



## International Six Metre Association

### Spring Meeting – 3/4 March 2017

The meeting was held in the clubhouse of the Norddeutscher Regatta Verein, Hamburg

#### Present

Violeta Alvarez		VA
Matt Brooks	President	MB
Robert-Christian Gierth		RG
Ismo Hentula	Treasurer	IH
Peter Hofmann		PH
Ian Howlett	Vice President Technical	VP(T)
Thomas Kuhmann	Vice President Marketing	TK
Hol J Michael Larsson		ML
Rainer Müller		RM
Robert Owen		RO
Tim Russell	Executive Secretary	XS
Christian Teichmann		CT
Jacob Vargish		JV

#### Action

*The first session opened at 1400 on Friday, 3 March 2017*

#### 1 Welcome

- 1.1 TK outlined the arrangements for the meeting. He would fund the room hire as part of his patronage of ISMA, and ISMA would pay for the tea, coffee and cakes during the meeting. Individuals would be charged for their share of the meals taken together.
- 1.2 President's introduction
  - 1.2.1 MB opened the session by welcoming everyone and thanking TK for making the arrangements for the meeting.
  - 1.2.2 Apologies were noted from Richard Clothier, Thilo Durach, David Elliott (Vice-President Classics), Johan Larson (Vice President Moderns), Rees Martin, Paul Smith (Vice President Racing), and Tim Street.
  - 1.2.3 XS reminded everyone of the status of the meeting. It was not convened as a

General Meeting of ISMA. Therefore any resolutions or decisions would be advisory, and subject to ratification at the AGM. However members of the Board would be able to take decisions on those matters where the By-Laws of the Association allowed.

### 1.3 Matters from the Previous Meeting

1.3.1 XS noted that the Minutes of the previous spring meeting had been discussed and accepted at the AGM held in Brunnen. There were no outstanding actions from that meeting.

### 1.4 Vice Presidents' Individual Reports

#### 1.4.1 Vice President Classics

1.4.1.1 On behalf of VP(C), XS reported that a lot of work had been done in trying to grow a database of boats, and in trying to correlate information, notably from the records held by Basil Carmody and from the mass of data held by Tim Street. There was still much to do to capture information from the individual fleets.

1.4.1.2 XS noted that he was concerned that there was a lot of information which the Association did not hold in any structured form, and other information which the Association ought to hold but did not. VA suggested that the Association might benefit from the services of a trained archivist. Although the information about the various boats was fairly structured, the association was in danger of losing a mass of other information. XS was tasked to discuss the issue with VP(C).

XS

#### 1.4.2 Vice President (Moderns)

1.4.2.1 XS reported that Johan Larsen had expressed a wish to be replaced in the role at the next AGM, rather than wait until 2018. A number of candidates were suggested as possible replacements. It was agreed that they would be sounded out as to their willingness to stand for election, with a view to the Board being able to propose a candidate in the next two months, in good time for the next AGM.

#### 1.4.3 Vice President Racing

1.4.3.1 XS reported that he had had detailed discussions with VP(R) before leaving for the meeting, and he would report on the various points as they arose in the agenda.

#### 1.4.4 Vice President Marketing

1.4.4.1 TK reported that the website was working well, but needed more contributions from the individual fleets. In discussion it was suggested that the website was perhaps not very easy to navigate, and some of the information was hard to

find. There also needed to be a clearer link from the old ISMA material hosted on the Swiss fleet's website. RG volunteered to help Thilo Durach with the structure of the website.

RG

- 1.4.4.2 TK noted that the growth of activity in Thailand and especially in Spain had been helpful in publicising the class. However he was concerned that the age profile of the class seemed to be getting older.
- 1.4.4.3 In trying to identify a budget to support the Association in marketing the class, TK was looking to both sponsorship and patronage. He would also like to find a way to expand the membership
- 1.4.4.4 In discussion, it was suggested that the class ought to have a trophy to encourage younger participation, but it was pointed out that there was already a trophy for young sailors (the Astor Cup) and women sailors (the Lucie Trophy). VA asked whether the class should perhaps institute a trophy to encourage younger owners.

## 1.5 Executive Secretary's Report

- 1.5.1 On behalf of the Treasurer, XS presented a financial statement – a copy is attached at Annex A. He observed that the Association was not quite funding its expenditure each year. The previous year did not look so bad, but this was mainly because there had been no payment for any public relations activities.
- 1.5.2 In a discussion about improving the Association's income, XS observed that the total membership had not changed from the range 100 – 120 full members for many years, though the number of associate members had grown a little. It had been suggested that perhaps it should be a requirement for all crew members at a championships to be associate members – this would help build up the list of contact e-mail addresses. Alternatively, it might just mean that owners paid an additional fee to cover their crew memberships. VA suggested that the full membership could be raised to €125, with owners being invited to extend their patronage to the association by paying a higher rate of €200, €500 or €1,000. The associate rate could be increased to €50, or four crew members included in an increased rate.
- 1.5.3 It was agreed to form a small working group to discuss and make recommendations about subscription rates, to be formed of VA, PH, TK, and ML. A report from this working group is at Annex B.

VA, PH.  
TK, ML

## 2 **Review of Executive Secretary's Position**

*XS left the meeting while discussions took place.*

- 2.1 MB summarised the outcome of the discussions, namely that the Board confirmed that the Executive Secretary should continue remain in post. He

was asked to devote more attention to two items in particular:

- Provide more support to Thilo Durach in providing input for the website.
- To renew efforts to arrange regular telephone conferences, timed to take place in the early mornings USA Pacific Time.

XS

### **3 Review of ISMA Regattas**

#### **3.1 European Championships – Brunnen 2016**

3.1.1 The meeting reviewed the feedback from Brunnen. XS reported that the regatta had been very favourably received. However some of those present had reservations about the time the Race Officer took to respond to changing conditions. XS pointed out that the race management team were somewhat constrained by the depth of water, which made it difficult to move mark positions. The water depth also influenced the use of free-floating marks to define the start line, which some competitors were uncomfortable with.

3.1.2 On a point of detail, it was considered that the race team had been unhelpful in not allowing female competitors access to the heads on the committee boat. The provision of facilities was a requirement for future regattas, particularly if the course was laid far from shore, and this should be reflected in ISMA's championship specification.

XS

3.1.3 The meeting considered that the success of the regatta owed much to the work of the organising team, particularly to the personal support and involvement of Beat Furrer. The meeting agreed a vote of thanks to Beat, and XS was tasked to prepare a letter for the President's signature.

XS

#### **3.2.1 World Championships - Vancouver 2017**

3.2.1.1 Paid-up entries have been received from 25 boats, with five more to come. A total of 19 to 20 classics was expected, and as many modern boats, with entries from Sweden, Switzerland, Spain (3), Germany and Finland, as well as from the United States and Canada. There were also prospective charterers from New Zealand and Brazil.

3.2.1.2 The organising committee will arrange for local families to host foreign visitors. Entrants will be asked to supply crew details early with sizes for T-shirts. It was emphasised that foreign entries wanting to use the 'hook to hook' service needed to sign up soon, since the schedule would be tight. The organisers can help co-ordinate shipment of unsleeved masts too long for a standard container. It was noted that so far there has been very limited take-up of the financial support for transport costs, which is still available.

3.2.1.3 A question was raised about the use of 'old' single or two-letter national identity letters on sails, since a number of owners of classic yachts would prefer to retain their historic national letters. XS was able to advise that the requirement for the modern three-letter national designators is specified in RRS 77 and

Appendix G. This rule cannot be changed by a Class Rule [RRS 86.1(c) refers], but it can be changed by the Notice of Race or the Sailing Instructions [RRS 86.1(b)]. The meeting agreed that this was a desirable move, and XS will advise the organising authority of the Association's wish to include this change. XS

3.2.1.4 It was agreed that the Association would wish to exploit the opportunity provided by the championships to publicise the class worldwide, following the precedent of the events in Falmouth and La Trinité. This would be outside the scope of the Vancouver organisers' own public relations effort, and so ISMA would have to consider engaging the services of its own PR person.

### 3.2.2 European Championships – La Trinité 2018

3.2.2.1 XS confirmed that Société Nautique de La Trinité (SNT) would host the event in early September – dates to be confirmed. CT confirmed that he planned to move his boat to La Trinité.

### 3.3 Future Championship Venues – Review for 2019

3.3.1 XS reported there had been no change in the plans to hold the 2019 World Championships in Finland.

### 3.4 Venues for 2020 - 2024

3.4.1 XS reported that VP(R) had held a number of discussions. In particular he had explored with Hugo Stenbeck the possibility of holding an event in Sweden in 2020, with a view to encouraging a revival of the Swedish fleet. The other possibility which should be considered for the near future, if not for 2020, was to ask the Spanish fleet to host a championship. Both VA and RO spoke highly of the sailing water and facilities at Sanxenxo.

3.4.2 For 2021 both the British fleet and the Seawanhaka Corinthian Yacht Club had shown interest in applying to hold the event. In particular Seawanhaka was interested in that year as an anniversary year. However PH suggested it might be sensible to defer a decision. Although VP(R) had tentatively suggested Germany for 2022, the meeting was advised that there was unlikely to be the same support from Flensburg in future years. For 2023, the Association should be considering an event in North America, if the World championships had not gone to Seawanhaka in 2021.

### 3.5 Application Status for 2021

3.5.1 Both Seawanhaka and a British venue were noted as possibilities to be explored for 2021.

### 3.6 Other Events

3.6.1 It was noted that preparations for the Meterfest in Newport and for the

Challenge Métrique in France were well advanced and both events had been widely advertised. However it was thought that only a few Sixes would attend the Newport event, with most European boats travelling direct to Vancouver.

### 3.7 Event Licensing

3.7.1 XS reported that he and VP(R) had considered the issue of charging a fee to organisers of ISMA championships, and that there is no realistic possibility of making that happen unless and until ISMA could bring a considerable amount of sponsorship support to the event. Regatta organisers have to budget for a significant element of fixed costs, and unless sponsorship is available to cover those costs, they have to be recovered through the entry fee.

3.7.2 VP(R) and XS will continue to work with RO to refine the championship agreement, bearing in mind the financial impact on organising authorities. VP(R), XS, RO

## 4 **Class Status and recent developments**

### 4.1 Executive Secretary's Summary

4.1.1 In terms of fleet growth, the developments in Spain and Thailand had been very encouraging, though XS believed that one of the boats in Thailand might be returning to France. There were signs that the owners in the Netherlands were starting to organise themselves into a fleet, but the news from Norway was not so encouraging. A few Norwegian boats had planned to attend a wooden boat rally together, but in the event only one boat turned up. There had also been news of a fleet emerging in Austria, but XS noted that they were all old boats and he doubted whether they could be encouraged to travel.

4.1.2 MB reported that the St Francis syndicate continued to explore methods of defraying the cost of boat ownership, and to try to reactivate interest in the class.

4.1.3 In a short discussion on the concept of splitting the US and Canadian fleet, MB said that he intended to defer any discussion until Vancouver. RM drew parallels with the situation on Lake Constance, where it made sense to have a single coherent fleet rather than split on national lines.

### 4.2 Restoration of Old Boats

4.2.1 It was noted that there was some interest in finding old boats, particularly First Rule boats, to restore, but there is a diminishing number of suitable candidates for restoration. ML noted that there was a First Rule boat for sale in Sweden.  
*[Post Meeting Note: It has subsequently been reported that this boat has been sold]*

*The first day's session closed at 1800.*

*The meeting re-convened on Saturday, 4 March at 1000.*

#### 4.3 Class History

4.3.1 On behalf of Tim Street, XS reported that the first draft of his Class History has been completed, and is out for editing and proof-reading. It includes an updated class list. MB noted that although he had asked Tim to write the history, he had not anticipated any commitment to publish the finished history in hard copy.

4.3.2 VA observed that there is still a lot of class history and documentation that is scattered in various places. XS supported this view – he noted that he had recently been asked for a complete set of championship results for all the past World and European championships, which does not exist as a coherent document. VA suggested that the Association could benefit from engaging a professional archivist – she had a candidate in mind. There would not necessarily be a need to hold a physical archive, but rather a virtual or electronic archive using a facility such as ‘Dropbox’. She was prepared to contribute £2,000 a year for three years to support such an exercise if four others would contribute. MB, ML and RG agreed to make an equal contribution. TK agreed to join them as part of his patronage programme, but noted that his first year’s contribution would be reduced because he has already committed to supporting the Association by funding the cost of the meeting room for the Spring meeting. XS would contact the potential candidate for archivist. It was recognised that someone would need to introduce the idea to both Tim Street and VP(Classics) and RO volunteered to speak to both of them.

XS  
RO

### **5 Publicity and Marketing**

#### 5.1 Patronage Proposals

5.1.1 TK reported on his proposals for a patronage programme which had achieved little take-up so far. It relied on support from members. It also depended on the class accepting that patrons would receive benefits, such as privileges at regattas which were not available to all competitors.

#### 5.2 Sponsorship

5.2.1 In a wide-ranging discussion on sponsorship, MB noted Vancouver’s success in attracting local support, and BISMA’s relationship with Aston Martin. It was considered that the sponsorship needed to reflect the demographics of the class, focusing on its visual impact, its international nature, and the link with prestigious clubs. TK would circulate an updated proposal – he summarised the idea of trying to make an ‘image transfer’ between the class and the sponsor.

TK

5.2.1 CT noted that we need to make the class more visible. RM suggested that we

should focus on people rather than the class. However it was noted that, although some personalities in the class may be well-known in sailing circles, they will have little recognition for the general public. VA drew attention to a successful link-up in another field with a charity sponsor, where a Down's Syndrome charity had produced valuable publicity and photo opportunities.

- 5.2.3 It was agreed that the Association should formally adopt the concept of sponsorship, and CT and RG agreed to support TK in searching for potential sponsors. TK, RG, CT

### 5.3 Tax-Deductible Contributions

- 5.3.1 MB reported that he continued to explore tax-efficient routes to channel patronage funds to the Association. It was suggested that a similar route might exist in Germany by routing donations through yacht clubs. It was agreed that any arrangements that entitled patrons to privileges should be agreed by the members in a General Meeting. TK, XS

## 6 **Overall Strategy and Priorities**

### 6.1 Attracting New Owners and Sailors

- 6.1.1 RM noted the very positive impact of King Juan Carlos joining the class. It was agreed that any initiative to involve prospective owners and crews, by giving them an opportunity to experience sailing Six Metres, was to be encouraged. Feedback showed that new owners tended to be 'won over' by a positive experience.
- 6.1.2 There was nevertheless a concern that the class is expensive, and discussion focused on how it might be made more affordable. There was a general agreement that the class wanted to retain its Corinthian ethos, even if professionals were involved. In particular, the cost of maintaining a competitive sail wardrobe was seen as too expensive. TK observed that much of the cost of sails was the cost of materials, and this was unavoidable if owners insisted on high-tech sails. VP(T) observed that he believed high-tech sails were unnecessary, and that Dacron could be shown to work equally well. However there was a reluctance to make this a rule requirement.
- 6.1.3 Transport costs were seen as another factor, and a number of ways to reduce them had been suggested in the past, such as removable keels to enable split loads to reduce transport weights. The technique of sleeving masts to fit them into a standard container was well-established.

## 7 **Communication Strategy**

### 7.1 Public relations in Vancouver

- 7.1.1 In reviewing its communication strategy, the meeting agreed that the

association would make arrangements for a PR person to attend the World Championship in Vancouver. This could be Fiona Brown, or another candidate put forward by MB. RM offered to use his air miles to provide a contribution to travel costs. XS would investigate both candidates.

MB, XS

## **8 Technical Issues**

### **8.1 Rule Change Proposals**

8.1.1 XS explained that he and VP(T) had a number of ideas to clarify the rules. In particular VP(T) wanted to revive the proposals that he had made in 2007, that had been accepted by the class and had passed all the OYRU approval hurdles only to be rejected at the last stage. These proposals would be circulated for discussion at the AGM in the normal way

VP(T),  
XS

8.1.2 VP(T) had also suggested that the role of Vice President (Technical) should be clearly set out in the Association's constitution (the 'By-laws') and these would be circulated for approval. MB observed that the same discipline should be applied to the roles of each Vice President. VP(T) wished to nominate his own group of advisers as a technical committee. He proposed XS, David Chivers, Greg Stewart, Nicolas Berthoud ('Canard') and Juliane Hempel, consulting those best placed to give advice on any particular topic. The meeting agreed the principle that VP(T) should consult from a group of advisers at his discretion.

### **8.2 Certificate Revalidation**

8.2.1 VP(T) continued to suggest that it was highly desirable for ISMA to take control of the certification and revalidation process, following the precedent established by other classes. This would require some liaison with World Sailing (formerly 'ISAF') and the meeting agreed that a proposed rule change should be presented to the membership

VP(T),  
XS

### **8.3 Appendix A Flotation Allowance and Ballasting**

*Discussion on Appendix A and the flotation allowance was deferred to the end of the meeting.*

## **9 Other Class Issues**

### **9.1 Voting Structures**

9.1.1 In the previous months, MB had circulated a proposal for a form of double majority voting. He explained that this had originated because a member had expressed some concern that the affairs of the class could become dominated by one or two of the larger fleets.

9.1.2 In support, XS had circulated a paper outlining the voting structures of other

similar class associations. These fell into two groups:

- Classes which operated a system of individual members voting
- Classes which operated a block voting system where fleet delegates exercised the voting power of the fleets they represented.

XS noted that in the second case, a number of classes had some method of limiting the power of block votes. He advised that either system would be perfectly feasible with a membership the size of ISMAs, though it would require some preparation before a meeting so that members could advise if they wished to nominate a proxy, and if they wished to pre-determine how that proxy should cast their vote

9.1.3 In the subsequent discussion, TK favoured the idea of individual votes, and RO, RM and CT favoured a form of double voting. VA expressed the opinion that the association was sufficiently mature for a block voting system to reflect the views of the membership. RM noted that it was important to maintain a balance between continental groups.

9.1.4 An informal poll at the meeting favoured the concept of double majority voting, and it was agreed a proposal to that effect should be put before a General Meeting.

XS

## **10 Decision Points for the AGM 2017**

### **10.1 Nominations for Officers, and replacement of VP(Moderns)**

10.1.1 XS reminded the meeting that the existing Board members would remain in post until 2018. However Johan Larsen had expressed a wish to be replaced as Vice President (Moderns).

10.1.2 In discussion the meeting agreed that a Vice President for this role should ideally be an owner, though a number of candidates were suggested. It was also noted that the association should avoid inviting a candidate who might have a conflict of interest. It was also important to maintain a reasonable continental representation. It was agreed that prospective candidates should be approached to establish their willingness to take on the role.

10.1.3 It was noted that the current system of elections means that officers are elected in the same year as a European championships, rather than a World championships, and it was agreed a that elections at the AGM held at a World Championships would be preferable. This would entail some transitional arrangements, probably by agreeing to elect the next Board for a three-year term in a one-off basis. It was agreed a proposal to this effect should be put to the next AGM.

XS

### **8.1.3 Appendix A Classic Flotation Allowance**

*MB explained that the next item which had been deferred from earlier in the meeting involved his own boat, so he intended to withdraw from the meeting.*

*He asked RO to take the chair, and invited the meeting to determine whether he should be present.*

- 8.1.3.1 JV explained that the key issue was whether a classic boat could take advantage of the deep flotation allowance to ballast down below its natural waterline. The issue was not specific to Lucie. The meeting agreed MB should remain, but he took no part in the subsequent discussion.
- 8.1.3.2 RO observed that the preamble to Appendix A indicated that the allowance was for boats that have unavoidably taken up weight because of their age. The question was therefore whether it was appropriate for boats which would otherwise float to their original marks.
- 8.1.3.3 VP(T) summarised the history. Before the advent of Appendix A there was no specific provision made for older boats, and by a strict interpretation of the class rule many of them would have to reduce sail area or remove lead from the keel to retain a valid rating. By 2007 it became clear that something more rigorous was required to provide for such boats, than simply allowing old boats to enter without a valid certificate. It was accepted that stability increases speed up wind. It was initially thought that an allowance of 10-15mm would suffice, but a check on boats in the British and French fleets showed that a significantly larger allowance was required – accepting that it was difficult to re-create an exact measurement on an old boat.
- 8.1.3.4 The approach of Appendix A had been agreed with Peter Norlin. VP(T) was aware that there might be moves to exploit the allowance. There were also other questions raised at the time about the acceptability or otherwise of GRP sheathing. CT observed that at previous regattas the Event measurer had suggested that he could add ballast to exploit the allowance.
- 8.1.3.5 RO summarised the issue for decision. Does Appendix A serve its purpose in its current form, or should it be removed or amended?
- 8.1.3.6 PH noted that there was a tendency to over-engineer during a restoration. The current 50mm allowance could therefore be used as expedient. It was agreed that the final flotation of a restored boat would be dependent on how the restoration had been carried out, and the rule had no way of exercising control over this. By contrast he knew of boats that had been capable of floating to their original marks, but where ballasting had been used as a common procedure.
- 8.1.3.7 JV observed that he had worked on a number of restoration projects. There were advantages of weight in improving stability, however it was added. Indeed it might be argued that the current liberal flotation allowance encouraged neglect. VP(T) observed that traditional construction would in any case take up about 50kg in the first month, and the Class rule needed to make allowance for this. JV argued that the current preamble to Appendix A is not sophisticated enough to resolve the situation.

- 8.1.3.8 VP(T) re-assured the meeting that JV's actions in negotiating Lucie's current situation had been perfectly proper. It recognised that the provisions of Appendix A required the boat to have a new certificate, and this had been done. However, in reviewing other certificates of boats that used the flotation allowance, he had been disappointed to see that very few of them carried a note of the measured freeboards as required by the Rule. He believed the time had come to close down the allowances. Flotation was the key to measurement, and he would recommend some form of flotation measurement.
- 8.1.3.9 PH agreed there was a need to tighten the measurement procedure. TK observed that logically one would allow the 50mm allowance throughout, but the consensus of the meeting was that the flotation allowance should be reduced. JV asked if the preamble to Appendix A was redundant and PH, who had consulted Don Martin, noted the difficulty of ruling on a phrase such as 'substantially rebuilt' – did this mean, for example, that the keel had been replaced. VA related her experiences with Erica, which had been sheathed with GRP, and had been found to have a rotten deck with frames needing replacing. The boat had a high moisture content and was very heavy, and a lines check had shown the hull was not symmetric. Would the corrective work be classified as a rebuild?
- 8.1.3.10 RO posed the question whether Appendix A should be re-written, and what should it achieve. The meeting accepted that there was still some doubt whether a 15mm allowance would be sufficient, and it was recognised that some more research was required to determine the current flotation levels of boats using Appendix A. VP(T) emphasised that any change to the Class rule must satisfy the owners of boats in the class. The meeting agreed that a draft amendment to Appendix A should be prepared for submission to the membership.

*The meeting adjourned at 1610.*

Tim Russell  
Executive Secretary  
ISMA  
24 March 2017

Appendix A

**Financial statement at 28 February 2017**

All figures in Euro (€) except where stated otherwise

Sterling account converted at £1 = € 1.17

<b>2016</b>			<b>2017</b>
	<u>Income</u>		
9,600.00	ISMA Fees (Note 1)		0.00
0.00	ISMA Fees - over payment		0.00
560.00	ISMA Fees - advance payment		0.00
5,000.00	Sail Labels (Note 2)		1,000.00
<u>1,075.00</u>	Burgee sales (Note 3)		<u>0.00</u>
16,235.00	Total income for the year		1,000.00
	<u>Expenditure</u>		
280.80	ISAF Subscription 2015 (£240.00)	280.80	
0.00	ISMA News and website	0.00	
0.00	PR Costs	0.00	
119.64	Office costs	0.00	
10,003.50	Secretarial contract (£750/month)	1,755.00	
309.62	Secretary's expenses	0.00	
17.42	Sail Label Postage	0.00	
6,978.31	Purchase of lapel pins and medals	0.00	
0.00	Purchase of blank sail labels (£810)	0.00	
0.00	Purchase of event flags	0.00	
0.00	Purchase of burgees for resale (£609.88)	0.00	
76.00	Presentation expenses	0.00	
381.16	Losses on currency exchange and bank transfers	0.00	
179.97	Bank charges	<u>25.98</u>	
<u>18,346.42</u>	Total expenditure year to date		<u>2,061.78</u>
-2,111.42	Surplus of income over expenditure		-1,061.78
31,972.22	Balance brought forward from previous year	29,555.14	
<u>-324.16</u>	Exchange rate correction from last year end	<u>0.00</u>	
<u>31,648.06</u>	Corrected balance brought forward	29,555.14	<u>29,536.44</u>
<u>29,536.64</u>	Balance at bank		<u>28,474.66</u>
27,015.66	Euro account balance		28,003.72
<u>2,520.78</u>	Sterling account balance	£402.51	<u>470.94</u>
<u>29,536.44</u>			<u>28,474.66</u>
	<u>Note 1</u>		
112	Full (includes one honorary member)	1	
24	Associate	0	
	<u>Note 2</u>		
50	Sail labels sold	10	
	<u>Note 3</u>		
43	Burgees sold	0	

## Appendix B

### Report of Subscriptions Sub-Committee

Reference Minute 1.5.3

#### Present

Violeta Alvarez		VA
Peter Hofmann		PH
Thomas Kuhmann	Vice President Marketing	TK
Hol J Michael Larsson		ML
		RM
In attendance:		RO
Tim Russell	Executive Secretary	XS

The Sub-Committee discussed various alternative proposals for varying subscriptions. PH noted that there was a risk that any increase in subscription brought a risk that membership numbers might fall. This possibility was recognised, and the proposal set out below makes allowance for a fall in membership numbers:

#### Proposal to ISMA President and Board on:

##### ISMA Fee Structures, to increase annual income

<u>Item</u>	<u>Today</u>	<u>Future</u>	
<u>ISMA Member Fee</u>			
Full member €80.00 x 116	€9,280.00	€125 x 100	€12,500.00
Assoc. Member €30.00 x 18	€600.00	€50 x 18	€900.00
<u>Regatta Fee</u>			
(WC, EC, N.A.C`'s)	€0.00	€100 x 30	€3,000.00
Voluntary Increase of member fee (Note 1)	€0.00	20% = 23 x 375	€8,625.00
<b>Total (note 2)</b>	<b>€9,880.00</b>		<b>€25,025.00 (+153%)</b>

Note 1 – Assumes that 20% of membership pay voluntary increase from 125 to €500

Note 2 - without sail tags, Patronage, sponsorship, etc.