2. Katie Visco (Stone Horse YC)
3. Dylan Cafferty (Edgartown YC)
4. Roger Wellington (Buzzards YC)
5. Harrison Kintz (ChathamYC)

Opti White:

1. Thomas Richards (Falmouth YC)
2. Tyler Richards (Falmouth YC)
3. Benjamin Richards (Falmouth YC)
4. Gary Indelicto (Edgartown YC)
5. Payton Bridge (Hyannis YC)

C420 Skipper

1. Jonnie Ciffolillo (Beverly YC)
2. Patrick Shachoy (Beverly YC)
3. Patrick Igoe (Hyannis YC)
4. Eben Dooling (Buzzards YC)
5. Max Murry (Buzzards YC)

C420 Crew.

1. Drew Mastovsky (Beverly YC)
2. Luke Tougas (Beverly YC)
3. Aliko Patoucheas (Hyannis YC)
4. Marcus Greco (BuzzardsYC)
5. Brendan Schwefler (Buzzards YC)

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4. Adult Team Racing (Greg Stevens)

Overview:

Enthusiasm was high for the two inaugural Ventus team race events in 2021. Covid continued to play a role, particularly during the second event. We had 9 boats of sailors from 4 clubs in Ventus #1 and 6 boats from 2 clubs in Ventus #2 (Nantucket had to pull out due to a Covid outbreak and some conflicts with a local regatta, Stage Harbor pulled out due to Covid concerns). Participating clubs included Nantucket, Beverly, Vineyard Haven and Boston Community Sailing (non-SMSA). Feedback from sailors was very encouraging and 2021 is a year we can build from to get more clubs in sailors in the 2022 programming.

Format:

The sessions began with 45-minute team racing overview followed by on the water scrimmages. Two teams raced while one observed. Teams rotated after every 2 races. Lunch was provided to sailors in the change boat to keep the action moving. 15-minute box courses were set, and no scores were kept. 6 equalized club owned Sonars with bumpers and color-coded team race sails were used.

What went well:

- Getting both events off was an accomplishment given circumstances with Covid and this being the first year. We had about 40 sailors participate across the 2 events.
- Post event beers on the upper deck, naturally, was well received and was a great way for sailors to get to know each other and discuss the racing.
- 2 champions from NYC and BYC, respectively, drove participation at their clubs.
- Familiar sonars rigged for team racing made this about skill development and not the equipment.
- Being flexible for the a la carte sailors and adopting a per sailor fee on the fly vs a team fee drove up our numbers.
- Adjusting the start time to align with the Falmouth ferry
- Adding a second mark boat for Ventus #2 made course changes a lot faster

What challenges did we face?

- Confirming sailors was a last-minute affair for both events and put a large burden on the organizer. Part of this was due to covid flare ups over event #2, but mostly it was due to the difficulty for any club to corral their sailors, particularly later in the summer.
- Schedule conflicts with Hinman Masters, local regattas and major championships added to the recruitment friction.
- The wind gods didn't participate for event #2, only a ½ day of sailing was achieved.
- The vineyard is hard to get to and creates a hurdle for last minute planning.
- Covid

What can we do better for Ventus and SMSA adult team racing in 2022?

- It is important we identify more clubs who are interested in adult team racing and get a designated contact assigned to organize their team of sailors and transport.
- Having this contact list would greatly improve the awareness of the event and help prevent last minute organization.

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- I don't think we have the data to assess if the club level fee or a la carte fees is a better option. Club level fees puts more of the onus on the club to make good use of the investment vs the organizer drawing up interest. A la carte pricing gives sailors more access to the event, but inherently drives last minute shopping at this stage. I recommend we try to secure 6 clubs on the subscription and then back fill with a la carte sailors as needed.
- Lowering the cost for Ventus 2022 makes the most sense. Removing t-shirts from the budget will help do that. Moreover, getting the host club to waive their RC costs seems to be feasible endeavor.
- Improve upon the marketing of team racing to SMSA clubs. Awareness of the event is low. It would be great to get the champions from NYC and BYC to join a webinar that anyone can join to learn about the event. Improving upon the SMSA web content around team racing would be helpful if that is an option, including an email list sign up link for those interested in Adult Team Racing information and news. Host other conference calls to go over the basics of team racing – to gauge interest and to collect more emails for our database. Generally, we need a bigger canvas to tell the story.
- Competitor umpires would be a great addition to 2022 events.
- I think we need to consider a late June and a July event vs doing anything in August.
- Form a committee of other clubs to help drive this forward with more collaboration
- Form a committee at the host club to begin to decentralize the planning from the organizer
- Online sign up and payment for the series and a la carte events

Overall:

It was hard, but we pulled off two events that had people wanting more. We have a base of information to use to improve the event, increase awareness of Ventus and adult team racing, generally, and to make team racing more accessible. VHYC is committed to another 2 events in 2022. I think we should set a goal to have 6 or more SMSA clubs sending sailors and getting sailor commitments locked 2 weeks or more before each event. The third goal would be to improve upon team racing content and information flow – online, on webinars, emails etc.

5. Review of 2021 – Club Participation

Buzzards YC:

- Great season with numbers
- Success due to running in 2020; generated good enthusiasm
- Saw good demand for learn to sail program even with an instructor shortage.
- Staff retention and adoption is our key
- Racing around SMSA was great too.

Vineyard Haven YC:

- 75% to capacity comparing 2021 to pre-covid.
- Strong recovery but not across the board.
- Mostly in the younger kids. Older kids did not come back – pursued summer jobs.

Community Boating Center:

- Very much back to normal after being 65% capacity in 2020.
- Wind surfing, SUP side of the organization was a big seller.

Hyannis YC:

- Big race teams in 2021.
- Hyannis Invite was 2-days and was successful.
- Full Fall program for C420 and Opti race starting 9/5.

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Quissett YC

- Understaffed but every class was full.
- No keel boat sailing b/c not wanting to put too many kids in a boat
- East side Buzzards Bay had a good.
- Quissett won for UNKI Cup

West Dennis YC:

- Short staff in the program too.
- Spent all of July training and it was not August that they competed in a regatta.
- Good group of kids that enjoyed their time together

6. Things to consider for 2022.

- A. YC dances
- B. Team Racing
- C. Nominating Committee for August 2022. If you are interested in serving on the board, please reach out to either Andy Herlihy, Beth Smith, or Greg Stevens

7. Off Season Activity:

- A. Updated Website - September
- B. Junior Sailing Symposium – October
- C. Adult Sailing Summit – November

With no further business, the call was adjourned at 2051.

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Appendix A: Chat from ZOOM Call

19:57:21 From Andy Herlihy : Andy Herlihy, Community Boating Center
19:58:11 From David Korb : David Korb Buzzards
19:58:23 From Jancy Grayson : Jancy Grayson, Quissett Yacht Club
19:58:24 From David Korb : Cecilia Korb - Buzzards
19:58:29 From Marcus Greco : Marcus Greco, Buzzards
19:58:46 From Eben Dooling : Eben Dooling- Buzzards
19:59:27 From Tom Tullius : Tom Tullius - Quissett
20:00:11 From Caitlin Cusick : Caitlin Cusick - Buzzards
20:00:12 From Horne : William, John and Scott Horne Buzzards
20:00:27 From Kristina Spillane : Kristina Spillane - HYC
20:00:30 From Eric Reaman : Eric Reaman, Edgartown Yacht Club
20:01:04 From iPhone courtney : Payton Bridge, Hyc
20:04:39 From David Korb : Adding in Buzzards names: Rhys Kaplan Roger Wellington Jr.,
Max McClellan, Eben Dooling, Caitlin Cusick, Gina Murray, Cynthia Korb, Roger
Wellington 4,
20:06:06 From David Korb : Buzzards: Sam Murray
20:35:05 From Gabor Menyhart : Fall shoulder season info at Hyannis Yacht Club:
gmenyhart111@gmail.com
20:49:05 From Randi Ferrero : Randi Ferrero QYC
20:49:11 From Jennifer Visco : Jennifer Visco. Stone Horse Yacht Club
20:49:17 From joan : Cynthia Korb Wellington Buzzards Yacht Club
20:49:31 From Gregg Nourjian : Gregg Nourjian BYC
20:49:40 From joan : Roger Wellington Buzzards Yacht Club
20:49:57 From Judy Quinn : Judy Quinn. Hyannis and Wianno.
20:49:59 From Cynthia Korb : Caroline wellington
20:50:09 From Beth Smith : Beth Smith Hyannis Yacht Club/Grand Cove Yacht Club
20:50:44 From Cynthia Korb : buzzards
20:50:51 From Gabor Menyhart : Gabor Menyhart - Hyannis Yacht Club

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4:30 PM

08/26/21

Accrual Basis

SOUTHERN MA SAILING ASSOCIATION
Profit & Loss
January 1 through August 26, 2021

	Jan 1 - Aug 26, 21	Jan 1 - Aug 26, 20	% Change
Ordinary Income/Expense			
Income			
Dues			
Clubs	15,700.00	18,300.00	-14.2%
Total Dues	15,700.00	18,300.00	-14.2%
Championships			
Entry Fees	5,771.50	0.00	100.0%
Total Championships	5,771.50	0.00	100.0%
Total Income	21,471.50	18,300.00	17.3%
Expense			
Administration Expenses			
Bank Service Charges	10.00	35.00	-71.4%
Professional Fees			
Accounting Fees	1,720.00	1,866.25	-7.8%
Administrative Fees	3,250.00	3,000.00	8.3%
Total Professional Fees	4,970.00	4,866.25	2.1%
Web Site Fees			
Website Maintenance	531.85	2,132.04	-75.1%
Total Web Site Fees	531.85	2,132.04	-75.1%
Total Administration Expenses	5,511.85	7,033.29	-21.6%
Championships Expenses			
Symposium Expense	0.00	300.00	-100.0%
Team Racing	1,486.15	0.00	100.0%
Cummings Cup Expenses	666.00	0.00	100.0%
Gill Trophy Expenses	2,241.36	0.00	100.0%
Trophies	925.02	982.00	-5.8%
Printing & Mailing	72.89	0.00	100.0%
Total Championships Expenses	5,391.42	1,282.00	320.6%
MA Annual Report	100.00	100.00	0.0%
Postage and Delivery	8.25	71.90	-88.5%
Total Expense	11,011.52	8,487.19	29.7%
Net Ordinary Income	10,459.98	9,812.81	6.6%
Net Income	10,459.98	9,812.81	6.6%

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4:31 PM
08/26/21
Accrual Basis

SOUTHERN MA SAILING ASSOCIATION
Balance Sheet
As of August 26, 2021

	Aug 26, 21	Aug 26, 20	% Change
ASSETS			
Current Assets			
Checking/Savings			
Citizens Bank	72,550.29	71,528.06	1.4%
Total Checking/Savings	72,550.29	71,528.06	1.4%
Accounts Receivable			
Accounts Receivable	1,400.00	1,200.00	16.7%
Total Accounts Receivable	1,400.00	1,200.00	16.7%
Other Current Assets			
Undeposited Funds	0.00	300.00	-100.0%
Total Other Current Assets	0.00	300.00	-100.0%
Total Current Assets	73,950.29	73,028.06	1.3%
TOTAL ASSETS	73,950.29	73,028.06	1.3%
LIABILITIES & EQUITY			
Equity			
Retained Earnings	63,490.31	63,215.25	0.4%
Net Income	10,459.98	9,812.81	6.6%
Total Equity	73,950.29	73,028.06	1.3%
TOTAL LIABILITIES & EQUITY	73,950.29	73,028.06	1.3%