

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)

List of other participants in Appendix A (ZOOM Chat)

Meeting called to order by President Andy Herlihy at 2001 hours.

1. Financial Report (Judy Quinn)

A. Treasurer's Report

- Association P & L Statement (2020-12-31) and Balance Sheet (2020-12-31) below.
- Very few expenses in 2020; mostly fixed costs. This tells us that our dues structure is sound.
- Lost ~ \$825; Outstanding 2020 Dues (5 clubs) = \$1000

B. Dues Proposal from 2021

- Dues invoices to be mailed out around March 10th.
- Clubs that did not pay their 2020 dues, must pay full 2020 dues to remain in good standing.
- 2021 Dues structure
 - Big clubs = \$500 (paid by 5/1/21), \$600 if paid after that date
 - Small clubs = \$250 (paid by 5/1/21), \$300 if paid after that date
 - School = \$75 (paid by 5/1/21), \$100 if paid after that date
- This is not a dues reduction, but a recognition that some clubs may still be struggling financially. It also ensures that SMSA has some working capital to support our fixed costs in 2021
- Proposal passed with fully supported by the board

2. Junior Programs Discussion.

A. Update from clubs

- **Stone Horse YC** – Season like 2020. Hoping to attend regatta
- **CBC** – Plan to mimic program from last summer (60% capacity). Sea Squirt program built in a literacy portion
- **Bass River YC** – Back to normal, ramping up.
- **Edgartown YC** – Back to normal. Held programs last summer and it was successful.
- **Falmouth Harbor SS** – Back to normal. Will have Opti and C420 racing. 8-week schedule. Adding adventure sailing for the first time.
- **Yarmouth Sailing** – Same protocols as last summer. Hoping to add capacity if protocol will allow. May not be able to hoist regattas in 2021.

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- **Chatham YC** – Similar to 2020 with spacing, etc. 100 anniversary year of the club. Hoping for social events. Planning to host Chatham regatta and 100 anniversary of the L Telesmanick.
- **Quissett YC** – 60-80% capacity. Trying to figure out what age to start lessons. Probably will not starting as young this year nor mixing kids in Bullseyes
- **Hyannis YC** – Full program, full regatta schedule at HYC and travel team.
- **Barnstable YC** – Similar to 2020. Will follow protocols and run classes.
- **Vineyard Haven YC** – 2020 was best summer ever. Stayed at home and focused on seamanship. Scaled back number of regattas that we will travel to. Will we run your tadpoles (youngest kids) class in 2021?
- **Wianno YC** will run a program in 2020. Scope to be determined.
- **Onset Bay Center** – Will start first year of sailing instruction. 2020 was supposed to be our first year, but we did not sail last summer. Teen learn to sail; family learning to sail program (people of one household in Quests).
- **Beverly YC** – planning a near normal season – no modification

Question: What age do you start teaching little kids?

- Three in a beetle cat – getting guys to be on the water
- Institute a lot of fleets that helps maintain interest

Questions: Staff Issues?

- Clubs that build from within are finding instructors leaving for internships.
- Several clubs still looking for race coaches.
- OBC working with MMA to provide sailing instructors

Questions: Housing.

- Stone Horse, Edgartown and Vineyard Haven have club owned housing.

Question: Instructor training – who pays?

- Reimbursement for certification. Most clubs do this.
- Recommendation: Reimburse half of cost once certification is earned. Reimburse the other half if they commit to coming back the following year.

Questions: Lifeguard Certification?

- Where are people getting this certification now that CCSC has closed (they use to be the certification site).
- YMCA in Wareham filling that void off Cape. Check with YMCA of Cape Cod (West Barnstable)

Question: Compensation from Coach & Instructors?

- Edgartown YC: All instructor and coaches make \$17.50/hour. This is a chance from 2019/2020. Some instructors can make more \$\$ teaching private lessons through the club (cut of the hourly fee).
- Barnstable YC: pay scale depending on years of serves (\$1/year raise). Can earn more private lessons booking through the club.
- CBC: Pay tied to level of certifications. Starting basis – min wage.
- Beverly: Private lessons are through clubs.
- Vineyard: Pays salary for certain positions. (i.e. Race coach, head instructor). Private lessons through club.
- Stone Horse: Salary for coaches/ Instructors get paid hourly wage
- Quissett; Private lessons through club. Last year we moved to hourly wage, but moving back to salary for Head Coach but minimum wage for instructors
- Falmouth SS: Private lessons through club.

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3. Other Business:

A. Training:

- More in-person level-1 classes have been added to the calendar
- Level-2 classes will be coming online in the next 2 weeks.

B. SM Sailing Regattas

- Junior events (Gill, Durant, & Cumming) have been scheduled.
- Area A events (Bemis & Smythe) are scheduled. Sears qualifier still unknown.
- Adult events will be finalized by next meeting

4. Future Meetings

- March 11, 2021 Adult Sailing/ Adult Team Racing
- March 25, 2021 SM Sailing Calendar/ Regatta Schedule.
- April 22, 2021 TBD
- May 27, 2021TBD

With no further business, the call was adjourned at 2109

Appendix A: Chat from ZOOM Call

19:57:30 From Andy Herlihy: Andy Herlihy, Community Boating Center
19:57:37 From PSULLIVAN: Peter Sullivan - Stone Horse Yacht Club
19:57:42 From Brian Doyle: Brian Doyle - Falmouth Harbor Sailing School
19:57:46 From Beth Smith: Beth Smith, Grand Cove, Hyannis
19:57:50 From Caitlin Robbie: Caitlin Robbie - Stone Horse Yacht Club
19:58:09 From Andrew Shimmel: Andrew Shimmel - Bass River Yacht Club
19:59:04 From EREAMAN: Eric Reaman, Edgartown Yacht Club
19:59:06 From Nevin Sayre: Nevin Sayre Vineyard Haven YC (O'pen Skiff & Techno 293
Class)
19:59:07 From mark ahern BRYC: Mark Ahern - Bass River Yacht Club
19:59:22 From Kat Garofoli: Kat Garofoli- Onset Bay Center
20:01:12 From Randi Ferrero: Randi Ferrero, Quissett Yacht Club
20:01:53 From Gregg Nourjian: Gregg Nourjian. Beverly Yacht Club
20:01:56 From Gabor Menyhart: Gabor Menyhart, Hyannis Yacht Club
20:04:43 From Phyllis Partridge: Phyllis Partridge Beverly Yacht Club
20:06:01 From Quentin Chafee: Quentin Chafee - Quissett Yacht Club
20:35:17 From Quentin Chafee: Randi, you got it! I'm having trouble turning on my mic
quick enough to respond. We are worried about a bulge in beginner group, but filling the classes is
most important, so we will figure it out. Potentially move older, taller beginners into our
Introductory 420 class to accommodate more beginner sailors.
20:47:50 From Robin Gaynor: Rob - PYC likely can host a course as well.
20:53:26 From mark ahern BRYC: how do you structure compensation for coaches?
21:08:34 From John Maggioni: John Maggioni, Chatham Yacht Club
21:08:43 From Robin Gaynor: Question for later: We had a difficult time running private
lessons last year. We could not run them while our regular lessons were going on for Covid
reasons. Only campers were allowed on the premises and docks; for contact tracing we couldn't
allow additional people in the area or on the equipment. How did others handle this last year / will
handle it this year?
21:08:44 From Ellie Lawrence: Yarmouth sailing :)
21:09:04 From Robin Gaynor: Plymouth Yacht Club

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7:09 PM

02/24/21

Accrual Basis

SOUTHERN MA SAILING ASSOCIATION
Balance Sheet
As of December 31, 2020

	Dec 31, 20	Dec 31, 19	% Change
ASSETS			
Current Assets			
Checking/Savings			
Citizens Bank	62,390.31	63,215.25	-1.3%
Total Checking/Savings	62,390.31	63,215.25	-1.3%
Accounts Receivable			
Accounts Receivable	1,400.00	0.00	100.0%
Total Accounts Receivable	1,400.00	0.00	100.0%
Total Current Assets	63,790.31	63,215.25	0.9%
TOTAL ASSETS	63,790.31	63,215.25	0.9%
LIABILITIES & EQUITY			
Equity			
Retained Earnings	63,215.25	62,982.96	0.4%
Net Income	575.06	232.29	147.6%
Total Equity	63,790.31	63,215.25	0.9%
TOTAL LIABILITIES & EQUITY	63,790.31	63,215.25	0.9%

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02/24/21

Cash Basis

SOUTHERN MA SAILING ASSOCIATION

Profit & Loss

January through December 2020

	Jan - Dec 20	Jan - Dec 19	% Change
Ordinary Income/Expense			
Income			
Dues			
Clubs	17,200.00	18,000.00	-4.4%
Total Dues	17,200.00	18,000.00	-4.4%
Championships			
Entry Fees	0.00	5,078.85	-100.0%
Team Racing	0.00	200.00	-100.0%
Total Championships	0.00	5,278.85	-100.0%
Merchandise Sales			
Burgees	0.00	100.00	-100.0%
Total Merchandise Sales	0.00	100.00	-100.0%
Total Income	17,200.00	23,378.85	-26.4%
Expense			
Administration Expenses			
Bank Service Charges	35.00	9.00	288.9%
Dues and Association Fees	350.00	350.00	0.0%
Insurance	5,913.00	5,590.00	5.8%
Professional Fees			
Accounting Fees	2,035.00	1,969.75	3.3%
Administrative Fees	6,000.00	6,000.00	0.0%
Total Professional Fees	8,035.00	7,969.75	0.8%
Web Site Fees			
Website Maintenance	2,132.04	485.46	339.2%
Total Web Site Fees	2,132.04	485.46	339.2%
Total Administration Expenses	16,465.04	14,404.21	14.3%
Championships Expenses			
Symposium Expense	300.00	0.00	100.0%
Team Racing	0.00	4,178.86	-100.0%
Cummings Cup Expenses	0.00	346.31	-100.0%
Gill Trophy Expenses	0.00	871.23	-100.0%
Trophies	982.00	1,754.63	-44.0%
Total Championships Expenses	1,282.00	7,151.03	-82.1%
Entertainment			
Summer Awards Dinner	0.00	1,245.00	-100.0%
Total Entertainment	0.00	1,245.00	-100.0%
MA Annual Report	100.00	100.00	0.0%
Office Expense	0.00	75.72	-100.0%
Postage and Delivery	177.90	170.60	4.3%
Total Expense	18,024.94	23,146.56	-22.1%
Net Ordinary Income	-824.94	232.29	-455.1%
Net Income	-824.94	232.29	-455.1%