



NEWS & EVENTS

- Newport Boat Show organizers unveil details
- Eight Bells - Capt. Robert McCreary
- Sail America Industry Breakfast October 5
- SAIC is March 7-9, 2019



WAYPOINTS

- A Newsletter favorite! This month read a Q & A with Amanda Callahan, Head Coach & Waterfront Coordinator, Roger Williams University



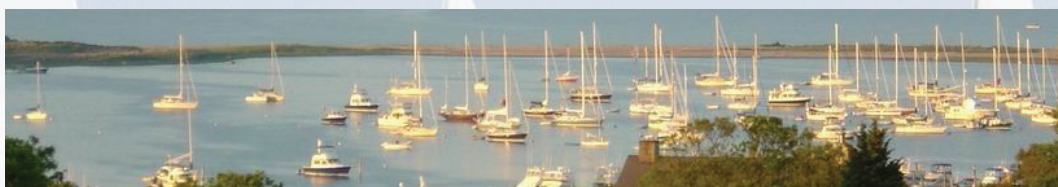
MEMBER NEWS

- Sailors for the Sea keeps you up to date on environmental news



PROGRESSIONS & JOB POSTINGS

- Fundraising Campaign Specialist, Leukemia Cup Regatta for the Leukemia & Lymphoma Society (LLS)



SAIL AMERICA MEMBER NEWS

Volume VII 2018



Promoting the health and growth of sailing.



MESSAGE FROM THE SAIL AMERICA PRESIDENT & ASSOCIATION MANAGER

Dear Sail America Members,

Labor Day is upon us, which signals the unofficial end of summer. But New Englanders — and others — can still hope for a few days of Indian summer weather. Here in Narragansett Bay, there are still lots of sailing days awaiting us. As we head into September, travel days start to add up with the unofficial kick-off of boat show season. It is a busy time! In a few short weeks, Sail America's board of directors will be on hand at the 2019 US Sailboat Show in Annapolis. Please plan to join us for the annual Industry Breakfast, Friday morning, October 5th. Co-hosted with the Annapolis Boat Shows group, the agenda includes the annual Distinguished Service Award presentation, the Best in Show awards presentation, Sail America updates and more. And it all happens within a tight timeline to ensure you can be back at your booth in time for the show's opening.



Planning is also underway for the 2019 Sail America Industry Conference. Join us in Panama City Beach, Florida, March 6-8, 2019, for our biennial industry gathering. We are looking for speakers, topics and sponsors to help produce this next conference. If you are interested in participating, please reach out to Katie directly. This year's event will include a regatta — an all-time conference favorite. It's always fun to get out with your peers and colleagues for some sailing. So, plan to schedule it into your travel and join us!



Meanwhile, Sail America's membership drive is well underway. It is energizing for the staff to see names added to the membership roster daily. Thank you to those who have renewed already. Our strength is in our numbers, and together we can help advance the sailing industry. If you have not yet renewed, the Sail America team stands ready to help with the process, which takes less than five minutes.

Just around the corner is the Newport International Boat Show. Hope to see you on the docks there!

Warm regards,

Jim Abel

Jim Abel

KR Kelly

Katie Kelly



Photo by Rob Migliaccio



NEWS & EVENTS



Newport Boat Show organizers unveil details

Newport Exhibition Group, owners and producers of the Newport International Boat Show, announced the activities and amenities for those planning to attend its expanded 48th annual Show Sept. 13-16.

Set along Newport Harbor, the show will include dozens of manufacturers debuting for the first time in the United States.

The show's 2018 charitable partner, U.S. Power Squadrons – America's Boating Club, will lend its expertise in marine education by offering free seminars on weather and boating technology. The organization, which is known for its courses that enhance a boater's knowledge and skills while emphasizing fun on the water, will offer five free, hour-long seminars several times each day. Seminars are located at the Newport Blues Café, across the street from the boat show entrance. [Click here](#) for course schedule and registration.



Confident Captain's At The Helm program will provide hands-on training courses for new boaters or those wanting to improve their skills and confidence level. [Several sail and powerboat courses](#) are available throughout the weekend.

Visitors can embark on a sailing excursion aboard the educational 200-foot Tall Ship SSV Oliver Hazard Perry from 1 p.m. to 5 p.m. on all show days, [organizers said in a statement](#).

The ship, docked at Fort Adams State Park, [will offer deck tours](#) on Sept. 16 from 10 a.m. to 12 p.m.

The show's annual Newport for New Products Awards Program will feature a line-up of new boats and products making their U.S. or world premiere. Products will feature the NFNP decal and burgees for easy identification. Thursday visitors will have the opportunity to cast their vote online for the NFNP People's Choice Award. One voter will be selected at random to win a \$250 American Express Gift Card. Overall NFNP winners will be announced on Friday morning in the categories of: best new sailboat, powerboat and best new products for navigation and safety. The Edson Star Award, also announced on Friday morning, will honor exhibitors with the best displays.

On-site concessions have been relocated to North Commercial Wharf near the Show office. Food options include Boss Man Burgers & Fries, The Newport Lobster Shack and The Pizza Gourmet. In addition, Flat Waves Food Shack will be serving up tacos and acai bowls on The Bohlin Patio.

The show will offer face painting, singing and balloon art from Sailor Donna during the weekend.





NEWS & EVENTS CONT.

Eight Bells - Capt. Robert McCreary



Advanced Maritime Education President and Course Instructor Capt. Robert McCreary died suddenly on June 25th, 2018. The Sail America family enjoyed seeing Captain Rob each year at the Pacific Sail & Power Boat Show. We'll miss his warm smile and his friendship.

Capt. Robert McCreary
USCG 100-Ton Master (5th Issue)

Serving the boating community since 1982, Capt. Robert McCreary sailed and piloted recreational and commercial passenger and event cruise vessels professionally since 1986. His experience included national-level maritime education oversight, charter business administration, seminars, transportation, tourism, recreation, television, radio, corporate events, and U.S. Coast Guard captain's licensing.

A U.S. Coast Guard 100-ton licensed captain, ASA and Red Cross certified instructor since 1986, Robert was a published educator with instructional design

experience ranging from end-to-end program implementation to captain's license training.

Previously a Coast Guard certified instructor and examiner for three USCG-approved captain's licensing schools, Robert also served as the American Sailing Association's National Education Coordinator, administering educational standards and instructor training to more than 300 charter yacht sailing schools and 3500 instructors worldwide.

Robert was named ASA Outstanding Instructor for 2015.





NEWS & EVENTS CONT.

What do you like to take with you when you go sailing?



Share your comments and photos.

Email kkelly@sailamerica.com with your response.

SAIC
March 6-8, 2019
Sheraton Bay Point Resort
Panama City Beach, FL

Sail America Industry Conference

Grow Your Business.
Grow the Industry.

Sail America

The graphic features a collage of sailing-related images including a sailboat, a compass, a red buoy, and a sailboat's mast, set against a background of blue water and sky.

Sail America Industry Breakfast at the Annapolis Boat Show

Save the Date!
Friday, October 5, 2018 at 7:45am
Annapolis Waterfront Hotel



Your Ticket to Fun

Your chance
to be seen!

*The only all sailboat
show in the U.S.*

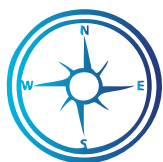


UNITED STATES SAILBOAT SHOW October 4-8, 2018

City Dock - Annapolis, MD



PLAN YOUR EXHIBIT TODAY!
AnnapolisBoatShows.com



WAYPOINTS

AMANDA CALLAHAN

Head Coach & Waterfront Coordinator,
Roger Williams University

If you're feeling cocky on the race course, a quick glance at online videos of the college sailing nationals is a great way to get humble. And while some of those sailors have been in boats since they walked, there are some others who are only introduced to the sport freshman year. What does it take to build and mold a cohesive, talented team with a wide array of talent and experience? And are there takeaways that we could use in the business world?

To explore this a bit more, Sail America sat down with Amanda Callahan, head coach and waterfront coordinator at Roger Williams University in Rhode Island. She started with their sailing team, the Hawks, in August 2007, and since has steadily had one of the top 10 college sailing teams in the country. In her spare time, her team Silver Panda has won just about every team race title in the world, and she races sunfish and is an active women's match racer.

Q. Tell me a little about your background: Where did you grow up and when did you get into the water world? How did you get into coaching?

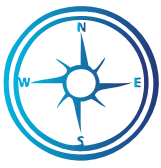
A. I grew up sailing in Turnabouts at Wessagusett Yacht Club in Weymouth, MA. I didn't start formal sailing lessons until middle school, but prior to that, we did a lot of sailing/cruising as a family.

"Don't waste time with the people who don't care. It took me a while to learn the value of "addition by subtraction."

I got into college coaching by chance. Longtime Tufts sailing coach, Ken Legler, had a medical issue midyear and so the team was looking for a temporary coach. Somehow they called me and I got the job. I was still sailing competitively at the time, but I'm still not sure how that all happened!

Q. How do you recruit new talent to Roger Williams and into your team?

A. Recruiting in college sailing is difficult, considering you aren't offering scholarships like other college sports. So at the end of the day, you are selling your school, the virtues of your academic programs and the strength of your sailing program. You're sharing the story of your alumni and the various paths that they have taken.



WAYPOINTS CONT.

When recruiting, I'm looking at youth and high school sailing results, and trying to meet with sailors and their families at various college night events around the country in an effort to cast a wide net. I love it when prospective student athletes reach out to me. From there I try and track down their coaches to get a sense of what those student athletes are like. I think recruiting is the hardest part of the job and an area [in which] I constantly try to improve.



Q. Your team had a superb showing at this year's college nationals, placing 6th in the coeds and 2nd in team racing. And you had 10 percent of the country's designated All Americans and Honorable mentions. You are very successful at building a strong team. What team-building tips can you share that can also be translated to business?

A. Recruit folks who are passionate about what you're doing (whether that is sailing, engineering, sales or building a start-up company). Invest time in them; teach them the skills necessary to be successful at whatever it is that you do. Spend time on leadership development. While it takes away from time on the water for us, it's worth its weight in the long run. People tend to keep the fire burning if they know they are being valued in some way. Their passion will help drive them personally and get your team to the next level.

Don't waste time with the people who don't care. It took me a while to learn the value of "addition by subtraction."

Q. You are one of the few female collegiate head sailing coaches in the US. Any thoughts about this? What's stopping more women from getting involved?

College sailing eats about half (or more) of your weekends every year. Understandably, some people aren't interested in that lifestyle. Additionally, I think that women interested in having a family would have a hard time committing that much time to a career in coaching. Also, there are much higher paying jobs in the sailing industry that might be more attractive. Finally, the world of competitive athletics isn't a warm and welcoming place, which might be off-putting for some.

Having listed all the reasons why it is hard to do, I'd really like to see more women involved in coaching at the college level, at the elite youth level, and hopefully one day at the Olympic level, because it is a really rewarding vocation. In college, I never considered coaching to be a career option. Most people still refer to coaching jobs as not "real"—i.e., "I'm going to coach sailing this summer, but then I'm going to get a 'real' job in the fall. And the more that young girls see women in higher level coaching positions, hopefully they will realize it is an option for them too.

The sailing industry wants to retain existing sailors in the sport – for life. What are your students' perceptions of post-grad sailing opportunities and what are their concerns? How can we increase retention of avid college sailors post-graduation?

A. It is so easy to show up and sail a lot in college. The logistics and funding are all taken care of in varsity programs. Graduating sailors have lost the skill set required to organize regatta travel, budgeting and scheduling and, to a degree, team building. Boat ownership among the college and just post-college demographic is way down compared to when I graduated college (2003) and the result is that the team race and fleet race circuits we used to compete in don't exist anymore. Because of all this, there aren't a lot of opportunities for recent college grads to get on the water.

Yacht clubs and sailing centers that have invested in fleets of boats (keel boats and dinghies) are attracting the post-college set because those folks can get out on the water without owning a boat, and everything is organized for them.



By Margaret Podlich, mbpodlich@gmail.com

>> CONTINUED ... [Read the rest of the article on www.sailamerica.com](http://www.sailamerica.com).



IN THE NEWS

Sailing Industry Events

- Progressive Tampa Boat Show – Tampa, FL/September 7-9, 2018
- Newport International Boat Show – Newport, RI/September 13-16, 2018
- United States Sailboat Show – Annapolis, MD/October 4-8, 2018
- Sail America Industry Breakfast – Annapolis, MD/TBA
- St. Petersburg Power & Sailboat Show – St. Petersburg, FL/November 29 – December 2, 2018
- Progressive Chicago Boat, RV & Sail Show – Chicago, IL/January 9 – 13, 2019
- Progressive New York Boat Show – New York, NY/January 23-27, 2019
- Seattle Boat Show – Seattle, WA/January 25 – February 2, 2019
- Progressive New England Boat Show – Boston, MA/February 9-17, 2019
- Progressive Miami International Boat Show – Miami, FL/February 15-19, 2019
- Sail America Industry Conference (SAIC) – Panama City Beach, FL/March 6-8, 2019
- Pacific Sail & Power Boat Show – Richmond, CA/April 4-7, 2019

A banner for the Pacific Sail & Power Boat Show and Marine Sports Expo. The background features a sailboat on the water with the Golden Gate Bridge in the distance. The text is overlaid on the image.

PACIFIC  **SAIL & POWER
BOAT SHOW**
and Marine Sports Expo
April 4-7, 2019
**Craneway Pavilion and Marina Bay Yacht Harbor,
Richmond, CA**

MEMBER NEWS



VOLUME VII 2018

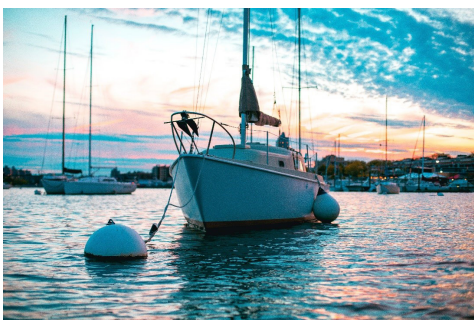
Benefit Update

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.

“ Do Moor! When choosing where to settle in for the night, first look for available buoy moorings. If none are vacant or

you're in a remote cove, try to avoid anchoring on seagrass beds or coral reefs. We can help protect these sensitive habitats! ”



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



JOB POSTINGS

Fundraising Campaign Specialist, Leukemia Cup Regatta Leukemia & Lymphoma Society (LLS)



LEUKEMIA &
LYMPHOMA
SOCIETY®

LEUKEMIA
CUP REGATTA®

How many people can answer the question, "What do you do for a living?" with the answer, "I help find cures for cancer." At LLS, employees take our mission seriously. Whether you work in one of our chapters, are an accountant at the national office or a specialist in our Information Resource Center, you work each day on making our mission a reality: Cure leukemia, lymphoma, Hodgkin's disease and myeloma, and improve the quality of life of patients and their families. Join us and give new meaning to the word, "job."

Overview

Responsible for managing and implementing one (1) or more small to midsize fundraising campaign or core event(s), and/or multiple independent elements on several campaigns or core events for The Leukemia & Lymphoma Society (LLS) in support of LLS' mission, within the Chapter's chartered area.

Reports to: Executive Director or assigned staff

Responsibilities

- Oversee all aspects of small to midsize fundraising campaign(s) and/or multiple independent elements on several Campaign(s) to include the Leukemia Cup Regatta, or other fundraising campaigns, including participation in committee meetings, recruitment and kickoff events, etc.
- Ensure revenue goals are attained by partnering with chapter leadership to identify, recruit, manage and steward volunteer committees and fundraising campaign participants.
- Identifies, cultivates and stewards campaign volunteers/donors/teams/participants by developing and implementing campaign appropriate strategies and relationship cultivation activities for successful recruitment, acknowledgement and retention of volunteers/donors/teams/participants.
- Act as an on-site manager during campaign fundraising events, overseeing activities, staff, vendors, and volunteers to ensure satisfaction of participants, and resolutions of problems.
- Manage and adhere to campaign timelines and budgets by tracking revenue and expenses associated with assigned fundraising campaigns.
- Oversee logistics, timelines and other operational elements for assigned fundraising campaigns.
- Provide input into the development of a strategic plan for the fundraising campaign(s), including fundraising goals, budget recommendations, vendors, volunteer goals, and timelines.
- Evaluate the effectiveness of the on-going fundraising campaign(s), including fundraising efficiency (cost/expense), community engagement, event satisfaction, and overall success of the campaign.
- Develop positive volunteer interactions through recruitment, mentoring, and providing comprehensive support for volunteer leadership and participants to develop and achieve personal fundraising plans, while focusing on the mission of LLS.
- Identify and network with corporations, community groups, schools, and key donors to engage their support in LLS fundraising campaign(s).
- Connect with vendors to secure the best rate or donation of services needed for the campaign(s).
- Develop/modify marketing materials (brochures, recruitment, promotional flyers, pledge forms) to promote the fundraising campaign.
- Maintain a working knowledge of the LLS's mission and programs to promote the Society's fundraising, research, and patient initiatives.
- Performs other related duties as assigned.

Find out more: <https://temps-lls.icims.com/jobs/3825/fundraising-campaign-specialist%2c-leukemia-cup-regatta/job>





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 2019.
2. Four complimentary tickets to Pacific Sail & Power Boat Show in Richmond, CA, April 2019.
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.

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.

