

## **ILCA Governing Board Meeting**

**Minutes - March 23, 2018 - DRAFT - to be approved at July 2018 Meeting.**

**St. Petersburg, Florida**

**Attendance:** Meeting Chair/President, Todd Wake, Robert Astrove, Bill Cabrall, Josh Goldman, Brian Hayes, Gary Hurban, Joan Hurban, Philip Lange, Jack Mueller, Robert Ruhlman, David Sprague, David Starck, James Taylor. With Proxy's from Esko Aalto, Jamie Allan, Kimmo Aromaa, Joe Buczkowski, Bill Clausen, Ian Edwards, Matt Fisher, Allison Rose, Steve Hayden, Eric Heller, Valerie Holly, Ian Jones, George Koch, Victor Lobos, Clarke Newman, Craig Pomeroy, Ryan Ruhlman, Mark Schneider, Robert Shapiro, William Sloger, Doug Wake and Darryl Waskow Quorum achieved. Others in attendance: Jan Davis, Steve Davis, Debbie Probst

President Wake called the meeting to order at 12:06pm. He welcomed everyone to St. Pete and the Board meeting.

**Meeting Minutes** from Governing Board meetings March 2017 and November 2017 were presented, Rob Ruhlman made a motion to dispense the reading and approve as submitted, Bill Cabrall seconded, all approved - motion passed.

**President's Report:** Todd Wake (Written Report Submitted:)

This is a busy time for the Lightning Class. The summer will be packed with multiple major events in all corners of the Globe. I am excited about all of the opportunities to sail Lightnings. 80th Anniversary Regatta, Youth Worlds, Europeans, NAs, ACCs, WJMs. Even with these major events going on many of my favorites are local or regional events. The Spring Classic, the Brotz Regatta, the Hoosier Regatta, the Long John...these events really define our class. The biggest challenge the class faces is coordinating the efforts of volunteers all over Lightningdom with the work Laura Jeffers is doing in the class office. It is imperative that volunteers and the office work together, so we can all go sailing. Until you get involved it is hard to understand how much is going on in the class.

The work that has been done on the new website is finally starting to pay off. It is starting to make membership renewals easier and has provided us with features not available in the past. It is still a work in progress, but I am confident it will help us in the long run.

As the class evolves the responsibilities of the class secretary are changing. Hugh Hutchinson has agreed to chair a committee that will come up with a new job description for the class secretary. From that description they will also work out a new contract for the class secretary. It is important that we define our expectations and priorities moving forward.

2017 was a great year for the class. The NAs in Wrightsville Beach were great fun and the Carolina Yacht Club very deservedly won the St Petersburg Trophy for race management. Congrats to John Sawyer and all at CYC. Paco Sola and his team at Salinas Yacht Club were amazing hosts for the South Americans, International Masters and Worlds. I look forward to 2018 being another great year of sailing with my friends in the Lightning Class.

Discussion ensued. It was confirmed that the Governing Board would have the opportunity for input before any decisions would be made or implemented with regards to any proposed Executive Secretary changes.

**Chief Measurer's Report** – William Cabrall

The Chief Measurer has moved from Denver, CO to Annapolis, MD. Cabrall is looking forward to more East Coast Lightning Sailing. He will be present at both NAC and WJM NAC Regattas to help oversee measurement. Boats measured at NAC will not have to be re-measured at WMJ's.

**Treasurer's Report** - Hugh Hutchison

Due to a snow storm in PA, Hutchison was still en route to St Petersburg but submitted a written report:

### **2018 MID-WINTER FINANCIAL REPORT**

The finances of the International Lightning Class Association remain generally stable. The year-end 2017 Profit and Loss Statement showed net ordinary income of \$10,728. This figure was virtually identical to the preceding year. The year-end Balance Sheet showed total current assets of \$81,673 compared to current assets of \$77,774 the year before and total assets, including fixed assets (6 Lightnings) net of depreciation, and restricted assets held in the ILCA Fund, the

Limbaugh Fund and the History Fund, of \$369,677 compared to total assets of \$365,764 the prior year. Current liabilities total \$10,377 at year end, primarily related to shipping costs for the Worlds.

The financials reflect a continuing erosion of skipper and fleet dues, our primary source of income. Skipper dues in North America were down by 6% and in South America by 9%. Europe continues to struggle. We had anticipated that these dues would increase, especially in South America with the expectation that the Worlds would draw additional support. It is possible that the erosion this year is a function of the conversion of the website and related obstacles to renewals and this will be closely monitored this year. In fact, early results for this year show a healthy increase in dues income on a year over year basis. It is assumed that, at least in part, the increase reflects the automated reminders generated by the new system. Hopefully, the class will see this as a continuing trend throughout the year.

Fleet dues were also down by 10% and we are following up with efforts to make sure that active fleets are paying dues. The class is aware of three fleets that have become inactive this year but that does not account for the overall reduction in dues. There was a total of 83 paid fleets for the year. That number is well short of the actual number of active fleets. Once again, the automated reminders for the payment of fleet dues appears to be bearing fruit as the first two months of the year show an equally encouraging increase in the payment of fleet dues on a year over year basis. Overall, the shortfall in dues payments for the year was primarily offset by a significant increase in sail royalties. We will again monitor this factor closely as although sail royalties were up substantially over the preceding year, they do not appear to be an anomaly but, rather, a return to a more typical level. The preceding year marked an atypical low in the purchase of sail royalties, so we anticipate a rebound to a level of sail royalties this year that is more comparable to the average of the past number of years.

We continue to monitor expenses closely and will make every effort to maintain and enhance the service we provide to our members. We hope that the transition to the new website will increase our efficiency and provide additional benefits to our membership. The class is aware that the number of publications, and particularly the number of Flashes, published this year, was unacceptably low. Although this saved on costs, communications on behalf of the class is not an area where we can afford to reduce our services.

We see this as a year of transition where the benefits of our new technology should begin to be realized. We look forward to utilizing the benefits of the upgraded technology to maintain and enhance the programs offered to support the Class.

Discussion ensued. It was suggested we analyze # of members over the past several years rather than dollar figures. Use a Member Number Count as a goal to help keep membership revenue on track. Engage District Commodores to help reach individualized District target goals. Brian Hayes offered to help District Commodore VP with this project.

**Secretary's Report:** Philip Lange  
Nothing to Report

**VP and Committee Reports:**

**North American Championships** - Josh Goldman

The 2018 NAC in San Diego (July 23-28) will have an International Jury as a result of the regatta being a Pan American Games Country Qualifier. There are some trucking options from the East Coast/Midwest. It is estimated at \$2,500 round trip per boat based on a full truck of 4 boats per 53-foot truck. Please contact Goldman if interested. Pontiac YC will host the WJM NAC August 2-5. Double deck stacks can be accommodated but will need to be scheduled in advance with the measurement team. In 2019 the Buffalo Canoe Club will host both the WJM's and NAC back to back in early August, exact dates TBA. Venues for 2020 and beyond are needed.

**Southern Circuit** - David Starck

On behalf of himself and fellow co-chair, Bill Mauk he thanked Doug Wake and Laura Jeffers for coming with a marketing plan for this year's events. 2019 and beyond we will be evaluating dates, number of participants, and other venues with the Southern Circuit Evaluation Committee. 2019 is tentatively scheduled for Miami - March 16-19 and St Pete - March

20-23. The committee is looking for input from participants. Discussion ensued and focused on how we can get more people involved.

**ILCA Fund** - Steve Davis

Davis represents, Fund Committee members, Paco Sola, Lenny Krawcheck, David Starck, Bill Fastiggi and himself. The fund is currently valued at about \$250,000. The committee is looking for creative ideas on ways to use the money.

**Lightning Labs** - Gary & Joan Hurban

2017 was a slow year for requests, aside from the Mentor Program at the Southern Circuit the Nyack Fleet had a weekend Lab lead by Justin Coplan. Things are picking up for 2018. They have received interest from the Pacific NW District, Lagos Fleet, Chilean District, and Denver Fleet for labs. They are asking fleets to propose ideas for a Lab.

**Classic Boats** - Robert Astrove

The group is very active. There is a lot of excitement for the Classic Boat Get Together the last weekend of June at Keuka and then the following weekend at the 80<sup>th</sup> Anniversary Regatta and Celebration, July 6-8, 2018 in Skaneateles. It is estimated that 30+ Classic Boats will attend.

**80th Anniversary Regatta** - Brian Hayes

Planning for Friday activities are still in the works. Brian Hayes and Philip Lange are class representatives for the event. Mike and Vanessa Yates are the local event chairs. PLEASE register for the event if you are planning to attend.

**Atlantic Coast Championship** - Brian Hayes

Nyack Boat Club will host July 14-15. The NOR will be published soon.

Discussion ensued regarding all the summer events. Proposed that we market ALL events for summer - celebrate the 80th Anniversary at any of the events this summer.

**World Sailing** - David Sprague

Sprague noted that we are required to have International Judges at the NAC since the regatta is a Country Qualifier for the Pan Am Games. World Sailing has changed the reporting system for Classes and it requires more information from Classes. World Sailing will hold its Annual Meetings in November 2018 in Sarasota, FL. Wake thanked Sprague for his work with World Sailing.

The US Pan Am Trials will take place Sept 6-9, 2018 at the Buffalo Canoe Club. Sprague will be the PRO.

**OH District** - James Taylor

The OH, MI and possibly IN Districts are discussing the idea to host a combined District Championship to make it a bigger event. Sandusky is a possible venue.

**Marketing/Media** - Todd Wake reporting for Doug Wake

Wake began by acknowledging and thanking Doug for all the reports during the World Championships in November. Everyone agreed he did a great job. Doug's report included the success of the 10 Day Countdown to the Southern Circuit that was seen on Facebook and Twitter. He thanked Bryan Burke for helping with the Southern Circuit.

**Youth Worlds** - Todd Wake

Wake thanked Ian Jones for helping to coordinate the YW's with the Local Organizers, Elias Vassiliades and Kostas Kamarotos. Thanks to funding from the Limbaugh Fund, the Class is sending Brian Hayes over to the Europeans and YW's to help prep and tune all the boats for the YW Championship. 13 boats are confirmed so far, representing 6 Countries BRA, CAN, CHI, FIN, GRE, USA.

**Charters ratified or revoked:**

Wake announced the request to Charter new Lightning Fleet 527: Kingston Lightning Fleet located in Kingston, NY. Founding Members include Carter Blease, Peter Kricker and Christin Ripley (Fleet Captain). There are 4 active boats

sailing on the Hudson River out of the Hudson River Maritime Museum. Wake called for a motion to approve the new Charter. Sprague made the motion and Goldman seconded, all approved - motion passed.

#### **Ratifications of Executive Committee Rulings**

None at this time

#### **Unfinished Business**

None at this time

#### **New Business**

Wake introduced a draft version of a proposed amendment regarding a VHS radio amendment that will allow for radio use at all regattas. This will alleviate the need for special wording in all NORs since it would be included in our Class Rules. It would still be at the discretion of the RC to use them or not at any regatta. Discussion ensued, and the proposed amendment needs a little more clarification. The idea will be to formally propose this amendment for vote at our next meeting.

#### **Adjournment**

Wake called for a motion to adjourn David Sprague made the motion, Bill Cabrall seconded. All in favor. Meeting adjourned 1:33pm.

Prepared by Philip Lange, Secretary and Laura Jeffers, Executive Secretary