

International Lightning Class Association

Governing Board Meeting

August 15, 2016

Rochester Yacht Club, Rochester, NY

Attendance: Meeting Chair/President Victor Lobos, Thomas Allen, Bill Cabrall, Bill Clausen, Bill Fastiggi, Bill Faude, John Faus, Josh Goldman, Fisk Hayden, Brian Hayes, Gary Hurban, Joan Hurban, Hugh Hutchison, Ian Jones, Bill Mauk, Ian Moriarty, Clarke Newman, Debbie Probst, Robert Ruhlman, Ryan Ruhlman, Juan Rafael Santos, David Sprague, Todd Wake – Quorum achieved with proxies.

President Lobos called the meeting to order at 6:07pm. He introduced and welcomed Hugh Hutchison to his first Governing Board Meeting. Hugh is on the 2016/2017 slate as Treasurer.

Minutes of the Last Meeting. Bill Faude made a motion to dispense the reading of the minutes of the last meeting and to approve them as posted on the website. Tom Allen seconded. All approved. Motion passed.

Presidents Report: President Lobos announced that the Lightning will remain in the Pan Am Games for 2019 in Peru. This is very exciting for our growth in Peru and the rest of South America. He thanked Bill Mauk for his help and efforts in keeping the Lightning in the Games Campaign. In addition to the Pan Am Games, the Lightning will now also compete in the Central American Games. The Lightning replaced the J24 in that lineup. 32 Countries are expected to participate. The Class is not required to offer any support. This is great for our future growth in Central and South America.

Bill Wiggins has been helping the Class with some marketing and social media efforts. We are also reaching out to our members through an initiative headed up by Larry MacDonald. He has been contacting the District Commodores monthly to encourage membership support for the Class on the District and Fleet Level. This has been well received and we have over 250 members that are new to the Class or haven't renewed in several years. Keep up the good work!

Lobos concluded with the announcement of a committee to evaluate the overall operations of the Class. Past Presidents Debbie Probst, John Faus and Steve Davis will be joined by Todd Wake, Jan Davis and Victor.

Chief Measurers Report: Bill Clausen thanked the Rochester Yacht Club Volunteers for doing a great job with measurement. He introduced Bill Cabrall who is on the 2016/2017 slate as Chief Measurer. President Lobos thanked Clausen for his dedication and service over the past 12 years as Chief Measurer. Clausen will be remaining on the Governing Board as VP Assistant Measurer Emeritus. He was acknowledged with a standing ovation.

Treasurers Report: Todd Wake read the written report Jim Crane submitted (see below).

ILCA Fund Report: Steve Davis reported that the ILCA Fund is valued at about 250,000. \$210,000 is invested in CD's and \$40,000 in Vanguard Investments. The J70 that was donated to the Class has been sold and remains in cash funds at this time. Of the 4 Disette boats, one was sold to Peru as a Boat Grant boat for \$1.00. We are looking at using 15147 in the new Legacy Program. 14224 and 11863 will likely be sold for whatever cash we can get for them. The Fund has underwritten support for the recent marketing efforts of Bill Wiggins; Social Media activity on Facebook, Instagram, Twitter) and collaborating with Bryan Burke to get some new videos on YouTube from the ACC's and here at the NAs this week. Some of these efforts have produced over 17,000 unique hits.

Bill Fastiggi added that the ILCA Funds were diversified with only small percentage was invested in stocks. Along with himself, Steve Davis, John Faus, Paco Sola and David Starck they are open to suggestions for new ideas to help promote the Class.

Secretaries Report: Todd Wake summarized his written report (see below).

Nominating Committee: Debbie Probst announced the [2016/2017 Slate](#) that will be presented at the Annual Meeting. She thanked Chief Measurer Bill Clausen for years of service and dedication to the Class.

North American VP: Josh Goldman the 2017 NAs will be held at the Carolina YC, Wrightsville Beach (Sept 21-24). We are proposing a Temporary Amendment (A) specific to the 2017 NAs where we amend the Document Governing to all sail in one Fleet, with no Qualifier. President Lobos added to be more efficient, we would like to Vote now, rather than in New Business. Discussion ensued. David Sprague made a motion was made to accept the proposal as presented. Bill Mauk, seconded and the vote passed with two abstaining (Tom Allen and Bill Cabrall).

Goldman continued and announced that the 2018 NAs will be held at the Mission Bay YC in San Diego (July 23-27). We are requesting a Temporary Amendment (B) specific to the 2018 NAs that allows the event to run in July. Discussion ensued. David Sprague made a motion was made to accept the proposal as presented. Joan Hurban, seconded and the vote passed with three voting against (Bill Fastiggi, Ryan and Rob Ruhlman).

Goldman concluded with the announcement that we were still looking for 2017 and 2018 WJM hosts for the August timeframe.

Atlantic Coast Championship: Bryan Hayes thanked the Team in Wrightsville for putting on a great event and noted they will do a great job with the NAs in 2017. The 2017 ACC is slated to be held in the CT/RI and New England District area. We will be working on securing that location in the next few weeks.

Youth World Championship: Juan Rafael Santos reported that the event went smoothly and the club was delighted to host our youth sailors from around the World. Our team is looking forward to hosting the Class again for the Words in November 2017. More information will be coming soon, but it will be very important for those shipping containers/boats that everything in the container is declared. This is essential to same time as the boats come through customs and avoid delays on the entire shipment.

World Sailing: David Sprague reported that our motion to World Sailing was declined at the last meeting.

Other reports: see written reports attached from Treasurer, Secretary/Technology, 2016/2017 Slate, Classic Boats Report, History Fund, Brazil District

Charters Ratified or revoked

None at this time.

Ratifications

None at this time.

Unfinished Business:

David Sprague commented that the NOR and SI's Templates had been circulated and are in the process of being edited. These items still need further work before final considerations can be made.

New Business:

Proposed Amendment (C): President Lobos reviewed the proposed amendment to the plans and specifications that has been presented and posted on the ILCA Website: Current Class rules limit the window size, number of windows and location in the jib. Recently, some sail makers have started to develop jibs with smaller panels. The smaller panels improve the sail's shape and make it stronger. This has become practical with modern automated cutting and computer generated shaping. The smaller panels result in seams running through the ideal window location. It is more efficient to put the windows in panels prior to assembly of the panels. The one window restriction makes this impossible without shrinking the window size. Efficient production dictates having more than one window. We have found that extending the window higher in the sail, makes it easier for the helmsman and crew to see what is happening to leeward making it easier to see boats on the opposite tack when sitting on the rail. This visibility helps avoid collisions. The greater visibility leads to more involvement by everyone in tactical decisions. It is also more fun to sail with more window area.

It has been proposed to replace (old wording): Lightning Plans and Specifications, Article V Sails, Section 74 (second paragraph) A single window is permitted in the jib for viewing approaching boats not to exceed .232 m² (2.5 square feet), with a maximum fore and aft dimension of 762.00 mm (30"), and maximum vertical dimension of 304.80 mm (12").

With (new wording): **One or more windows are permitted in the jib for viewing approaching boats. The total of all windows not to exceed .35 m² (3.76737 square feet), with a maximum fore and aft dimension of 762.00 mm (30"), and maximum vertical dimension of 500 mm (20").**

More window area will have all the benefits with no added expense. The benefits would ease assembly, and allow for a larger window/viewing area. A larger window improves safety by increasing the probability of seeing an impending collision while there is still time to avoid it. Makes sailing more fun because everyone can see where other boats are with less effort. Multiple smaller windows are less apt to break than 1 larger window.

Discussion ensued. Todd Wake made a motion to accept the amendment as presented. Bill Faude seconded. The vote passed with Brian Hayes abstaining.

Proposed Amendment (D): President Lobos reviewed the proposed amendment to the plans and specifications that has been presented and posted on the ILCA website: Throughout its history the Lightning Class has always been open to evolution in order to adjust to the changes present in our sport. No stranger to this, our hull number's and country insignia's position on the main sail have also evolved since the first Lightning sailed out. Our current layout has been around since the late seventy's, and we feel it's time to update it.

The proposed change has two objectives: Compliance with the Racing Rules of Sailing (RRS) and Looks. Our current layout does not comply with RRS Appendix G. To comply, if the country insignia is placed on the sail it has to be located just above the hull number. With the current layout, it is separated.

The second objective is looks. The proposed change leaves the country insignia in a position where it has more space, and assimilates current trends in contemporary sail layout design. One last characteristic of this proposal is that it formalizes the position of the flag, but leaves this as an optional alternative for specific events.

These changes will not add any additional costs to the sails and will only be required on new sails, all current sails will not be affected and may be used as long as the owner wants.

Proposed Amendment - ARTICLE V - SAILS

75. Racing numbers, national sail letters, and the Class emblem will be on both sides of the main sail. The Class emblem shall be located between the top and middle battens, the national sail letters will be staggered on each side and located just above the middle batten, and the racing numbers shall be staggered on each side and located below the middle batten. The country flag (optional, except when required for a specific event) shall be located on the starboard side just below the bottom batten.

Racing numbers with an optional class emblem will be on the outside of the spinnaker or may be placed on both sides within the area designated by World Sailing Racing Rules of Sailing.

Numbers will be 300 mm (12") minimum height and 200 mm (8") wide except for the numeral one. The size of Country Flags may be defined by the Organizing Authority and the ILCA Executive Committee.

Appendix G1.3 (d) of the RRS is amended so that National Sail Letters on the spinnaker are not required. (March, 2007)

Discussion ensued. A question was asked if we were being asked to comply with World Sailing specifications – no. Further discussion included the statement on added cost to the sail and if some of the requirements could be made optional as in the Country code for non-international events. A motion was made to refer this amendment back to committee, Bill Fastiggi seconded and the motion passed with one no vote by Bill Faude.

No other new business was proposed.

Bill Clausen made a motion to adjourn, it was seconded. All in favor. Meeting adjourned 7:32pm.

ILCA Governing Board: Written Reports

Mid-Summer Financial Report: Jim Crane

This will be my last financial report as Class Treasurer. I want to thank you for asking me to serve the Class. I have enjoyed my time as treasurer.

Accompanying this report are two files. The balance sheet as of August 3, and the Profit and Loss statement against our budget as of July 27. Neither statement stands out as particularly noteworthy other than the trend of decreasing revenue is continuing. Let's first look at the balance statement. The Class has total current assets of \$100,268, of which \$92,245 is cash. This cash is a combination of cash from daily operations, the ILCA, Limbaugh and History fund. We are in the process of reconciling the cash position, but the majority of this amount is restricted by the covenants of the three Funds and controlled by the Fund committees. It cannot be used for daily operations.

Under other assets, net of depreciation, the Class has \$42,412 invested in 6 Lightnings. It has \$202,648 in the ILCA Fund, \$38,238 in the Limbaugh Fund and \$4,690 in the History Fund. It should be noted that the Fund totals will increase once the above referenced cash position is reconciled. Total assets are \$388, 258.

Total current liabilities are \$7,889. There are no long-term liabilities. This paints a very good picture for the balance sheet strength of the Class.

Our income statement through July 27, 2016 is both encouraging and worrying at the same time. As I have noted in past reports the total income of the Class has been declining for a number of years. Class membership, which drives the Class future, has been declining. This year we seem to be on track to

meet our budgeted numbers except for skipper and crew dues in South America. Hopefully, our recent fleet initiative will reverse this trend. It appears that South American sailors are becoming Associate members rather than paying the more expensive Skipper and Crew dues.

Fleet dues are right on target for the year. It should be noted, however, that our total number of fleets has decreased substantially over the last two years. The good news is the trend appears to have stopped.

Advertising and regatta income appears to be on target. Where we are experiencing problems is boat, mast, and sail royalties. Boat, and mast royalties are minimal because few boats are built in any given year, but sail royalties have always been a substantial source of income. We budgeted \$14,000 in sail royalties for the year, which is down from last year. To date we have received about \$6000. My guess is we will be at least \$6000 short for the year. Lastly, merchandise is, to date, 50% of our budgeted amount. This too will be down for the year. Taking a guess, I think we will be short of our budgeted income for the year by \$6-8000.

Our expenses have been managed very frugally, and to date, is only 58% of our budgeted amount. Laura does an excellent job of this. I would like to point out that in our budgeting process we did not plan on positive income. We budgeted for a break even best case. To get to this point, we operated with very conservative estimates. If we can keep our expenses tracking below budget, we will end the year near breakeven. However, I'm projecting a loss for the year in the \$5,000 range.

Victor has asked me to make a few comments other than just reporting the financial facts. First, our Class is unprecedented in having three charitable Funds. It will be an important challenge to determine how to use these assets to promote and grow the Class because the operating income from the daily Class operation is extremely limited. There is very little wiggle room other than continuing the day-to-day operation from our traditional sources of income. Secondly, we need to be sensitive to what does provide income. Dues revenue is obvious, and we need to promote membership every way we can.

Mast, boat and sail royalties are beyond our control in that our suppliers are already doing what they can to increase business. Their business and our income are basically driven by the success of our Class. More members buy more equipment. One area that I think we can exploit is merchandise. The margins are greater than 50% on Lightning Class merchandise. This is huge and I firmly believe that a more aggressive approach to selling our logoed merchandise could greatly increase revenue. Giving this away to someone like Coral Reef doesn't make sense. They offer about a 15% commission, which is a loser. Another driver of income could be a larger contribution from regattas registration fees coming to the Class. Obviously, this would increase our member's expense and wouldn't be popular, but it might be necessary. My message is simple, we need to look everywhere we can to increase revenue. At the same time, we need someone to very closely monitor our expenses to keep us out of trouble. If we do this, and continue to pursue all our current initiatives, the Lightning Class has a bright future.

Secretary's Report: Todd Wake

I along with other Lightning Class volunteers have been looking into technology that can help the ILCA run more efficiently and better serve its members. Management of our membership database and processing of renewals has been identified as an area where we need to do better. We also realize that our current website needs to change with the times and become more friendly for the users and administrators. We are leaning on our tech savvy members such as Kevin Morin and Larry MacDonald's IT department to help identify and facilitate testing of these solutions.

The goal is to find a solution that allows the executive secretary to focus on administrating ILCA operations rather than being an "IT" department. The new solution would also facilitate things such as automatic renewals that have been discussed for so long but never implemented. The cost of the new site would be offset by eliminating the IT support we are currently outsourcing and increased productivity in the class office. It is also likely that this new software will allow us to do online regatta sign up and management in house. We hope to test this software in the fall of 2016. If we are happy

with the new solution, we would look at implementation in early 2017. Any questions should be directed to me, Bill Wiggins or Kevin Morin.

Todd Wake

Additional Report from Kevin Morin:

Lightningclass.org has served its purposed for years. When it was created, it allowed for results to be posted, content to be shared, and membership management. It has been enhanced year over year. Over the time that it has been in place, the tools available to make such sites have matured, and there are literally 100's of viable off the shelf options available (most of which didn't exist when lightningclass.org was created).

A number of people in the Class including Bill Wiggins and Larry MacDonald (and his team at North) have spent many hours reviewing options and have come up with a list of the top sites that really seem to fit the bill. I have a technical background that focuses on web based databases systems. Accordingly, Bill asked me to checkout one of the top sites, clubexpress.com. I am impressed with the solution. They are looking for a large sailboat Class to subscribe to their service. So, I expect they will likely give us a big discount in exchange for us promoting the success of the tool (if we end up implementing it and are happy with it).

The major benefit to off the shelf solutions like clubexpress.com is that they spend huge amounts of time on R&D making the product more powerful. This makes their offering far more capable than one we could build out. When picking a complex software package, one of the most critical components is the ability for the software to be altered if necessary. Many of the tools on the market do not allow for customizations. You have to conform to their system. Clubexpress.com is not like that. If we need something special built out, they will build it out for us.

There are several other top sites that would work well for us. My recommendation is that we test several of these sites out in some of the bigger Districts. We can use it to manage renewals and manage regattas. At the end of the period, we can gather feedback and determine which solution fits us best.

Kevin J. Morin
Chief Technology Officer
Macro Connect, Inc

Classic Boat Report: Robert Astrove

Over the past year interest in classic Lightning's has grown. My sense is that more people are restoring boats and that the discussions around the boats, for this geographically diverse subset of the class, are continuing at a strong level. As one indicator, our yahoo group online presence is going to exceed over 1000 messages per year for the fifth consecutive year.

Another indicator of strength we had 14 boats for our annual classic boat regatta held in conjunction with the Champagne Regatta at Keuka Lake in June. Congratulations to Laura Jeffers, this year's winner who borrowed a boat to join us. We hope more of you will consider joining this event in the future. It is our pleasure to find loaner boats. Sailing an old wooden lightning is pretty much the same as the modern glass boats, just more fun! Some think a wooden boat is more work. Wrong, that is part of the fun!

A few traditions continued. We had just one boat "sink" this year. It was rescued and will be back next year. Another tradition is that in the classic fleet our awards are made by our members and of course are wood. This year Tim Grady (FL) and Doug Dixon (NY) raised the bar on trophies with a combination of half hulls, and baby Lightnings.

The biggest story this year is really more appropriately a subject for the "History" report, concerning the locating of the original wooden mold used by Skaneateles Boat Company and the process of getting it moved to the Finger Lakes Boating Museum where it will be part of their collection. ILCA Historian, Corky Gray, will be providing more details in his report, but I need to give special thanks and recognition to Corky and Craig Thayer for their efforts to make this happen.

We in the classic group continue to develop what has become a strong relationship with the Finger Lakes Boating Museum which now has a large facility in Hammondsport, NY with well-equipped workshops. We are exploring with them the concept of a "Lightning Lab" focused on classic Lightnings.

In closing, if you know of anyone with a classic lightning, please let them know we have an active group dedicated to helping people maximize the enjoyment they get from their boats.

The Huntsman History Fund: Clayton Gray

The Lightning Class is approaching its eightieth anniversary. We are now thirty years into our second half-century. Looking back, we see that the first fifty years are the foundation of the Class we are today. In those years 14,400 numbers were issued and 502 fleets were chartered. These years are the ones we are examining in our upcoming book. Clearly the years from 1938 to 1988 show a rise, peak and decline in participation in the sport of Lightning racing which mirrors centerboard class racing in general. Our story is the story of modern small boat sail racing, a story of equalizing opportunity for anyone to excel in the fairest test of skill in sailboat racing. John and George Barnes are among the principal founding fathers of our Class. Their Skaneateles Boat Company is the birthplace of our boat. They shared the vision of our founders of building a national one-design class accessible to builders both amateur and professional. To that end they would forgo exclusive rights to build the boat and would bank on their clever building methods. Critical to the success was the use of a solid mold allowing them to produce a hull a day much like our builders can today. Remarkably that mold has survived in the ruins of the Mill St. plant in Skaneateles. We have an opportunity to work with both the Skaneateles historical Society (SHS) and the Finger Lakes Boating Museum (FLBM) at Kueka Lake, NY to rescue the mold and preserve it for the future. The mold will be housed at the FLBM. The importance of the mold to the Class is that is tangible evidence of the forward thinking of our founders. This innovative building method was the secret to the Class's rapid early development. This mold should prove to be the oldest surviving sailboat production tool in existence. Like us, both the Snipe and Thistle Classes have their #1 boats surviving but only we would have our original tooling. There is even a possibility the mold could be used to build another Lightning, something that would attract a lot of interest in the sailing press. The Skaneateles Boat Co. Lightning building mold was the very beginning of our climb to 15000+ boats. The Huntsman Fund will be used to make suitable Grants to assist in the work of moving the mold to FLBM and to photo document the mold. Craig Thayer has volunteered to lead the recovery project with assistance from the FLBM staff. The Huntsman Fund Committee has recommended making two Huntsman Grants of a thousand dollars each to the SHS and the FLBM to assist in moving, preserving and documenting the provenance of the mold.

Brazil District: Thomas Sumner, Brazil VP, BRA 14894

Brazil has had a slow start in 2016. In part, due to current economic crisis that is believed to be the worse the Country has ever experienced and because of the denser sailing schedule prior to the Toronto Pan Am games. It seems many teams are giving a rest or currently focusing on other classes. Despite the slow momentum, Brazil had two teams in the youth worlds, with contending Champions retaining their title winning all the races they sailed. Impressive, and hopefully this will continue to attract juniors to race Lightning in Brazil in the following years.

Second semester seems promising, as we will have our National Championship in September in the State of Paraná where we have been developing a Lightning fleet for the past couple of years. We will also be hosting the South American Championship in Guarapiranga Lake, São Paulo in December. These events are great opportunities to put the class back in evidence in Brazil. During our nationals in September, I will check with Lightning sailor in Brazil of alternatives, ideas to develop the Class, junior sailing in the Country.