

**First Coast Sailing Association
Board Meeting Minutes**

April 22, 2023

(St. Augustine Yacht Club main dining room)



Acting Chairman Guy Anderson called the meeting to order at 10:10

Attendees:

Guy Anderson – Vice Chairman	Dan Floryan (SARW)
Allen Jones – Treasurer	Tom Davis (RCoJ)
Adam Norwood – Secretary	Richard Amerling (SAYC)
	David Smith (SYC)

Guy Anderson asked for a motion for the minutes of the last board meeting from Q1 to be accepted. Unanimous.

Treasurer's Report

Allen Jones reported that there are currently 60 paid members which is down from 75 at the end of 2022, and down from 100+/- before Hurricane Irma 2017. At \$30 per member, this lower number since 2017 is starting to be a problem with funding – not yet critical. Additional ratings (10-15 maybe) are expected throughout the rest of the year, so that will be additional funds as well. All of the member clubs but two have paid their \$150 for 2023.

Income projection is \$3650 (with 70 phrf memberships), with expenses projection as \$3890. That's a deficit which we will need to be careful about. Other notes: Insurance of \$1820 is paid by FCSA – can't say it won't be higher next year. CubeSmart storage of \$900 is paid by SARW. Sailjax.com expenses are paid by FCSA.

The SARW fiscal year is 11/01 thru 10/31. There is \$40084 in the bank today, which is forecasted to be about \$35000 at the end of the year (10/31). This year of 2023 was good in the sense of "profitable" which leaves quite a bit for funding of the youth sailing scholarship program.

Chief Rater's Report

Adam Norwood, Chief Rater, reported that all renewals plus a few others from 2022 were mailed out via e-mail in January. Thus far 51 have renewed, and 10 additional have newly been rated or re-rated from having been members prior to 2022. Predict 10-15 more for the year at some point. This year again, individual certs will be available on SailJax.com (sans personal contact info) in addition to the summary listing. The averaging of 'W/L' and 'Dis.' base values have been applied across the board at this point. 8 boats have been affected by 3 sec/mile (including mine) and 2 have been affected by 6 sec/mile.

SARW Report

Dan Floryan, SARW Chariman, reported that the 2023 event resulted in a \$16683 surplus (\$49391 - \$32708). Free food and beverages were key to this financial success. Marianne Davis should be

commended for being responsible for soliciting many new sponsorships this year. From a year-to-year analysis, gross revenue seems to be leveling out in the range of \$50000. We had 21 offshore boats this year, and 18 youth 420's. Inshore had only 4 boats.

The 2024 event is scheduled for April 6-13, which means beginning the weekend after Easter. The goal for offshore boats is 40, and youth around 20.

No scholarships have been awarded yet for the 2023 sailing season. Dave Montgomery continues to be in charge of this portion of the effort. We estimate about \$13000 to be awarded. Discussion followed about the details of how the money is given out, and how to maximize the number of kids receiving the assistance. Each club is responsible for 'asking' for scholarship monies and documenting it to SARW thru Dave Montgomery.

Richard Amerling brought up the possibility of using some of the excess funds for buying more equipment, such as an auto-buoy, or other useful items for running the races. Guy Anderson reminded the FCSA owns the equipment (buoys, flags, horns, etc.) and the excess \$ are for scholarships only. This accounting needs to remain clearly in place and meticulously followed to maintain the charitable designation and outward appearance for the event.

Lipton Cup Report

David Smith reported on this year's Lipton Cup held by Smyrna YC. 20 boats registered and 17 were able to come out and actually compete. There was a small dollar loss this year as they lost one of their usual sponsors. Dan Roach will be taking over as Chairman from David Smith beginning with next year's event. The 20224 schedule is for April 19-21.

Bank Account

Guy Anderson reported that FCSA and SARW had two separate bank accounts, but Wells Fargo has combined Allen Jones's personal account with FCSA's account (as Allen also uses Wells Fargo). This is not good, and Allen is working to get this undone. Discussion ensued, with a consensus that FCSA's account should be moved out of Wells Fargo to another national level sized bank with local physical retail facilities.

Guy Anderson motioned to give Allen Jones permission to work on moving the accounts. Unanimous.

Continuing... SARW uses Yachtscoring.com for registrations and sales. Yachtscoring then sends money to PayPal. We then request that PayPal send money to our account. After accounts are changed, the PayPal mechanism/registration will also need to be cleaned up. Dave Smith said that he had tried ClubSpot.com this year for Lipton Cup, but recommend against it for the money handling aspects of events.

Associate Memberships

Allen Jones is proposing a SOP for this part of FCSA, but no bylaws changes. Tom Davis reported that the bylaws included a simple and direct structure for Associate Memberships, but no implementation detail was included when this revision was added to the bylaws a few years ago. Specifically Article 3.1 says:

"Similarly, persons and organizations approved by the Board of Directors who are not boat owners shall be afforded Associate membership on payment of dues established from time to time by the Board of Directors. Associate members may serve on committees or as members of

the Board of Directors in full capacity, but shall have no voting rights as Members at Annual and Special Meetings.”

Guy motioned that Allen’s SOP detail be accepted and be included in the FAQ portion of the Sailjax website (Adam to handle this). This includes that board approval is required for each Associate Membership, and that the annual price shall be \$20 per year. In addition, since each year, each club appoints and board and a rater, these memberships are included with their annual club dues when either of those persons do not have a phrf rated boat with FCSA.

Other Business

Guy Anderson thanked SAYC for hosting SARW and noted that we need to work on getting more persons from the other clubs to volunteer and help out with the myriad logistics, et al of the event. This year 40 SARW 2023 T-shirts were given out to volunteers – there are none left over.

Guy Anderson reminded us that we need to look for and encourage new board members this year. Guy is out of state for the summer and will not continue on the board next year.

Some discussion ensued about which races are included in the annual tally for trophies. Adam was assigned the task of modifying the Schedule on Sailjax website to try to clarify this.

None of the attendees brought any additional old or new business, and thus

Guy Anderson adjourned the meeting at 11:34.

The Treasurer’s notes presented at the meeting, and the SARW financial notes presented are included on the next few pages. Included thereafter is Allen’s analysis of the Associate membership issues that were used for discussion.

Adam Norwood, Secretary

May 13, 2023

First Coast Sailing Association

Treasurer's Report 1st Quarter 2023

Rounded 2023 Budget Numbers

Income :	60 PHRF Certificate Renewals =	\$ 1,800.00
	10 New PHRF Certificate =	350.00
	10 Club Member Dues =	<u>1,500.00</u>
	Total =	\$ 3,650.00

FCSA Checkbook Varies \$ 2,250 to 5,250.00 during the year

First Coast Sailing Association

Treasurer's Report 1st Quarter 2023

Rounded 2023 Budget Numbers

Expenses :	Website (sailjax.com) =	\$ 430.00
	Annual Meeting & Trophies =	850.00
	Corp. & US Sailing Renewals =	320.00
	Post Office Box & Postage =	310.00
	Sales Tax on Certificates =	160.00
	Insurance (\$485.increase) =	<u>1,820.00</u>
	Total =	\$ 3,890.00

First Coast Sailing Association

Treasurer's Report 1st Quarter 2023

SARW Account Balance History/Forecast

(Event Year November 1 to October 31)

November 1, 2022	\$ 18,950.00	After 2022 Scholarships
March 31, 2023	40,084.00	Current Balance
Forecast:		
April 31, 2023	29,252.00	After outstanding Checks clear
October 31, 2023	34,966.00	Event Year End - Before Scholarships
Net Event Year Increase	\$ 16,016.00	Before 2023 Scholarships Awarded



ST. AUGUSTINE
RACE WEEK



FCSA BOD Meeting

April 22, 2023

- Discussion Topics

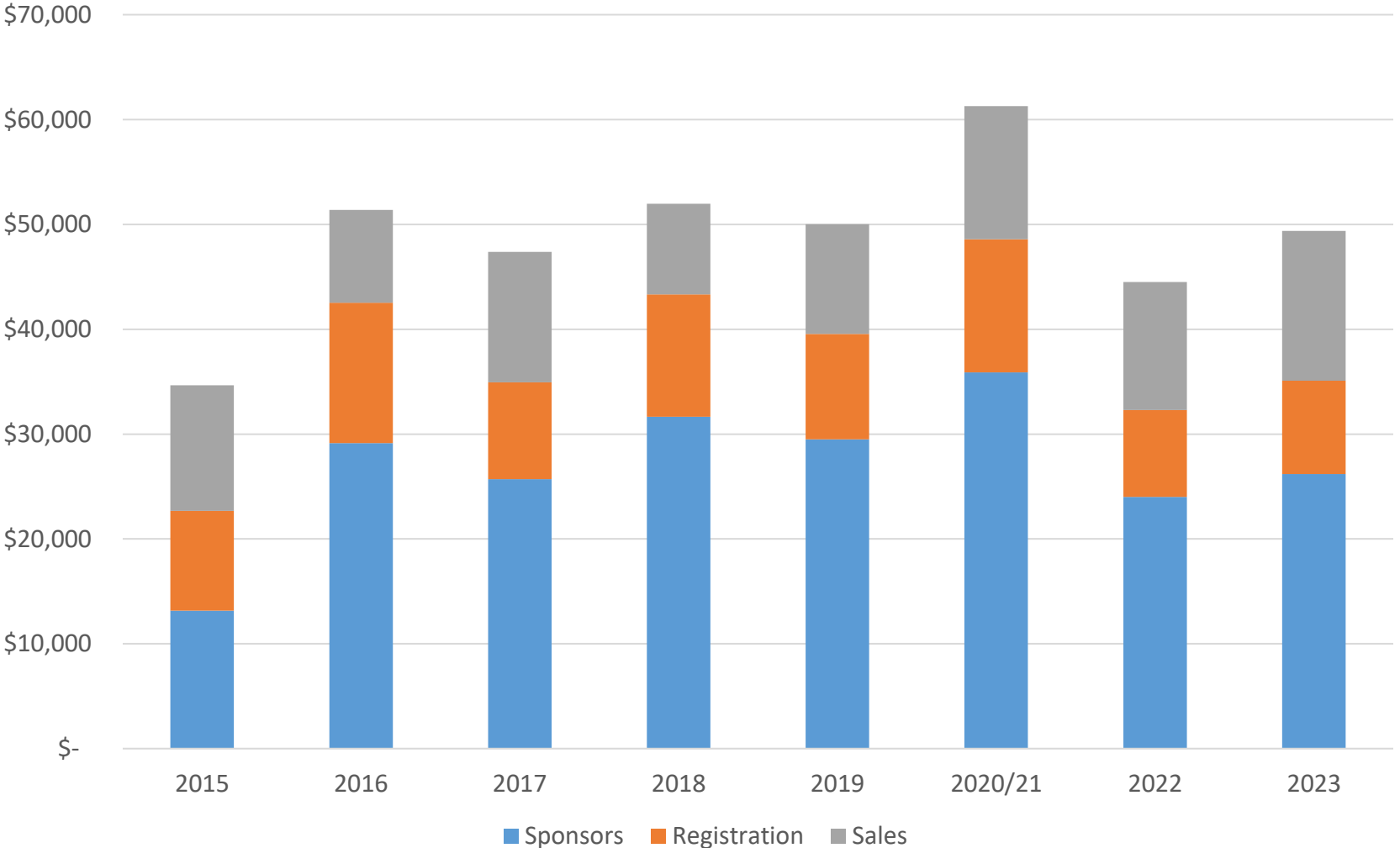
1. \$\$ Results
2. Participants
3. Sponsors
4. Schedule for 2024
5. Scholarship Program



SARW 2023 Financial Results

	2022	2023 Forecast
Income		
Registration/Meals/Bev/Merch.	\$ 20,539	\$ 23,191
Sponsorships	<u>24,001</u>	<u>26,200</u>
Total	\$ 44,540	\$ 49,391
Expense		
Promotion	\$ 5,575	\$ 4,815
Administrative	10,235	11,182
Race Events	5,854	7,209
Social Events	<u>11,090</u>	<u>9,502</u>
Total	<u>\$ 32,754</u>	<u>\$ 32,708</u>
Net Surplus	\$ 11,786	\$ 16,683

SARW Gross Revenue History

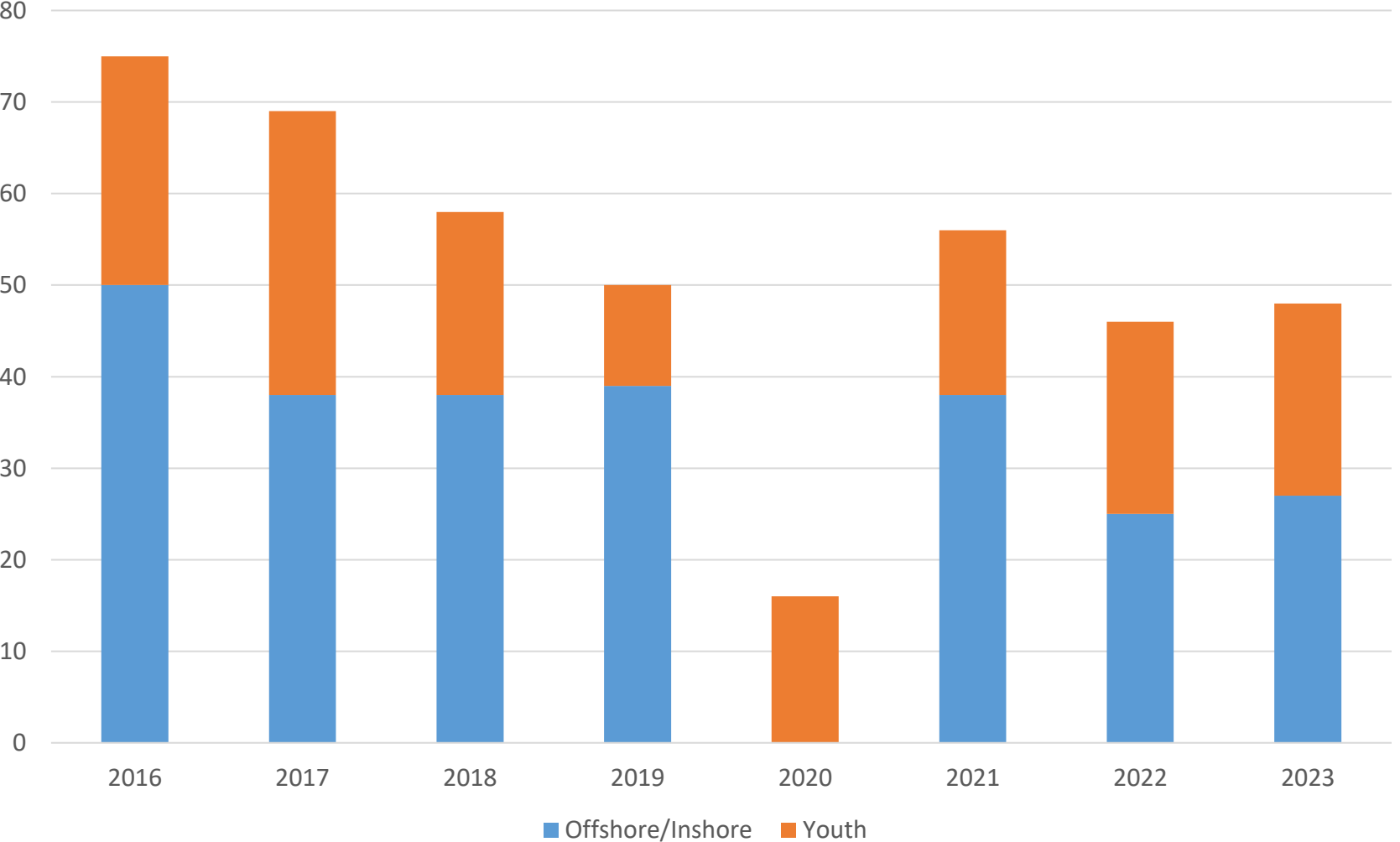




SARW 2023 Participation

- Actual:
 1. Offshore – 23 boats (21 in 2022, 33 in 2020/21, 31 in 2019, 32 in 2018, 29 in 2017, 39 in 2016)
 2. Inshore – 4 boats (4 in 2022, 5 in 2020/21, 9 in 2019, 6 in 2018, 7 in 2017, 11 in 2016)
 3. Youth Regatta 2023 – 18 420's (21 420's in 2022, 18 420's in 2021, 16 420's in 2020, 11 420's in 2019, 20 420's & Opti's in 2018, 32 in 2017)

Race Week Participation (# Boats)





SARW2023 Sponsors

- Diamond Sponsors:
 1. St. Johns Tourist Development Council
 2. Meehan's Irish Pub
- Master & Commander:
 1. Flagler Health + Orthopedic Specialists
 2. Dog Rose Brewery
 3. SYSCO
 4. Sailbirds Distillery



SARW 2023 Sponsors

- Gold Anchor Sponsors:

1. St. Barts/Beneteau
2. Kathleen Floryan - Realtor
3. Rockstar Racing
4. All Points Yacht Sales
5. St. Augustine Sailing

- Silver Anchor Sponsors:

1. Fantasea
2. SASS
3. Raintree Restaurant
4. Sailors Exchange
5. Sunshine Yacht Sales
6. Multihull Company
7. UBS – John Grannis
8. Clear Blue Sea Services

- Patron Sponsors

1. Veria
2. Cooper's Canvas
3. Reef Restaurant
4. Keep it Clean

Wide Variety of Sponsors Every Year



SARW 2024 Schedule

Easter 2024 – March 31

SARW 2024 – April 6 – 13

Youth Regatta – April 6, 7

Inshore Series – April 9,10

Offshore Series – April 11,12 and 13

Awards Dinner – April 13



SARW 2024 Participation

- Goals:
 1. Offshore – 40 boats
 2. Inshore – 10 boats
 3. Youth Regatta – 25 420's



SARW Scholarship Program

John Daniel Meehan Youth Scholarship Program

Chairman: Dave Montgomery



2022 JDM Scholarship Program Cumulative Report

Submitted by Dave Montgomery Rev. 2-2-2023

CLUB	NUMBER SERVED	COST PER CHILD	SUBTOTAL
St. Augustine Yacht Club			
(Regular Scholarship)	7	\$300	\$2,100
(Double Sessions)	3	450	1,350
(Fall Sail Team)	1	650	650
(After School Sailing)	1	280	280
	1	150	150
Subtotal	13		4,530
Florida Yacht Club			
Spring Scholarship	1	275	275
Regular Scholarships	2	498	996
The Rudder Club			
Regular Scholarships	7	295	2,065
Halifax Youth Sailing			
Regular Scholarships	12	265	3,180
		TOTAL	\$11,046

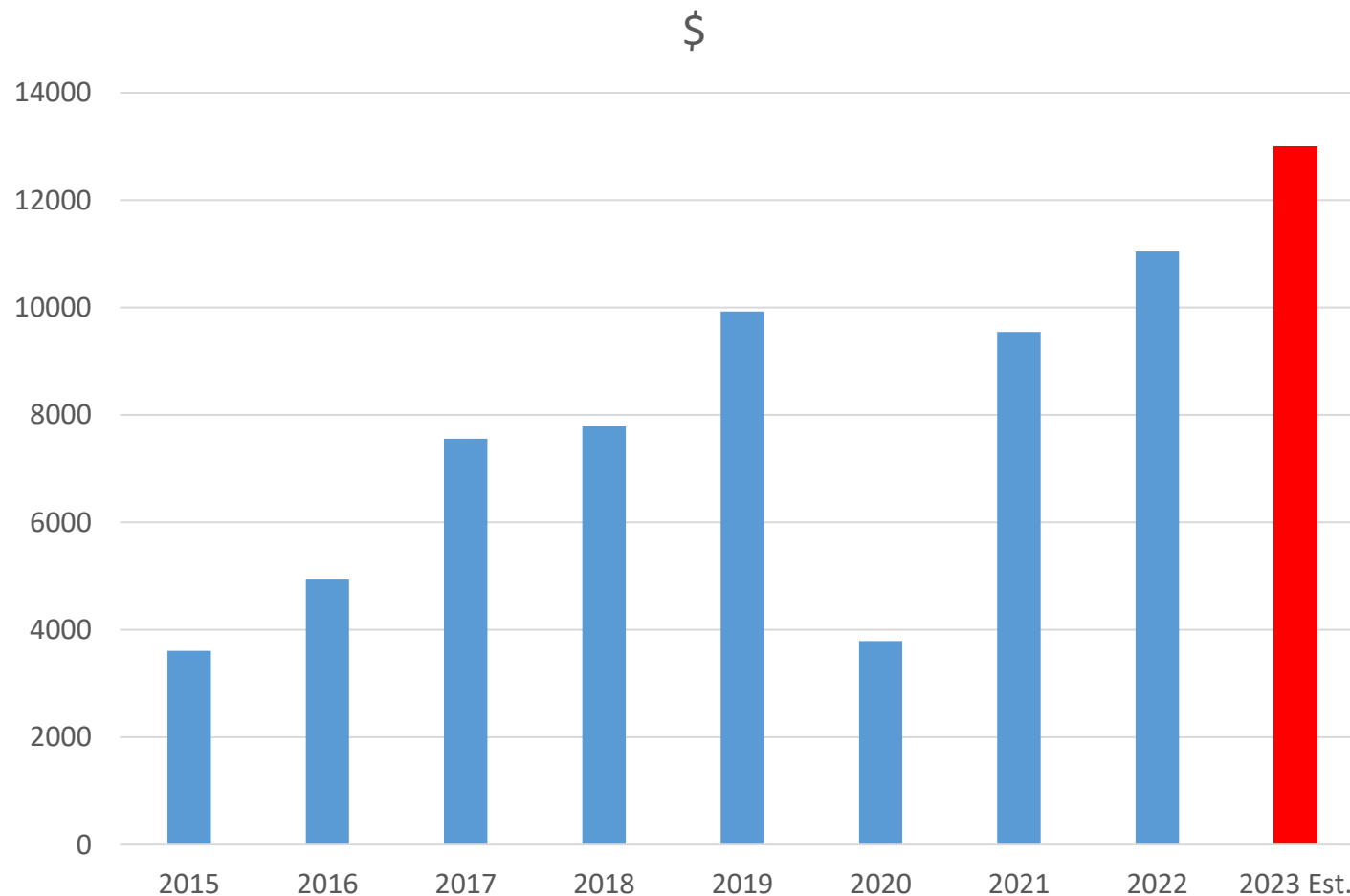


2022 Scholarship Distribution

St. Augustine Yacht Club	\$4,530.00
Halifax Youth Sailing	\$3,180.00
Rudder Club	\$2,065.00
Florida Yacht Club	<u>\$1,271.00</u>
Total	\$11,046.00



John Daniel Meehan Youth Sailing Scholarship Disbursements



Over \$58,000 Disbursed in last eight years!

Associate Memberships

Why Now ? Because It's Been In Our FCSA By
Laws For Nine (9)Years

And

We Have Never Defined The Procedure For
Membership, Renewals, and Benefits.

Per Our By Laws : (Very Basic Requirements)

Member :

Has a Sailboat

Has Received a PHRF Rating Certificate

Has Paid The \$ 30.00 Registration Fee

Can Attend And Vote At Meetings

Associate Member :

May or May Not Have A Boat

Does Not Have A PHRF Rating Certificate

Has Paid The \$ 20.00 Annual Dues

Can Attend Meetings, But Can Not Vote

Who Does It Benefit ? :

1. Someone Who Wants To Promote &
Be involved In FCSA and SARW
(Serve On A Board or A Committee)
2. Someone Who Wants To Stay Involved,
But Is In between Boats

History; In 2014, and again in 2021, the FCSA ByLaws were amended to add the category of Associate Member. However, defining the benefits of being an Associate Member, including dues and the process of adding, tracking, and renewals was never completed. It is being brought up at this time because a couple of individuals have requested to become Associate Members.

The purpose of this proposal is to further define :

1. The request and approval process to become an Associate Member.
2. The yearly renewal process and recognizing Associate Members.
3. The times when an Associate Membership is and is not required.

WHAT IS CURRENTLY IN THE 2021 FCSA BYLAWS, Article 3, Section 1 :

Members

“Members of the Corporation shall be limited to persons who have submitted an application for [a] Rating Certificate for a boat meeting the Criteria for Eligibility of Yachts contained in Section 3.2 and approved by the Rating Committee, and who shall have paid such measurement and membership fees (currently \$30. In 2023 for renewals \$35. for new applications) as shall be established from time to time by the Board of Directors.”

Associate Members

“Similarly, persons and organizations approved by the Board of Directors who are not boat owners shall be afforded Associate Membership on payment of dues established from time to time by the Board of Directors. Associate Members may serve on committees or as members of the Board of Directors in full capacity, but shall have no voting rights as Members at Annual and Special Meetings.”

Also, Per the By Laws, Article 1, Section 1.2, “The primary focus purpose [of a member] is to : 1) Promote sailboat racing among member clubs; 2) Coordination of the member sailing clubs, and 3) Establish and maintain an equitable system of handicap racing for yachts owned or chartered by members”. Per this document, this shall also apply to Associate Members.

Why Become an Associate Member :

- 1 Becoming an Associate Member provides an individual or organization the ability to support and get involved with FCSA and its principles.
- 2 Becoming an Associate Member also provides an individual the ability to stay involved in the Association should they be in between boats and wish to continue to serve on the Board of Directors or a Committee.
- 3 An Associate Member does not need to be a member of one of the FCSA Member Clubs. (Currently in 2023 there are 10 Member Clubs)
- 4 For organizations, one person shall be designated as the representative for attending meetings and receiving correspondence.
- 5 An individual cannot be a Member and an Associate Member at the same time.

Who is required to be an Associate Member :

1. Any individual who is elected to and serves on the Board of Directors and is not already a Member with a boat who holds a Rating Certificate.
 Per the ByLaws, the current elected Board of Directors consists of the following positions; President, Vice President, Secretary, Treasurer, and Chief Rater.
 - 2 Any individual who wishes to serve on a Standing Committee
 - A. Rating Committee (1).
 - B. Saint Augustine Race Week Organizing Committee (1).
 - 3 Any individual who has been elected to the Board of Directors as a Club Representative to FCSA from one of the Member Clubs (1).
- (1) Note: If the FCSA Member Club has paid their Annual Membership Dues (currently \$150.00 in 2023), the Associate Membership fee for that person is waived for that year. Should that person also be a Certificate Holder with a boat, that individual club does not get a credit for that person.

Who is Not required to be an Associate Member :

1. Any Individual who wishes to attend the Annual Meeting
2. Any individual who is invited to attend a Board of Directors or Special Meeting by one of the Board of Directors.
3. Volunteers to any Committee; including Race Committees, Race Organizers, and those assisting with Advertising, Fund raising, Event Food and Merchandise Preparation and Sales, Event workers, etc.

How to Become an Associate Member :

- 1 Applications can be found on the FCSA sailjax.com website, first page, below the listing of Member Clubs.
- 2 Applications, with the required fee, shall be mailed to FCSA, 4446 Hendricks Ave., Jacksonville, FL 32207. Applications and fees can also be hand delivered to the Treasurer or Chief Rater.
- 3 Acceptance of membership will be shown by listing that individual or organization at the bottom of the PHRF Rating Summary Sheet. This sheet is updated frequently, but not on a regular basis. Inquiries regarding status can be sent to the email address at the top of the page. No formal acceptance notice will be given.

Renewal Process for Associate Members, including Organizations :

- 1 The Chief Rater, or such person designated by the Chief Rater, shall send out renewal requests in December for Associate Members including organizations for the following year.

FOR REFERENCE, WHAT IS CURRENTLY IN THE 2021 FCSA BYLAWS REGARDING MEMBER DUES, Article 3, Section 3.3 :

- “Annual Membership Fees [for those with certificates] shall be due on January 1st of each year. Persons failing to pay annual dues by March 1st of each year shall be dropped from membership. Upon being dropped from membership, renewal for membership shall require payment of the initial membership fee and the previous years membership fee, if then unpaid.”
- 2 To be (partially) consistent, renewals for Associate Members and Organizations shall be sent out in December for renewal for the following year. Persons and organizations failing to pay Associate Member dues by March 1st of each year shall be dropped from Associate Member status. At that time individuals or organizations may re-apply for Associate Member Status.

- 3 The same applies to Club Raters and Club Representatives, they may not serve until the individual Club Membership Fee has been received. If a Club Rater or Club Representative wishes to apply for a personal Associate Membership, upon approval, they will be able to serve and their names will be listed on the PHRF Ratings Summary Sheet.
- 4 Note, the current ByLaws require that a new Associate Members be approved by the Board of Directors. However, it is not specific if approval is a onetime initial approval or if a yearly approval is required. By this procedure, after initial approval, approval can be passed on year to year as long as membership, including payment of dues, is consecutive year to year. If member status has lapsed, a new application will be required and the Board of Directors will again go through the approval review. The Board of Directors has the right to decline or not renew any Associate Membership.
- 5 If a Member wishes to go from Member Status to Associate Member Status in consecutive years, upon application and payment of the Associate Membership dues, that person will not have to be approved by the Board of Directors.

Reference - Current Associate Membership Fees, including Organizations :

- 1 The Associate Member Fee for new Associate Members, including for New Organizations is \$20.00 per year. This is also the renewal fee. This are no initiation, partial year, or penalty fees for Associate Members or Organizations. The amount of dues can be changed from time to time by the Board of Directors.

Note : This proposal, as presented April 22, 2023, will be amended to remove some of the “History” and “Narrative” that helps explain its purpose. It is not planned for this extra information to be included in the final document. This document is not intended to force a change in the current ByLaws at this time, only to explain a new procedure.

The Board of Directors may change this procedure at any time.