



NEWS & EVENTS

- Get updates on all the latest happenings, from Pacific Sail & Power Boat Show to fun facts that keep you in the know.
- Keep up to date with all things Sail America via a message from our Sail America President.



WAYPOINTS

A newsletter favorite!
Get up close and personal with one of our members through this feature article.



MEMBER NEWS

- Sail America benefit update
- Spread your news! Send us your press releases and we'll share them with Sail America's membership.
- New Member Profile; We like to welcome new members in style!
- Sailors for the Sea keeps you up to date on environmental news.



PROGRESSIONS & JOB POSTINGS

A fantastic way to let the industry know about an exciting career move, job posting or addition to your company.



SAIL AMERICA MEMBER NEWS

Volume I 2017



Promoting the health and growth of sailing.



MESSAGE FROM THE SAIL AMERICA ASSOCIATION MANAGER

Dear Sail America Members,

In the few short weeks I have been with Sail America, I have received a very warm welcome from you and from the board and staff members. Thank you! I'm excited to join a great team, and I look forward to working with all of you to promote the health and growth of sailing, to connect sailors with Sail America's member businesses, and to be a voice for Sail America again within the boating community.



Sailing has been part of my life since I can remember. I grew up sailing on a small lake in Canada. My dad took me sailing on our family Hobie 16, where I loved the thrill of the trapeze. And my grandfather lovingly restored a wooden FJ that my brother, sister and I loved sailing with him as the seats were comfortable for relaxing – two fun ways to enjoy this terrific sport. When my family relocated to Rhode Island, I couldn't wait to get sailing again – taking sailing lessons at Barrington Yacht Club and then moving on to become a sailing instructor, program director and — years later — having the opportunity to work with America's elite sailors at US SAILING as they plan and prepare for the Olympics and Paralympics every four years. Now I have the chance to watch my three young daughters (ages 9, 6 and 4) grow up around the water and learn to love a sport and pastime that has given me so much in my lifetime. Joining the Sail America team is a thrill for me. I am excited to be back focused on a sport I love, with an organization whose mission I fully support.

In my new role as association manager for Sail America, I am looking forward to meeting you at the two upcoming events on our calendar: the Pacific Sail and Power Boat Show in Richmond, California April 6-9 and the Sailing Industry Conference in Milwaukee, Wisconsin May 30 – June 2. Please come find me, introduce yourselves, and let's have a conversation about Sail America. And if you can't make it to either of these events, reach out to me any time. As members of Sail America, you are in the industry. You have ideas. You see and hear trends. I want to hear all about them. I look forward to working with you all in the months ahead.

Warm regards,

Katie Kelly
Association Manager





MESSAGE FROM THE SAIL AMERICA PRESIDENT

Dear Sail America Members,

It has been a busy first few months of 2017 for Sail America. Our board of directors met at the McCormick Center in Chicago — coinciding with the Chicago Boat and Strictly Sail Show. We also held an industry breakfast January 31, during the Seattle Boat Show, with guest speakers George Harris, president and chief executive officer of the Northwest Marine Trade Association; Sally Helm, publisher of Cruising World, Sailing World and the NOOD (National Offshore One-Design) Regattas; Gary Jobson, ESPN (Entertainment and Sports Programming Networks) sailing analyst and national chair of the Leukemia Cup; Marty Siederer of the Leukemia Cup Regatta; and Jim Abel, president of Sail America. Bob Ross, a board member of Sail Northwest and Sail America, was the host and master of ceremonies. Joining other members at the breakfast was Sail America's new board member Peter Trogdon, president of Weems and Plath. There were great stories from Gary Jobson, sailing industry updates, news on the latest event-planning for Sail America, and a call to action for the June 10 Seattle Leukemia Cup Regatta. Meanwhile, at the February 14 Miami Boat Show and the Cruising World industry meeting, Stanton Murray, president of Murray Yacht Sales and a former president of Sail America, provided a Sail America news update (many thanks to Stanton for doing this on short notice).



The above events are only a few examples of how our Sail America board of directors and members are helping communicate the outstanding work and achievements within the organization and the industry.

Looking ahead are other important events. This includes the April 6-9 Pacific Sail and Power Boat Show, which will be held, for the second year in a row, at the Craneway Pavilion and Marina Bay Yacht Harbor Richmond, California. Whether you are participating in the show as a vendor or as a visitor to the San Francisco Bay area, this event should be on the "bucket list" of all sailors, boaters and water enthusiasts. So, check out the **Sail America website** for participating exhibitors, guest speakers and online ticket sales — tickets are discounted until April 1, 2017.

The Sail America Industry Conference is May 31 - June 2, 2017 at the Marriott Milwaukee Wisconsin (downtown Milwaukee). The city has wonderful accommodations, terrific weather, and plenty to do at this time of year. So, bundle in a long weekend and enjoy. Special thanks go to this year's conference sponsor, B&G. Each of the many years I have attended this conference, I have left with much new information on sailing industry trends and how to adapt my current business role and best practices in order to navigate the changing mega trends we face as business leaders. In this year's conference, our first keynote is Sean J. Cummings, senior vice president, global demand, of Harley Davidson. The list of other engaging speakers and informative breakout sessions will be ready soon. Again, check out the **Sail America website** to register, review the agenda and sponsors, and make Marriott hotel reservations.

On a final note, I welcome Katie Kelly as Sail America's Association Manager. Katie's sailing background is impressive. Not only is she a committed family sailor, she has served as the Olympic Director of US Sailing. She will be a true asset to our team. Please join me in welcoming Katie to Sail America.

See you at upcoming industry events!

Jim Abel
Sail America President





NEWS & EVENTS

Sail America Elects New Board Members

Sail America, the trade association for the U.S. sailing industry, elected three new members to its 2017 board of directors: Kevin Carlan, Mastry Engine Center; Josie Tucci, The Moorings; and Peter Trogdon, Weems & Plath

The new Sail America Directors will join the newly elected president of the board, Jim Abel, from West Marine. They will join existing board members Jeff Johnstone of JBoats as board treasurer/secretary; Erin Schanen (vice chair) from *SAILING Magazine*; Mark Pillsbury (vice chair) from *Cruising World*; Bob Ross (vice chair) from Sail Northwest; Scot West (past resident) from Ronstan; Kevin Murphy of NMMA; Jack Gierhart of US Sailing; Chris Doscher of Beneteau USA; Reagan Haynes of *Soundings Trade Only*; Lou Sandoval of Karma Yacht Sales; and Kimo Worthington of North Sails.

The Sail America Board also says farewell and extends its thanks for their service to Stanton Murray of Murray Yacht Sales, Jay Stockmann of Vetus/Maxwell, and Greg Emerson of Marlow-Hunter.

Newly Elected President bio follows:

Jim Abel, West Marine

Jim has been an Associate with West Marine since 1983 and currently supports the team of West Marine stores in the Northern Region. In his current professional role as Regional Vice President, Jim is responsible for all aspects of the customer experience, Associate relations, and sales and store operations for stores in Coastal Carolinas, Mid Atlantic, New England, Great Lakes, Pacific Northwest, Alaska and Canada.

Jim has been involved in many levels of West Marine store operations, real estate, marketing, merchandising and sustainability for his entire 34-year tenure. His experience includes supporting every region in the West Marine store fleet, including working in the West Marine Watsonville, California, Support Center. He's held several positions as Store Manager, District Manager, and was promoted to the West Coast Regional Vice President in June 2007, Northeast Regional Vice President 2011, and Northern Regional Vice President in 2015.

Jim was honored in 2004 as a recipient of the prestigious West Marine Walter Scott Excellence in Management Award. The Walter Scott Award is presented annually to the West Marine Associates who demonstrate outstanding leadership and teamwork within the organization. It is the company's highest recognizable achievement.

At West Marine, our knowledge, enthusiasm and products prepare waterlife adventurers to foster their connection to the water and explore their passions. With more than 250 stores located in 38 states and Puerto Rico and an eCommerce website reaching domestic, international and professional customers, West Marine is recognized as a leading Waterlife Outfitter for cruisers, sailors, anglers and paddlesports enthusiasts. Since first opening our doors in 1968, West Marine Associates continue to share the same love for the water as our customers and provide helpful advice on the gear and gadgets they need to be safe and have fun.



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Jim grew up Wednesday night racing, sailing, waterskiing and fishing on the Chesapeake Bay. He spent many years in St. Petersburg, Florida, cruising Tampa Bay and the Gulf of Mexico. He enjoys spending time with his family and continues to be involved with every aspect of boating. Jim enjoys boat restoration, sailing his Cal 29-2, kayaking, standup paddling, and kicking around on his 10-foot inflatable boat.

Jim is supported by his wife, Beth, and two adult children, Ryan and Shanti. He currently enjoys his Waterlife on the Magothy River, just minutes from Annapolis, Maryland.

Jim's focus for the 2017 Sail America presidency is to bolster Sail America event participation, increase association membership and provide active service to an industry that has rewarded both his personal and professional life.

New Board of Directors bios follow:

Josie Tucci, Moorings

Originally from Brighton England, Josie's career in the marine industry started in France, working initially for a national sailing school and then for builder Dufour Yachts, where she worked with the sales and product teams on boat orders for the world-wide charter market. Emigrating to the US in 2001, Josie took on the role of Product Manager for The Moorings Yacht Sales and was part of the team that launched Moorings Power and Leopard Catamarans.

After The Moorings was acquired by TUI Travel in 2005, Josie became Brand Manager for Sunsail, working closely with the ecommerce, sales and marketing teams in the US, Europe and Asia Pacific, then became Head of Distribution and Head of Marketing for all Marine brands including Le Boat Canal Boat vacation.

In 2012 Josie moved to MarineMax, the world's largest powerboat retailer, where she was VP Marketing for their US network of 50+ stores, managing direct marketing strategy, branding, ecommerce and CRM.

An avid sailer, Josie rejoined The Moorings as General Manager in 2015, based in Clearwater and overseeing global charter sales, marketing and product development.

Kevin Carlan, Mastry Engine- Company Bio

Mastry Engine Center LLC manufactures diesel motors and engines for the marine and industrial industries. Its marine products include inboard, outboard, sterndrives, sterndrive engines, surface drives, pod drives, sail drives and transmissions and the firms industrial products include air cooled engines, liquid cooled engines, generators, portable pumps, tractors, construction equipment and engine accessories. The company was founded by D. Eugene Mastry in 1962 and is headquartered in St. Petersburg, FL.

Peter Trogdon, Weems & Plath

Peter W. Trogdon, President and Owner of Weems & Plath, hails from the Pacific Northwest where he earned an MBA from Seattle Pacific University.

In 1995, he learned of the opportunity to purchase Weems & Plath, and moved his family to Annapolis, excited for a unique chance to combine his passion for business with his love for the sea. 21 years later, he still finds himself enamored with his business and thrilled by the opportunity to interact on a daily basis with customers who use and love Weems & Plath products for the service and experience they receive.

Peter takes pride in the ability to uphold the original mission of Weems & Plath - quality, innovation and safety at sea. During his time as President and Owner, he has guided the company through many exciting new phases, from increased community involvement, to product development, to the acquisition of new companies.

In his spare time, Peter cycles and enjoys year-round sailing of his Harbor 20 or cruising with wife, Cathie, aboard Bee Weems, their Zimmerman 36 lobster boat. Adventurers at heart, the Trogdons have enjoyed many exciting journeys aboard the Bee Weems, including a month long trip from Annapolis, MD to Montreal, Canada by way of the Hudson River and a journey through Alaska's Inside Passage.

Peter is on the board of the Annapolis Yacht Club. He is a member of the Annapolis Maritime Advisory Board, a part owner of the Annapolis Boat Shows and a member of the Annapolis Sailing Industry Association.



NEWS & EVENTS

PACIFIC



**SAIL & POWER
BOAT SHOW**

and Marine Sports Expo

April 6-9, 2017 • Craneway Pavilion and Marina Bay Yacht Harbor, Richmond, CA

FORMERLY
STRICTLY
SAIL PACIFIC

Pacific Sail & Power Boat Show Update

We're excited to announce that the Craneway Pavilion has sold out, and only a few booths remain in the Marina Exhibition Tent. The docks will be overflowing with the latest sail and power yachts on the west coast!

Not only will consumers have the newest boats and gear available to them, there will be dozens of opportunities throughout the show to participate in activities to enhance their enjoyment of the event.

The special events schedule includes stand-up paddleboard races throughout the weekend, life raft demos, and free demo sails on West Coast Sailing's Weta 14, Hansa 303W, and RS Venture Connect. Discover Sailing & Boating sessions will teach lifelong skills such as close quarter maneuvering and docking, and offer fun explorations such as catamaran sailing and power cruising, and our seminars include everything from the ultimate cruising symposium to hands-on repair classes.

Information on events, seminars, and the Discover programs are all available on our website at www.pacificboatshow.com, and don't forget to buy your tickets early to take advantage of early bird pricing through March 31!

For more information about seminars and special events, please contact Kayce Florio at kflorio@sailamerica.com; if you have any questions about exhibiting on land, contact Sara Watson at boatshowsales@sailamerica.com; for in-water inquiries, con-tact Jorgen Bateman at jorgen@norcalmgmt.com.



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Sail America Announces B&G as Title Sponsor for Industry Conference

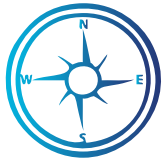
Event to be held May 31 to June 2, 2017 at Milwaukee Marriott in Milwaukee, WI

Warren, RI: Sail America is honored to announce that B&G has been named as the title sponsor for the 2017 edition of its biennial industry conference.

“Sail America serves as an exceptional ambassador for the sailing industry, and it was our belief that being a leader at their conference not only supports their efforts, but shows the world how important we feel it is to be a key voice in the continual growth of our industry,” says Louis Chemi of B&G.

The Sail America Industry Conference Presented by B&G will be held May 31 - June 2, 2017 at the Milwaukee Marriott in Milwaukee, WI. This three-day event is specifically geared toward sailing industry professionals, and will feature a pre-conference regatta at the Milwaukee Community Sailing Center, educational seminars, workshops, and networking events. The conference brings industry leaders together to identify, address, and resolve some of the many challenges in running our businesses every day.

*To learn more about the conference, visit **SailAmerica.com**.*



WAYPOINTS

SHEILA McCURDY
Ida Lewis Yacht Club

In this sailing community how many, like our gal Sheila McCurdy can lay claim to having sailed 100,000 miles offshore and participated in 17 Newport Bermuda races? Most recently she was victorious in 2016 aboard the 38ft, Selkie designed by her father, James McCurdy, Selkie finished second in class and fourth overall. Monday nights you can find her over at Ida Lewis Yacht Club teaching adults to sail but be warned, if the right opportunity came along to jump on a boat today and sail off somewhere, sure, she'd do it. It's who she is and what she does. In the meantime, she has an active presence on many boards and organizations, sharing her expertise and passion for the sport. When not at sea she shares a home in Middletown with her husband, David Brown and a new puppy, a Nova Scotia duck tolling retriever, named Piper.

Q. Your father was a respected boat designer, and obviously, you grew up surrounded by sailing enthusiasts. Your whole life has been related to the sea, what has it been like for you?

A. Sometimes I think that asking me about sailing is like asking a farmer about farming, it's just what I do, it's normal. I get a sort of a vicarious pleasure out of watching people discover sailing for the first time, so excited about a new challenge, in some cases fulfilling a dream, and all of that is really cool, it is just that I did not come to sailing that way.

Most of Dad's sailing when we were growing up was with clients. He worked in New York during the week and on weekends he'd be sailing with clients. But we lived on the water in Cold Spring Harbor in North Shore Long Island and a few hundred yards from the beach club was a sailing club. In summers we, my two brothers and my sister went through the junior programs, it was our summer activity.

You could probably categorize me in my youth as a tomboy. Growing up, I love being outdoors, messing about on boats, I like sports and competition and I liked hands on stuff.

My first competitions were with this Cold Spring Harbor Beach Club, I would be tapped to go to the Long Island Sound Girls Championship, I did that for a few years, either they saw my competitive streak or they were just trying to fill the boat; I was only 13 while the others were teenagers! Then I did other things but went back to sailing as an instructor in my college freshman year. In the summer of 1973, Timothea Larr, one of the best sailors I have ever sailed with, asked me to crew for her, she was determined to sail in the North American Women's National, we did a bunch of regattas to get there and I probably learned more about competitive sailing that summer than in my entire previous sailing up to that point.



Q. Was it the pivotal moment when you decided this is what I want to do for the rest of my life?

A. I don't think I ever made a decision. I majored in environmental biology in college but when I graduated in the mid 1970's there were no jobs in my field due to a recession and I wasn't ready to continue school for a graduate degree.

In my family the rite of passage as it were was to sail transatlantic. I asked my father if he knew of anyone doing a transatlantic, he gave me a name and I interviewed as a volunteer on a 47ft S&S double planked mahogany yawl, called Puffin. I volunteered as a cook and made a deal that I would cook all meals in exchange for standing 1/3 of the watches so I could learn to sail offshore, which is very different from sailing around the bay. Of course this deal left no time for sleep. We hit all kinds of weather, including the tail end of a hurricane and this was prior to satellite navigation, no tracking device, we had a radio that didn't reach very far...to sail transatlantic at that time was to be completely out of touch, it was adventurous.

Q. So, baptism by fire?

A. Baptism by ocean. I stayed with the boat and did a Fastnet Race, then we cruised along the coast of France and Spain and though I left the boat for the winter and tried unsuccessfully to find a job, I was back on a boat, Carina, sailing from the Canary Islands to Tortola. Then I sailed again on Puffin from Spain to Barbados, followed by an offer to bring a boat from Bermuda to Newport. In the end, after not having sailed in the transatlantic ever, in the course of 13 months I sailed transatlantic 3 times and done a Fastnet Race and a Bermuda Race .

Q. Maybe it was one of those situations where the career chooses you?

A. I think so. At the end of that summer in 1976 I took a job with what is now US Sailing when it moved from New York City to Newport. I was then 23 and I ran all the IOR handicapping certificates for US Sailing for about 2 years. That was really when I joined the marine industry.

Q. You've logged 100,000 miles offshore, so what was the most memorable of all those passages?

A. The first time you do something, you probably remember it better than any other time, I probably have almost total recall of that first transatlantic. So many new experiences; when we hit the tail end of the hurricane, we were bare poled for 12 hours, the boat weighted 20 tons. We were going down the face of waves at 12 knots, the knot meter was pegged out at 12 knots so who knows how fast we were going, but the boat held together perfectly, the crew was experienced and I never felt in danger.

I will say what you learn on boats doesn't always have to do with sailing. I probably learned more about people on that trip than almost what I learned about sailing. Of the 6, 3 men were in their 60's and they discussed their experiences in World War II, I had never heard war stories- and the 2 young guys were from the south of England from very different backgrounds that I had experienced up to that point and here we were all thrown together because of our shared love of sailing. Sailing is not just about the mechanics or the competition, it brings people together, in offshore sailing you get to know the people in a way you don't on land because you are living with them constantly and often you are pushing the boat and yourselves so you get to see how people handle themselves under often stressful situations. A small band of people putting themselves at risk, it takes co-ordination and experience to achieve something, and you bond in an unusual way.

Q. You've done 17 Newport Bermuda races, so maybe you can answer the question, what is it about this race that makes people do it over and over again, as many as 30 times?

A. The long-standing joke is that the reason it is held every two years is to give people time to forget about the bad part! The other thing about this race is it seems like a marathon and a sprint. Last year on Selkie, it took us a little over 110 hours to get to Bermuda. We are a short boat, we hit a lot of different weather conditions, we can't keep up with the weather, instead we must adapt as the weather passes over us. Every Bermuda race is different even though it is held at the same time of year because of the different systems. You not only want to go as fast as possible towards Bermuda from where you are, but you also have to strategize where you want to be tomorrow and the next day, given the changing weather, it is like an invisible chess board. Once the weather systems leave the coast, there is not a lot of reporting as they don't really know what is happening.



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Springline Yacht Sales Now Representing Legacy & Tartan Yachts

Legacy and Tartan Yachts are now proudly represented by Springline Yacht Sales (SLYS). Featuring the impressive brands of Elan, Impression, Island Packet and Blue Jacket Yachts; Legacy and Tartan are a natural fit for the SLYS team. Tartan is passionate about constructing superior yachts and Tartan owners are equally passionate about sailing them.

Tartan's obsession for brilliance is reflected in each individual model. Only by bringing the Tartan Difference to each component can all of the components coalesce into a yacht bordering on a fantasy. Now 56 years later, and with over 5000 hulls launched, Tartan continues to adhere to the foundation of great designs, exceptional craftsmanship, and industry leading technology all combined to deliver uncommon comfort and performance.

Legacy - Tartan's sister company is equally as impressive, Legacy motor yachts were launched in the early 1990s. These Mark Ellis designs embraced traditional styling, coupled with carefully crafted hull designs that offer great sea keeping abilities, good handling and low speed planing for superior fuel efficiency. Tartan's high tech composites, renowned hand crafted interiors and commitment to delivering great performing yachts is being applied to the new line of Legacy by Tartan. Tartan's well deserved heritage of building some of the finest interiors in the industry take Legacy to a new level. The new Legacy's all benefit from Tartan's leading composite technologies, award winning interior craftsmanship and the best component suppliers in the industry to build great performing luxury cruising yachts.

Rick Dieterich, President of SLYS, feels that the addition of Legacy and Tartan round out a premiere grouping of brands for SLYS. "The lines of Legacy and Tartan are a perfect fit for us; each boat presents quality and craftsmanship and we are excited to welcome them to the SLYS family."

With representatives in Mystic, CT, Mamaroneck, NY and Quebec, Canada, Springline is the go to source in the Northeast for all things sail. For further information, visit: www.SecureYourDream.com or call 860-817-7676.

Source: *Springline Yacht Sales*

US Sailing Awards: Sailors Honored for Distinguished Service

A remarkable list of sailing's most accomplished contributors received high honors during Wednesday night's US Sailing Awards Dinner at the Sheraton Austin Hotel at the Capitol in Austin, Texas. US Sailing recognized these esteemed award winners for their extraordinary achievements in support of sailing in the United States. The awards dinner is a featured event at US Sailing's 2017 National Conference.

Alphonsus (Rick) Doerr (Clifton, NJ) received the *Gay S. Lynn Memorial Trophy* for his outstanding contributions to sailors with disabilities and to the sport of disabled sailing. The award was presented at a special ceremony in St. Petersburg, Fla. on February 19.

Growing up in New Jersey, Doerr had a passion for lacrosse, water polo and football, with a casual interest in sailing. He was injured in a car accident in 1992 in Chicago, while completing his residency as a physician. It was during his stay at a rehab hospital that he heard about a disabled sailing program, the Judd Goldman Adaptive Sailing Program, where he rediscovered sailing.

Since that time, Doerr has made sailing his passion. He is the longest-tenured member of the US Sailing Team, a Rio 2016 Paralympic silver medalist and a 2016 and 2007 Para Sailing World Champion in the Sonar.

Doerr has become a key player in the international circle of Paralympic sailors. He helps promote and encourage participation



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in adaptive sailing regattas whenever, including newcomers and experienced racers. He takes-on less experienced sailors as crew, so he can help mentor them. Doerr has a willingness to share his expertise, as well as his adaptive equipment with others. He has a second Sonar that he loans out and he generously donates sails to adaptive sailing programs.

Hunt and Betsy Lawrence (New York, NY) received the prestigious *Nathanael G. Herreshoff Trophy* for their outstanding contributions to the sport of sailing. The Lawrences were instrumental in their financial support for the fleet of Olympic-class boats that were used at the Olympic venue in Rio for over two years to help train American athletes. Having access to these boats provided an important edge for Team USA as they prepared for the 2016 Rio Games. Oakcliff (Oyster Bay, NY), a high performance training center, was founded by the Lawrences in 2010 and was named a US Sailing Team National Training Center in 2013. Oakcliff acquired multiple fleets of these Olympic-class boats that were used for training and racing in Oyster Bay and around the world. These boats were also used around the country for Olympic Development Program camps over the past two years, and helped many top youth athletes train and expand their skills.

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Hunt and Betsy Lawrence were honored in a special ceremony at Oakcliff on Friday, February 10. Watch highlights from the presentation.

Camp Sea Gull for boys and Camp Seafarer for girls (Arapahoe, NC) received the *President's Award* for their strong partnership with US Sailing and for their efforts to serve as an incredible example of how to introduce young newcomers to the sport of sailing.

Camp Sea Gull and Camp Seafarer began in 1948 as a character building summer camp for youth. Through innovative land and sea activities, campers learn to build relationships, independence and confidence. The camps collaborate and utilize US Sailing's full complement of training curriculum and certification opportunities. Their engagement with US Sailing and US Powerboating has allowed the camps to enhance their quality of programs while connecting to a larger boating community. By utilizing the US Sailing and US Powerboating curriculum, they offer campers a certification that is nationally recognized when they participate in junior sailing programs, race in college and even apply for jobs in the boating industry.

Over 6,000 youth attend the camps annually. Camp Seafarer is the largest training facility of women sailors in the country. Last year these camps issued 485 Safe Powerboat Handling certifications, which represents 36% of the certifications issued nationwide. Over 150 campers completed US Sailing's Smallboat program and 15 campers passed US Sailing's Basic Keelboat.

Mary Laurence McMillan, Program Director of Seafarer, said "By working closely with US Sailing, it helped connect us to other organizations who shared their knowledge and resources with us. This made a positive influence on our programming."

Chris Ryan (Arnold, Md.) and Lisa Pline (Annapolis, Md.) received the *National One-Design Leadership Award* for their enthusiasm and leadership in creating the one-design fleet building program of the year.

Through their efforts with the Annapolis Snipe Fleet at Severn Sailing Association, Ryan and Pline significantly increased participation in one-design sailing for junior and adult sailors. Together, their service and leadership to promote and enable Snipe sailing has resulted in new sailors trying the sport and one-design sailors from other fleets trying Snipe sailing.

As one fleet member noted, "Both Chris and Lisa know that a key to a good regatta is great hospitality. They make sure the social events are top notch with amazing food and plenty of it! They also keep an amazing upbeat and positive attitude throughout the event."

Tim Winger (Lancaster, Pa.) was awarded the *Harman Hawkins Trophy* for his contributions to race administration as a measurer and equipment inspector. Winger sustained a passion for the J/24 the first time he saw one, and he has been sailing and working on J/24s ever since. He has exerted a major influence on the class for over 30 years.



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Winger has held numerous positions related to J/24 sailing, including event measurer at seven of the 20 J/24 World Championships he has attended, district governor for the J/24 USA Class Association, and member of the executive committee of the International J/24 Class Association, where he currently serves as chair of the technical committee. Perhaps his most significant achievement was the effort he led to rewrite the class rules and the modifications required to gain World Sailing's approval – a project that ultimately took over three years.

"The people behind the scenes make it possible for us to control the equipment and develop the tools and procedures for enforcement of the rules," said Winger. "Thank you to US Sailing for supporting the sport we all love."

An International Measurer (IM) since 2008, Winger has measured hundreds of boats at venues all over the world. His wife, Marie, often travels with him and shares in the measurement work.

"Between us we've seen the bottoms of more J/24s than anyone in the word," added Winger.

Alex Finsterbusch, an IM from Argentina, said, "One of his many abilities is to recognize what your strengths are as an inspector. He always had the right guy in the right position. He is always calm, never loses his cool and is polite to sailors, coaches and everybody involved in the regatta."

The Alamitos Bay Yacht Club (Long Beach, Calif.) received the *St. Petersburg Yacht Club Trophy* for hosting the 2016 Laser Midwinters West on March 18-20, 2016. This World Sailing 50-point event attracted 92 Laser and Laser Radial competitors from the United States, Canada and Bermuda. Fifty volunteers from ABYC managed 10 races over the three-day regatta.

The race committee team was highly experienced, including many volunteers who had worked on the 2015 Special Olympics World Summer Games as well as several world, continental and national championships. Both the Laser Standard and Laser Radial fleets were very competitive and they pushed the start line at every opportunity, requiring the line angle and length to be set with pinpoint accuracy.

Regatta Chair, Ed Spotskey, was recognized for organizing a well-run and fun event that was enjoyed by competitors and volunteers alike. Principal Race Officer, Mark Townsend, who represented Great Britain in 1981 at the Snipe World Championships when ABYC previously won the St. Petersburg Yacht Club Trophy, received widespread praise for his excellent race management practices and for his competitor-friendly communication style and demeanor.

One competitor wrote in his evaluation, "On the water communication to competitors was awesome – so simple, yet so nice." Another wrote, "Great tone set at skippers meeting. Fun regatta!"

Latham Bell, Junior Rear Commodore, said "We do this for our sailors and we do this for the sport."

Source: US Sailing

Passing of Suzi DuRant

Suzi DuRant, a strong boating advocate and passionate organizer, passed away in Charleston on Feb 25, 2017 after a determined battle with ALS (Amyotrophic Lateral Sclerosis).

After starting her career in banking, Suzi and her husband Nelson managed marinas in the Chesapeake, before making South Carolina their adopted home and starting a marine business in 1997. She began volunteering with the South Carolina Marine Association, becoming increasingly involved producing the Charleston In-Water Boat Show, finally becoming executive director of the SCMA in 2006. When the state could no longer manage the Clean Marina program, she adopted it, knowing that marinas would continue to need the environmental stewardship information.

In 2016, Suzi received a Lifetime Achievement award from the National Marine Manufacturers Association. At that time, NMMA president Thom Dammrich said, "Her unwavering work has created long-lasting positive changes for the state of South Carolina and the boating industry at large, and we thank her for her commitment."





ANNAPOLIS SPRING SAILBOAT SHOW

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IN THE NEWS

Why J/105s Are San Francisco's Favorite Sailboat?

J/105s in Latitude 38(San Francisco, CA)- An Enduring Favorite on San Francisco Bay: the J/105. The Biggest Fleet on the Bay: J/105 Fleet 1 San Francisco. An Enduring Model for J/Boats: Fleet 1 and the J/105. Learn more from this article written by *Martha Blanchfield* for the February issue of *Latitude 38*.

Within the U.S., the J/105 remains one of the most successful one-design keelboat classes in the over 30-foot range, with major fleets located in Chicago, Annapolis, San Diego, Houston, Marblehead, Cleveland, Seattle and San Francisco. There are two international fleets: J/105 Canada class in Toronto, ONT, and the J/105 Chile Class. Shares J/Newsletter publisher, Stuart Johnstone, "J/Boats also 'technically' has fleets on the Solent in the U.K. and the Netherlands, but rarely more than five to six boats show up for events."

San Francisco J/105 Fleet 1 lists 73 member boats, which makes it the largest and likely most active, one-design on the Bay. What's the recipe for success? Much of it starts with an invention in 1991.

A Design For Success

In the late 1980's/early 90s, having routinely participated in the Ultimate Yacht Race series for Ultimate 30s and One-Design 14s, Rhode Island brothers Stuart and Peter Johnstone got an idea to create a keelboat that relied on the same simple sprit + asym combo of these two boats. Not an outlandish notion—being members of the J/Boats legacy known for their top selling models J/24 (introduced in 1977) and J/22 (introduced in 1983).

In 1990, the duo was discussing the idea of an asymmetric spinnaker keelboat design with their 63-year-old father. Shares Johnstone, "Fast is fun when it's easy! So, our next design was either going to be a 23-foot J/70 or the 34.5 foot J/105. My Dad (Bob) won that debate since he wanted to sail in comfort both offshore and around the buoys. Uncle Rod (Rodney Johnstone- the designer) initiated the design on the J/105 (LOA 34.50 foot) in 1990 and launched it in 1991." An interesting tidbit—the J/105 design was also based on input from the late Sir Peter Blake. Adds Johnstone, "We were engaged in working on a J/65 offshore racer for the Whitbread Race (Volvo Ocean Race). Every time we ran the J/65 design through Peter's global weather model it got faster. In other words, the design got beamier and flatter aft." Requirements for that J/65's offshore, fast-reaching machine ended up shaping parameters for the J/105, as well as an eventual J/65 offshore cruiser, a limited production custom build model.

J/105s starting on San Francisco Bay Twenty-five years later and the J/105 remains incredibly popular, surpassed in annual sales only within the last three years (35 to 37 foot marketplace) by the J/111 model. Globally, more than 680 J/105 boats can be counted. What started off as a vision to be a fun offshore PHRF boat easily handled by five or six crew, has become a one-design class with longevity. Johnstone says, "We see strong on-going demand for its purchase as a used boat, and the investment is not only affordable, but preserves its value. In Europe, it has become a de facto single or double-handed boat in IRC/ORC events in the RORC and European offshore circuit. The J/105 has won the Fastnet Race in the 2H class three times, plus several RORC Channel races. Crews have campaigned J/105s to wins in the Transpac Race in the double-handed, as well as full crew, divisions on more than one occasion. And, today, a huge 105 fleet has developed down in Chile, with fleets in Algarrobo and Puerto Montt- fleet popularity continues to grow down there since they modified the rules to be family-friendly; a mandatory steering wheel (so kids can drive) and unlimited crew (within the weight limit, so lots of kids can sail)- a brilliant idea the American fleet should adopt!"

> CONTINUED ... Read the rest of the article at: <https://issuu.com/latitude38/docs/l38201702/82>



IN THE NEWS

Sailing Industry Events

- Pacific Sail & Power Boat Show - Richmond, CA / April 6-9, 2017
- Sail America Member Meeting Breakfast - Richmond, CA / April 7, 2017
- Newport International Boat Show – Newport, RI/September 14-17, 2017
- United States Sailboat Show – Annapolis, MD/October 5-9, 2017
- Sail America Industry Meeting – Annapolis, MD/ October TBA

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MEMBER NEWS



VOLUME I 2017

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.

MEMBER HIGHLIGHT

Discover Sailing

Discover Sailing is a consumer facing program that uses members products to educate and engage consumers. This is a great opportunity for Sail America members to highlight their equipment, a new boat, or new gear and electronic devices.

For more information [click here](#).



“ Straws are consistently on the top 10 lists for marine debris collected every year during the International Coastal Cleanup. It is estimated that Americans use a whopping 500 million straws per day – a number that, end-to-end, could circle the planet 2.5 times. ”



Learn more at sailorsforthesea.org.



NEW MEMBER SPOTLIGHT

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www.danboater.org

Danboater.org provides medical and emergency transport services around the globe. Over the last 35 years they have helped with 40,000 emergency calls and are on 24/7 standby to help their traveling members. For more information: <http://danboater.org>.

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JOB POSTINGS

Product Manager

Imtra Corporation

New Bedford, MA

Imtra Corporation is a leading importer and manufacturer of high quality equipment for the Recreational and Commercial Marine, Energy and Transportation markets. We are actively looking to expand the sales and support team that caters to our growing business in these sectors.

We have an immediate opening for a Product Manager at our New Bedford, MA headquarters. This position entails:

- Working in conjunction with the outside sales team to ensure follow-through of customer projects
- Communicating closely with trade accounts, boat manufacturing engineers, end users and sales teams
- Evaluation of proposed system design to ensure optimal performance and proper installation
- Dedication to excellent customer service
- Developing lasting and effective relationships with key decision makers
- Being organized and able to manage multiple projects from concept to delivery and beyond
- Delivering a high level of product support to all constituents
- Exhibiting the ability to work with all departments in the company as well as key customers and our international suppliers.



KEY RESPONSIBILITIES

- Provide technical sales support and product recommendations to Aftermarket, Trade and OEM clients
- Work closely with Marketing department to develop supporting materials and build brand awareness
- Answer product questions including features, benefits, installations, appropriate sizing of products, interaction with other products within the applications, etc.
- Develop and maintain the highest level of customer satisfaction and customer relations
- Assesses market competition by comparing the company's product to competitors' products
- Provides information for management by preparing short-term and long-term product sales forecasts and special reports and analyses; answering questions and requests
- Facilitates inventory turnover and product availability by reviewing and adjusting inventory levels and production schedules
- Ability to travel – domestic and international
- Support Imtra's involvement in industry exhibitions

More information on this position: <http://www.imtra.com/job-opportunities.htm>



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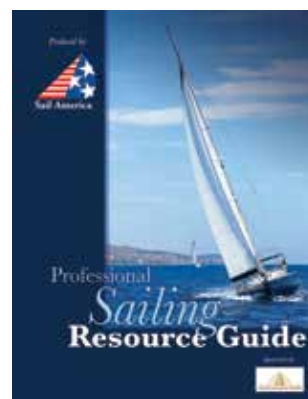


MEMBER NEWS

Benefit Update

Sail America has added a new benefit available to our members! As one of many Sail America membership benefits, Sail America recently published and distributed electronically our annual Professional Sailing Resource Guide, which serves as an invaluable resource to those who desire access to professionals and companies that provide products or services to the sailing industry.

The guide was emailed to tens of thousands of consumers in the United States and posted on Sail America's homepage and is free to all! It will be updated annually to include new products and services available to the industry and consumers.



The updated version is now available here!

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 2017.
2. Four complimentary tickets to Pacific Sail & Power Boat Show in Richmond, CA, April 2017.
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.