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SAIL AMERICA

MEMBER

NEWS

Volume III 2020



Photo courtesy of Catalina Yachts



Promoting the health and growth of sailing.



MESSAGE FROM THE SAIL AMERICA PRESIDENT



Dear Sail America Members,

With summer upon us, I must ask, Who's up for a sail?

It turns out lots of us are, and from coast to coast, we are finding creative ways of doing it. With regattas cancelled and big-boat programs on a hiatus because of social distancing and quarantine concerns, J/24 racing sailors in Newport, R.I., for instance, are leaving the big sails packed in the V-berth on Thursday nights and sailing with just three crew to allow for reasonable distancing onboard.

In the little town where I live north of Boston, instead of packing a bunch of kids into Rhodes 19s and 420s as they have for years, the local sailing program has put out a call for donated Lasers this summer so students can go around the buoys singlehanded. An added benefit has been that backyards are looking all the better without overturned hulls killing the grass.



Couple sailing is now the “in thing” to do in many harbors. Ditto for racing and cruising with the people you live with instead of a rail full of your friends. Ironically, the restrictions that have upended so many aspects of our lives have also removed some of the obstacles to getting out on the water. With no softball, soccer, dance class or field hockey, there's no reason not to take the kids out for a Saturday afternoon sail. And reportedly, some are enjoying it!

Before sitting down to write this, I checked in with John Arndt, founder of Summer Sailstice, to see how the annual celebration of sailing went this year. He directed me to the [Sailstice activity map](#), which was jampacked with individual pins. “Overall, I'd say the event was great,” he says.

Anecdotally, all spring, I couldn't help but notice social media posts expressing the simple joy of going for a sail. And several of the sailboat brokers I've spoken with say sales are unexpectedly brisk. Not wanting to be left with expensive inventory, pricing has in many cases been aggressive—and it's the buyers who have benefited. In times like these, perhaps the rewards of paying cash for an escape pod are preferable to losing it on Wall Street.

Sail America board member and Beneteau director of sales Jean-François Lair reports that his dealers are busy. “What is happening [is] people won't travel this summer. Instead, they invest in a boat that is local and safe.” But both he and Catalina Yachts' designer Gerry Douglas are turning their attention to the fall sailboat shows, which unofficially kick off the next sales season. At present, both shows remain on the calendar, though we have had little indication of what they will look like or what crowd restrictions may be in place.

Predicting the future is a difficult endeavor with COVID-19 calling the shots. So far, though, sailors have managed to do what they like to do best: Go sailing. And for the industry, that is a step in the right direction.

Sincerely,

Mark Pillsbury
Sail America President



NEWS & EVENTS

National Sailing Hall of Fame Announcing 2020 Inductees

Source: *Soundings Trade Only*, Reagan Haynes

The National Sailing Hall of Fame has announced nine sailors that comprise its 10th anniversary class of inductees.

The class of 2020 includes James E. Buttersworth, a 19th century maritime painter; Gordon Douglass, designer of *Thistle*, *Highlander* and *Flying Scot* one-design boats; Robbie Haines Jr., Olympic gold medalist and world champion; Bill Mattison, a national and world champion sailor and iceboater; Dave Perry, a racer, coach, judge and author; John Rousmaniere, a writer, sailor, historian and authority on seamanship and boating safety; and Hoyle and Diane Schweitzer, who are credited with making windsurfing a worldwide pastime.

The 2020 Lifetime Achievement Award winner is Briggs Cunningham Jr. champion car racer, yachtsman, and benefactor to many sailing endeavors.

“Honoring the remarkable achievements of the Class of 2020 is a fitting way to celebrate the 10th anniversary of our inductions,” said National Sailing Hall of Fame president Gus Carlson in a **statement**. “These sailors reflect the breadth of sailing in our country, embody the commitment to excellence that few possess and provide inspiration for generations of sailors to come.”

The new members will join 81 current Hall of Famers to be featured in the National Sailing Hall of Fame’s new home in Newport, R.I., scheduled to open in late spring 2022.

Due to the covid-19 pandemic, the 2020 class will be formally honored on Sept. 12. A traditional induction ceremony is being planned for 2021 in Newport, when both classes of 2020 and 2021 will be celebrated.





NEWS & EVENTS CONT.

Immortalizing Sailing

Source: Soundings Trade Only, By Jeff Mosher

The sailing capital of the world will now have a proper home for the legends of the sport, thanks to the collaboration of two of its most venerated associations.

The National Sailing Hall of Fame and Herreshoff Marine Museum are partnering to open the America's Cup Hall of Fame, currently under development in Newport, R.I.

Nearly two years back, the board of directors at NSHOF voted to relocate from Annapolis, Md., following up that move with the purchase of Newport's Armory Building on lower Thames Street last year. It was reported that they had been hoping to build a museum in Annapolis, but were unable to raise the necessary funds.

The armory, which dates back to 1894, holds a special place in sailing lore — it was host to many sailing teams' activities during the 12-meter era of America's Cup sailing from 1958-83, according to a statement.

"Sailing is a sport for a lifetime," said NSHOF executive director Heather Ruhsam in a statement. "The partnership between the National Sailing Hall of Fame and the America's Cup Hall of Fame creates an opportunity to introduce visitors to some of sailing's most interesting personalities. Through their stories we will celebrate and support the sport, designing an experience that invites visitors to explore the world of wind and water."

Exhibits are currently being developed by both parties, with an opening date to be announced this summer.

"Combining the resources of these two organizations makes perfect sense, and Newport is the ideal place to bring this collaboration to life," said Bill Lynn, president of Herreshoff Marine Museum. "We're excited about the opportunity to introduce the America's Cup Hall of Fame experience and its inductees to a new and bigger audience in this historic building in the sailing capital of the United States."





NEWS & EVENTS CONT.

Keeping Sailing Healthy and Well

Source: Scuttlebutt Sailing News

We admit to having digital fatigue. During the coronavirus pandemic, the go-to solution to remain connected was to create video content, but there are only so many how-to topics we can consume. Enough already!

Sailors want to sail, and while most regions have some form of health restriction impacting the sport (sorry Chicago!), making adjustments to activate participation is the function of every sailing organization.

For those waiting to return to their normal competition schedule, they will be waiting too long as the season is on and people want to get on the water. Sailing is about reacting to the conditions, so let's react!

That's the game plan at [Park City Sailing Association](#), located 32 miles southeast of downtown Salt Lake City and elevated 7000 feet amid some of Utah's great ski resorts. Ken Block provides the update:

So much of today's sailing news is either stories of the past or an announcement of a regatta cancellation. Here on the Jordanelle Reservoir just outside of Park City, sailing is growing at a record rate. This is our 13th season and 13 may be our lucky number.

As the month of May started, members began to use the club's J/22s and Rhodes 19s the moment the boats hit the frigid mountain water. Families that had been quarantined at home since mid-March found an opportunity to have a safe family activity under the ski slopes of Deer Valley. The club boats are each equipped with "Sani-Kits" to allow members to sanitize the cockpits to adhere to County regulations.

This week our Laser ILCA racing season began with 17 Lasers were on the starting line, which is the largest first night turnout in the club's history. It was an ideal convergence of pent-up demand of active people and a COVID-19 friendly design. We are not sure that Bruce Kirby had this in mind when he designed the Laser, but hopefully other clubs see this opportunity for 2020.

On June 8, our Junior Sailing program begins, and while registration looked bleak in early April, it has rebounded and the program is virtually sold out. While the weather forecast on day one is for snow, our kids will sail. This is not the first time we will sail in the snow but sailing in the mountains is different.

The staff has worked closely with County health officials and has been approved to run camps for the summer. It will be a single child per boat unless there are children from the same families. The new fleet of 10 Teras and the trusty Optis will be very busy. As County rules are updated, the program will be modified to follow the changes.

The entire team at Park City Sailing offers encouragement to the countless clubs that are facing some difficult challenges this year. Let us all work to keeping sailing healthy and well.



NEWS & EVENTS CONT.

Tough Test, Serious Celebration

Source: Scuttlebutt Sailing News

For 30 years, the New England 100 has been a main summer event for multihull sailors. A “mini Worrell 1000”, the 100 provides a great test of speed, skill, and toughness covering 100 miles over two days on Narragansett Bay in Rhode Island. The regatta is open to all non-singlehanded beach catamarans and race organizers have been following the current guidelines for hosting events closely. Confidence is high for the 31st regatta to be held this year on August 15-16 out of Sail Newport.

It was last year during this event that chairperson and competitor Sandra Tartaglino was killed by a powerboater. Sandra, at 60, had been sailing the NE100 for all 30 years, with 2020 organizers eager for a strong turnout to help celebrate her life. For event details, [click here](#).

A tribute from friends of Sandra help to profile this amazing person:

Ability and Drive: These are two words that describe Sandra Tartaglino, a woman whose passion and love for sailing impacted many and remains timeless. Sandra was a dedicated member of the catamaran sailing community, competing in many international catamaran championships, and accumulating numerous accolades.

A world-class competitive sailor, Sandra participated in countless major sailing events, traveling back and forth across the country, and up and down the East Coast many times.

In a sport defined by passion, athleticism, and dedication, Sandra embodied and essentialized all. “Sandra was a serious, hardcore racer on many types of multihulls and monohulls. A leader in the sport,” says Rick Bliss, a close friend of Sandra’s.

Not only was Sandra a fierce competitor, but she broke into a male-dominated sailing world, where she could “hang with the boys, no problem,” as stated by Joe Valente, competitor turned friend.

Sandra was one of few women to serve as skipper of a Formula 18, and was the first woman without an alternating daily crew to complete the Worrell 1000, a long-distance catamaran race that extends from Florida to Virginia.

Valente recalls an incident that left Sandra with a broken femur, which would prevent her from racing for a year. Despite the injury and prolonged therapy, Sandra soon lept back into sailing. “Most people would have quit at that point. She didn’t quit. She didn’t quit.”

In addition to racing herself, Sandra drew numerous individuals into competitive sailing, coaching, and mentoring them. She contributed to the growth of the sport and shared her passion with competitors, friends, and acquaintances alike.

Additionally, Sandra dedicated her time, serving as secretary, treasurer, and regatta organizer for the Northeast Nacra Sailing Association.

Sandra competed in every New England 100 Regatta since its inception 30 years ago, heavily involved in organizing and running it before eventually sitting as chair for two years. “She put a tremendous amount of effort into organizing the NE 100 for the past several years,” says Bliss.

A testament to her dedication on the water and her ability to push those around her, Valente describes Sandra’s perseverance during a particular Inter-20 race in Clearwater, Florida, when a new member of the crew lost his footing and ended up hanging upside down on the trapeze wire.

As opposed to stopping and letting him get untwisted, “She did not stop. I can see that image now. She was calling out and trying to help him get his feet under him again on the boat, but she did not stop.”

A fierce and resilient competitor. A loyal friend. A passionate sailor. Sandra Tartalino’s accomplishments, impact, and legacy will always be remembered.



NEWS & EVENTS CONT.

Newport Bermuda 2020 Goes Virtual

Source : *Scuttlebutt Sailing News*

The 52nd running of the “Thrash to the Onion Patch” has been postponed until 2022, but a fleet will nonetheless set sail to Bermuda on June 19 by competing in the 2020 Online Newport Bermuda Race.

After the race was cancelled with the onset of the COVID-19 pandemic in March, volunteers on the Bermuda Race Organizing Committee (BROC) shifted focus to develop an online approach to keep the spirit of the 2020 race alive.

SailOnline.org was selected as an international non-profit with an excellent navigation-simulation platform that could accommodate the race’s four most popular divisions – St. David’s Lighthouse, Gibbs Hill Lighthouse, Finisterre (Cruising), and Double-Handed.

SailOnline’s software bases boat speed on VPP polars depending on the heading selected in a given wind direction. It also introduces weather updates from the current NOAA global forecast every six hours, and incrementally, the wind direction and strength shifts across the different sections of the course.

Competitors who aren’t familiar with the SailOnline platform will be directed to an instructional manual, sail a practice race or two, and join a pre-race webinar with SailOnline experts.

Four boat models will be raced as one-design fleets, with a different boat in each division. When competitors choose their division, they’ll find themselves at the helm of one of the following:

- Dehler 46 (St. David’s Lighthouse)
- X Yachts Xp 55 (Gibbs Hill Lighthouse)
- Italia 14.98 (Finisterre (Cruiser Division))
- Jeanneau Sun Fast 3300 (Double-Handed)

Details: <https://bermudarace.com/onlinerace/>





NEWS & EVENTS CONT.

New US Sailing Youth Advisory Board

Source: *Scuttlebutt Sailing News*

US Sailing has launched the inaugural Youth Advisory Board, with its mission being to create effective and timely communications between youth sailors and US Sailing.

During these unprecedented times of health restrictions, members of the Board will conduct outreach and explore ways to keep sailors engaged with the sport, while upholding US Sailing's core values of respect, integrity, excellence, collective success, clarity and transparency, and sustainability.

The Youth Advisory Board is led by 17 year old, Will Levy (Lincoln, Mass.). "I am passionate about the sport of sailing, and through the US Sailing Youth Advisory Board, I hope to positively impact the sport and help engage other youth sailors to take a leadership role nationally and regionally," he said.

US Sailing Youth Director John Pearce said, "Our youth department will work closely with the young people on the Youth Advisory Board to create a new platform for youth sailors to shape the future of the sport. We know the world is changing quickly, and we need to continuously evolve in order to grow and succeed in the future."

To apply to serve as a member of the Youth Advisory Board for summer 2020: [click here](#).

Applications submitted prior to June 15, 2020 will receive preference. For questions: Youth@USSailing.org.





IN THE NEWS

Margaret Pommert Honored with 2020 BoatUS/NWSA Leadership in Women's Sailing Award

Margaret Pommert of Seattle, Washington, has been named recipient of the 2020 BoatUS/National Women's Sailing Association (NWSA) Leadership in Women's Sailing Award. The award annually recognizes an individual with a record of achievement in inspiring, educating, and enriching the lives of women through sailing.

"Margaret has been called 'a force of nature' for her enthusiasm and effectiveness in getting more women on the water," said NWSA President Debbie Huntsman. "She encourages women to step up to new responsibilities and to expand their capabilities, confidence, and boating horizons."

Added Huntsman, "Margaret also has developed impressive, forward-thinking mentoring and online learning opportunities for bringing more women sailors forward as certified instructors and licensed mariners. In doing so, she has truly shown exceptional leadership in women's sailing and is most deserving of this award."

A Pacific Northwest native, Pommert is an American Sailing Association and US Sailing certified instructor and holds a 100-ton U.S. Coast Guard Master Captain's License. For many years, she taught sailing in California on dinghies, keelboats, catamarans and monohulls, and she now teaches at a variety of locations in the Pacific Northwest as well as online. Pommert also works for the US Naval Academy in Annapolis, Maryland, teaching new keelboat instructors. One of the nation's largest sailing schools named her 2019 Instructor of the Year.

Beyond instruction, Pommert skippered an all-woman J105 sailing team that twice won a fundraising regatta for The Breast Cancer Research Foundation. She was on the only all-woman U.S. team at the 2018 J22 International Midwinter Championship Regatta, co-led a flotilla up the Inside Passage to Alaska five times, sailed a Pacific Crossing, and explored many top cruising destinations. She also writes a monthly column for women sailors in *Northwest Yachting* magazine, created the free boating education website seattleonthewater.com, and serves on The Sailing Foundation's Executive Committee where she is the organization's Offshore Safety at Sea training organizer. Pommert has served as a member of the Washington State Boating Programs Advisory Committee, which provides recommendations on ways to enhance boating safety and evaluates grants on boating access infrastructure.



IN THE NEWS CONT.

Planning a Sailboat Race with Fewer Crew Under COVID-19?

BoatUS Foundation personal locator beacon rental program saves money, increases safety aboard

For America's boat and yacht clubs and other groups organizing sailboat racing this summer, the rules have all changed with COVID-19. Captains know that having success with COVID-19's social distancing could mean having fewer (nonrelated) crew aboard this racing season. However, fewer crew could also mean fewer hands aboard – and potentially fewer eyeballs to spot someone in the water – in the event of a crew-overboard situation. Racing sailors may be able gain back some of that safety net by having each crewmember wear a personal locator beacon (PLB). However, starting at around \$300 per unit, fitting out everyone may stretch the sailing budget.

A less expensive option is renting units from the BoatUS Foundation for Boating Safety and Clean Water's EPIRB / PLB Rental Program. Perfect for short-term needs such as sailboat races and crossings, the program offers ACR ResQLink 406 MHz Personal Locator Beacons for \$7 daily, \$45 weekly, or \$150 monthly. The Foundation also rents GPS-enabled Emergency Position Indicating Rescue Beacons (GPIRBs) for \$10 daily, \$65 weekly or \$220 monthly.

Easy online ordering can be found at BoatUS.org/EPIRB/Rentals. A \$25 shipping fee covers all (three-day FedEx Express Saver) shipping, including the return. Rush shipping (\$45) can deliver an EPIRB or PLB via FedEx overnight or two-day (if rented by 2 p.m. ET).

The BoatUS Foundation is the nonprofit 501(c)(3) boating safety and clean water sister organization to the Boat Owners Association of The United States (BoatUS) and largely funded through BoatUS member donations and other fundraising programs.



IN THE NEWS CONT.

SailTime Enters Powerboat Market, Adds New Franchise

Source: *IBI News*

SailTime, a pioneer in the fractional boat club economy, has added a franchise in Portland, Oregon, and entered the powerboat market – just in time for a boom in boating interest from people who’ve been locked-down by COVID-19 and have had to dramatically alter their summer travel plans.

In what now seems fortuitous timing, the company announced in February at the Miami International Boat Show the opening of six PowerTime locations, offering 30ft-46ft luxury powerboats, with hopes of having 25 franchise locations in two years. Founded in 2001, the Austin, Texas-based SailTime only offered sailboat ownership and charters – crewed or self-skipped, and quickly grew to 30 locations in three years. The company claims today nearly 40 sites on two continents with a fleet of over 115 vessels.

The concept is universal: SailTime will charter your owned vessel or you can purchase a fractional ownership that entitles you to both time aboard and income potential. SailTime provides training and business support to franchisees. Each location is independently owned and operated.

Memberships are designed to be just a few hundred dollars a month, depending on the market, which also influences the available fleet, ranging from 22ft-41ft monohull and catamaran sailboats, with PowerTime offering 30ft, 35ft and 44ft Beneteau Swift Trawlers and 44ft and 46ft Gran Turismo models.

Jeanneau America Article: <https://www.sail-world.com/news/229543/Jeanneau-America-joins-Ida-Lewis-Distance-Race>





IN THE NEWS CONT.

Beneteau Announces Key Management Changes

Source: IBI News

In view of the severe economic crisis linked to Covid-19, France's Groupe Beneteau said it is accelerating reorganisation of its boat business.

In view of the severe economic crisis linked to Covid-19, Groupe Beneteau revealed in a weekend statement that it has reorganised the key management structure of its Boat Division to become more responsive and efficient. Jean-Paul Chapeleau will assume the duties of Deputy CEO in charge of the recently formed Unified Industrial Operations and Development Department.

Among other roles at Jeanneau, Jean-Paul Chapeleau was instrumental in the development of brand's production in Poland from 1992 to 1999.

In future, under Jean-Paul Chapeleau's direction, the new department will cover all activities in all countries where the group operates, confirming the commitment to manage the group based on regional core functions rather than around legal and brand entities. Company Chairman and CEO Jérôme de Metz announced his intent to move the company in this direction in Februray in a drive to maximize synergies and consistency.

Chapeleau is a company veteran, having held numerous roles within the group in his forty-year tenure. Since 2009 and until March 2020, he was the General Manager of Jenneau (which he joined in 1980) and Prestige until April 2020.

With the just-announced changes, Deputy CEO of Operational Excellence Christophe Caudrelier, who has been with the company since 2014 and had previously served as the Chief Financial Officer, has left Groupe Beneteau.

"I would like to thank Christophe for his dedication and his contribution to the development of the group and the boat division over the last six years," said Jérôme de Metz in the statement. "I would also like to wish him every success for the next steps of his career."

Bruno Thivoyon, Beneteau CFO, also joins the Group's Board of Directors

It was also announced that Beneteau's Group Chief Financial Officer Bruno Thivoyon, who joined Groupe Beneteau from Valeo in January, will be joining the management board.

With Beneteau having undertaken a full-scale review of its activities during the past few months a comprehensive new strategy will be presented to its investors on the 9th of July.

MEMBER NEWS



VOLUME III 2020

Benefit Update

CONNECT TO YOUR CUSTOMER!

You may not be aware of this amazing corporate member benefit, but it's a good one! Sail America would be happy to share your news, promotions and more via an email blast to it's over 15,000 consumer emails. If you have any questions, please contact Stephanie Grove at (401) 289-2540 or sgrove@sailamerica.com.

***The month of June is recognized as
#WorldOceanMonth***

Oceana has used science and technology to protect nearly 4 million sq. Miles of ocean and countless marine life. Be part of the solution to protect our oceans today by becoming a green boater.



Join us in protecting the ocean! Learn more at sailorsforthesea.org.



MEMBER NEWS

Benefit Update

MEMBER REFERRAL BONUS

As a valued member of Sail America, you can play an active role in helping your industry trade association grow its membership by referring other companies in your network who would benefit from Sail America membership. By referring new member companies, marine reps, sailing schools, riggers, and manufacturers, you're contributing to the vitality of the industry, and the continued success of Sail America. With every new member we become a stronger representation of the industry and our collective voices get louder.

If a new member joins Sail America because of your referral, we would like to offer you the following benefits to say thank you:

1. Acknowledgment at the Industry Meeting at Pacific Sail & Power Boat Show in Richmond, CA, April 2021.
2. Four complimentary tickets to Pacific Sail & Power Boat Show in Richmond, CA, April 2021.
3. Recognition on Sail America's website.

Please contact Stephanie Grove, Sail America's Membership Coordinator, for more details. She can be reached directly at 401-289-2540 or sgrove@sailamerica.com.

Thank you for your continued support!

Send us your company news!

Sail America News is interested in your firm's news, events, activities and job postings. Send press releases or inquiries for consideration to Stephanie Grove: sgrove@sailamerica.com.

MEMBERSHIP RENEWAL

"Your membership is critically important, as our strength is in our numbers and our successes are achieved as a team. Working together, we contribute to the overall advancement of the sailing industry."



Have you renewed?
The Sail America team is standing by to help you renew your membership!

Please call Stephanie Grove at 401-289-2540 or email Stephanie at info@sailamerica.com.

Sail America's mission is to support the success and growth of its member businesses, which will contribute to the overall success of the sailing industry.

