

**Overview of some of the income and expenses:**

After introductory Commodore comments, the meeting began with a review of CBYRA major income and expenses:

Income:

Dues:	20%
Club memberships	24%
US Sailing grants	4%
Greenbook	12%

Expenses:

Insurance	6%	(\$3,260)
Pay Pal	3%	
Misc. operating expenses	6%	
Webpage	3%	
Accountant	5%	
Legal	2%	
Member services:		
Education	15%	
Grants	40 %	
Greenbook	2%	

An interesting note is that they eliminated their office space and phone system and the CBYRA is now 100% virtual. It offered a savings of close to \$12,000+/year.

**1) Grants:**

The single largest expense that CBYRA has is its grant program. The grants are mainly given for races and seminars that are seen as increasing the number of sailors on the Bay.

They mentioned funding:

- Specific races in the range \$300 to \$500 ea. (some much more) - Seminars (in the range of \$300 to \$1000).
- Educational programs (\$300 to several thousand dollars)
- In discussing the grant program, it was also mentioned that grants are given that will pay for T2PTV to produce videos that contain useful content for new sailors.
- CBYRA is developing an online grant application form, but grants can be applied for by downloading the current grant form.

### **Web-links to Clubs:**

One of the touted benefits of being a sanctioned class member of CBYRA is they promote member clubs and classes.

### **Race officers**

CBYRA is engaged in training race officers and supplying them to member clubs and classes to assist with race officiating. There will be a race officer list posted on the CBYRA webpage with contact information. They encourage member clubs to use those race officers so that they stay current with their race officiating experience.

### **Legal waivers:**

CBYRA has hired an attorney to develop standard race waiver language that is specifically tailored to Maryland and Virginia Law.

### **Race scoring sites:**

CBYRA is working with a racing scoring website that will report directly to the CBYRA High Point program. In doing so they have teamed up with Next-Sailor who is writing a Chesapeake Bay specific program that links with CBYRA.

More significantly, NextSailor.com is supposed to be less expensive than either RegattaNetwork or YachtScoring in terms of the amount of the proceeds that are deducted from the payments to the sponsor clubs.

They are looking to offer this to members organizations to do their CBYRA sanctioned and club race scoring. More to come.

### **Rating Rules:**

There was a moderately detailed discussion of PHRF and its new multi-rating system, and new Cruising Boat rating.

There was little discussion on ORC or ORR-EZ ratings, other than to refer to them generically as 'VPP based rating rules.

The highlighted some activities in various areas including CHESSE and multihull classes.

### **General Thoughts**

I appreciate the opportunity to represent HHSA. I believe there could be additional opportunities for the Women's regatta in promotion and scheduling, opportunity to assist in race results, and a proposed customer relationship management communication tool for promoting to their some 4500+/- constant contact members.

I will forward draft Green Book info out to help schedule our events, including the timing and promotion of the women's regatta.