



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 IV 2017



Promoting the health and growth of sailing.



MESSAGE FROM THE SAIL AMERICA ASSOCIATION MANAGER

Dear Sail America Members,

At the end of May, one hundred Sail America members and friends gathered in Milwaukee for the biennial Sail America Industry Conference (SAIC). It was a terrific two days that left me energized. Many said you felt the same! Since the conference, I've been channeling that energy into some new initiatives for Sail America that I plan to launch in the upcoming year.

What I also took away from Milwaukee was a sense of engagement from Sail America's members and friends. As Sail America President Jim Abel has said, "Sail America's goal is to provide its members with value and connectivity in the sailing industry. This happens best when everyone engages and contributes to our shared success." Everyone – the members, the board and the staff, as well as the presenters, had opportunities to engage with one another. The result was a great deal of positive energy!



All this has prompted me to think carefully about how best to further encourage engagement both with and by Sail America. How will Sail America do this?

1. Sail America staff and board members will be more present in the industry. Look for a list of industry events where we will be – boat shows, industry events, meetings, conferences and more. When you see us, join us, introduce yourselves, and share feedback you have for us.
2. A Sail America event schedule is in the works. We're working hard to provide professional development and networking opportunities – to offer members an opportunity to learn from experts and peers and to meet and network with one another.
3. Both members and Sail America staff are using Facebook, Twitter, LinkedIn, Instagram and other social media to stay connected. Let's work together to better use those media to share news, stories and accomplishments.

Lastly, some of you have asked us to ensure Sail America's engagement efforts are relevant. Help us to do that by:

1. Sending us feedback, ideas, suggestions and your company news. Tell us how Sail America can help your business. We're listening, and we are ready to put words into action.
2. Joining us at our events. We're working hard to ensure they are meaningful and a valuable use of your time. Next up – The Sail America Industry Breakfast on Friday, October 6 at 8 a.m. during the United States Sailboat Show in Annapolis.
3. Connecting with us and other Sail America members on social media.

Rhode Island is enjoying a hot and sticky summer, perfect for getting out on a sailboat to escape. My daughters are exploring their confidence at the helm of their boats during junior sailing lessons in Barrington, Rhode Island. I love listening to them tell me about how fun sailing is and how great their day was. There's just something about sailing. We all know the feeling. It's why we're doing what we're doing. Happy sailing and happy summer!

Warm regards,

Katie Kelly
Association Manager

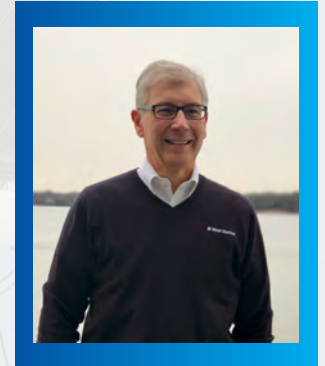




MESSAGE FROM THE SAIL AMERICA PRESIDENT

Dear Sail America Members,

July is an exciting time of the year for Sail America board of directors and Sail America staff. It's the time of year when the new fiscal year budget and work plan is ready for launch. The 2017-2018 budget and work plan has been reviewed and approved by the board of directors and I want you to know that a great deal of planning and discussion has gone into the process of creating both. The board's vision is to do the best job possible with our budget and work plan to advance the value of being a Sail America member.



Given this is the end of our current fiscal year, I would like to recap highlights of the last 12 months. As I hope you will agree, the 2016 – 2017 season has been a productive one:

- The board of directors elected new members and officers and immediately started work on prioritizing the organization's focus for the upcoming year, culminating in an exciting work plan for the organization
- Hosted a Seattle Boat Show and Annapolis Sail Boat Show Industry Breakfast
- Hosted Saint Petersburg Boat Show Discover Sailing on-the-water clinics
- Hosted a Sail America Key Member listening meeting in Rhode Island
- Welcomed Katie Kelly as the new Sail America Association Manager
- Successfully hosted the Pacific Sail and Power Boat Show in Richmond, California where attendance was up 7 percent
- Hosted a terrific biennial Sail America Industry Conference in Milwaukee

Please continue to visit the **Sail America website** for sailing industry events and our involvement.

A key part of Sail America is to provide a mission statement, a charted course for our board and staff to stay focused and deliver continuous improvement to maximize the value of being a Sail America member.

The board of directors and staff worked collaboratively this summer to craft a great new vision statement for Sail America:

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

1. *Create and promote professional development and networking opportunities for its members.*
2. *Be a clear, active voice within the boating industry, fostering collaboration and communication.*
3. *Create and deliver prioritized events for its members to connect with sailors.*

Sincerely,

Jim Abel
Sail America President





NEWS & EVENTS

Nominations Open for Industry Distinguished Service Award



On Friday, October 6, at the Sail America breakfast in Annapolis, the 2017 recipient of the **Sailing Industry Distinguished Service Award** will be announced. This award is designed to recognize members of the sailing industry for their high standards of excellence, service and commitment, through continued and unselfish service to the overall advancement of the sailing industry.



Nominations by their peers in the sailing industry are accepted through September 8, 2017. For the nomination form and additional information, **click here**. Final selection for the Distinguished Service Award will be made by a panel of judges who also represent the industry.

“The Sailing Industry Distinguished Service Award and the Best in Show Exhibitor Awards are meant to encourage creativity and professionalism in our industry,” said Paul Jacobs, president of the Annapolis Boat Shows. “Each year we look forward to recognizing excellence.”

Created by the Annapolis Boat Shows in 2014, the Sailing Industry Distinguished Service Award comes with an inscribed Anniversary Eight-Day Ship Bell Clock donated by Weems & Plath.

Last year’s winner was Margaret Podlich, former president of BoatUS and a lifelong advocate for boaters. The 2015 award went to John Arndt, the associate publisher of Latitude 38 and the founder of the global sailing celebration Summer Sailstice. In 2014, the very first awardee, Alistair Murray, was recognized for his many contributions to the sailing industry and his ability to blend the sport of sailing with business.

Mark your calendars now: SA Breakfast, US Sailboat Show, Annapolis, Friday, October 6, 8-10 a.m.



NEWS & EVENTS CONT.

SailTime Announces Five-Year Partnership Extension with Groupe Beneteau

Fractional Sailing Club Franchise Secures Future with the Boating Industry's Global Market Leader



SailTime, the world's leading boat membership program, with franchise bases around the United States and Australia, today announced a five-year extension of their partnership with Groupe Beneteau, the worldwide leader in luxury sailboat and powerboat manufacturing. The partnership allows SailTime bases throughout the United States to sell Beneteau boats into their local fleet via SailTime's innovative yacht ownership program.

"We couldn't be happier to extend this terrific partnership," SailTime CEO Todd Hess said. "Beneteau is known throughout the world as the premier brand of sailing and power boating, and SailTime is a terrific way to bring their product to a market looking for easier and more affordable sailing."

SailTime has enjoyed growth of 161 percent since 2012, expanding to 28 bases in the United States and six bases in Australia. Through the partnership, SailTime franchisees have the opportunity to offer Beneteau boats for both the membership program and the yacht ownership program. Three Beneteau yacht dealers in North America integrated with SailTime in 2016, including SailTime San Diego, SailTime New Orleans, and SailTime New York.

"The partnership with Beneteau has been terrific for us," says Keenan Hirsh, Base Manager, SailTime San Diego. "Allowing our members to sail Beneteau's amazing fleet increases our pool of prospective boat owners."

Groupe Beneteau, who recently celebrated the 30th Anniversary of their manufacturing plant in Marion, South Carolina, sees the partnership extension as a reaffirmation of the importance of the North American market in its growth strategy.

"The sharing economy is the fastest growing segment in our industry right now, and SailTime is helping us grow in that space. The synergy with our yacht dealers incorporating their franchise model into their business is outstanding, and it is driving additional boat sales for Beneteau," Beneteau America President Laurent FABRE said.

Learn More.

West Marine INC. to be Acquired by Monomoy Capital Partners for \$12.97 Per Share

West Marine, Inc. ("West Marine"), a leading omni-channel specialty retailer exclusively offering boating gear, apparel, footwear and other waterlife-related products, and Monomoy Capital Partners ("Monomoy"), a New York-based private equity fund, announced today that they have executed a definitive merger agreement under which a wholly owned affiliate of Monomoy will acquire all of the outstanding shares of common stock of West Marine at \$12.97 per share in cash, which represents a total equity value of \$338 million. This price represents a premium of 32% over the 30-day average performance of West Marine's stock price reported on NASDAQ.

"We are excited to be joining forces with Monomoy Capital Partners as we believe it is in the best interests of our stockholders, customers and associates," said Matt Hyde, West Marine's President and CEO. "In addition to providing our stockholders with a significant premium to the current share price, this transaction ensures that West Marine can continue to offer outstanding value to our customers who recreate on the water and provide a rewarding workplace for our associates."

Daniel Collin, Co-Chief Executive Officer of Monomoy Capital Partners, L.P. said: "We are excited to welcome West Marine to the Monomoy portfolio. We have long admired West Marine and the unique value the company provides for its loyal customers



NEWS & EVENTS CONT.

and world class associates. We strongly support West Marine's vision for the future, strategic initiatives, and culture. We are excited to invest in and work together with the company's management team to continue to lead the industry."

Company founder and board member, Randy Repass, has entered into a voting agreement whereby he and his affiliated entities over which he has sole or shared voting have agreed to vote shares representing approximately 20% of the Company's voting power in favor of the transaction. Following the close of the transaction, West Marine will be privately held and continue to be operated independently by the Company's management team.

The transaction, which has been unanimously approved by West Marine's Board of Directors, is expected to close in the third quarter of this year, subject to West Marine's stockholder approval and other customary closing conditions. Guggenheim Securities, LLC acted as financial advisor, and Sidley Austin LLP acted as legal advisor, to West Marine. Jefferies LLC acted as financial advisor, and Kirkland & Ellis, LLP acted as legal advisor, to Monomoy.

For more information on the companies and transaction, please visit: <https://www.westmarine.com/PressRoom/PR20170629>.

Quantum Sails Acquires Hood Sailmakers

Quantum Sails today announced that it has completed an agreement with Hood Sailmakers in Newport, RI to acquire the company's sailmaking rights and manufacturing assets. The acquisition, which includes occupancy of Hood's world headquarters in RI, will increase Quantum's global sailmaking capacity and provide a new home base for Quantum's sales and service operations in the northeastern region of the US.



"This acquisition provides much needed capacity for our growing share of the Grand Prix racing market," said Ed Reynolds, President of

Quantum Sails, who cites the TP52s, C&C 30s, RC44s and other offshore classes as areas of strong growth for the company. Quantum is also gaining share in the big boat market, explained Reynolds, which will also benefit from the location and capabilities of the larger facility.

"The Hood and Quantum brands are synonymous with performance and quality," said Hood CEO Rob MacMillan. "In addition to becoming a leader in the Grand Prix and Superyacht markets, Quantum is very strong in the markets served by Hood Sails; our customers will have access to the customer service and support offered by the Quantum Sails network."

Reynolds said Quantum will uphold the terms of warranties held by owners of Hood sails. "We value the long-term relationships Hood has with its customers and will continue the legacy of service and support for which Hood is known. We look forward to introducing Hood customers to the Quantum brand as well."

Reynolds noted that Quantum is talking with Hood-affiliated lofts around the world to discuss opportunities for continuing the business relationship and ways to best serve sailors in those local markets.

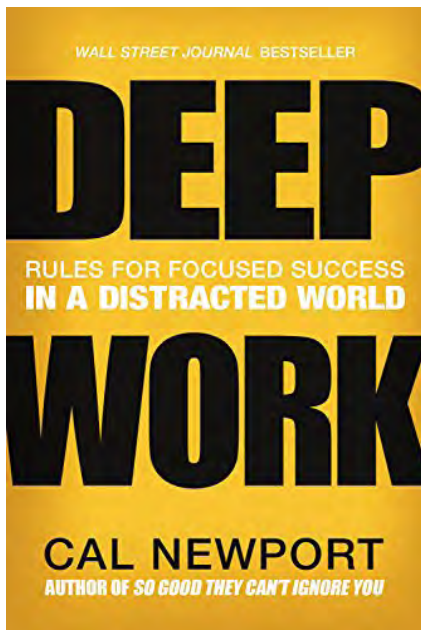
Several members of the Hood staff have accepted positions with Quantum Sails including Rob MacMillan who will serve as Quantum's regional manager for New England and Dave MacMillan will serve as Quantum's New England Operations Manager.

Formed in 1996, Quantum Sails is the second largest sailmaker in the world with headquarters in Traverse City, Michigan and a network of over 60 owned and affiliated sail lofts around the globe. The company provides sailing solutions to racing and cruising sailors at all levels, helping them pursue their passion and achieve their sailing aspirations.

Since 1952, HOOD sails have been the sails of choice for sailors seeking performance and durability. From modest beginnings in the basement of his house in Marblehead in the early 1950's, Ted HOOD developed not only fast, durable sails, but invented the machinery to make the cloth that he used to make these sails. HOOD Sailmakers continues Ted's tradition of designing, engineering and building sails that offer exceptional value.

Source: *Quantum Sails press release*

PROFESSIONAL DEVELOPMENT



Deep Work by Cal Newport

A book review by Peter Trogon, President, Weems & Plath

Cal Newport makes his hypothesis clear from the beginning his book **Deep Work** — i.e., that the ability to perform focused, concentrated work is becoming increasingly rare and at the same time is becoming more valuable. He believes those who develop a deep work ethic are the ones who will thrive.

Newport's terms "deep work" and "shallow work" are suggestive of their meaning. Deep work is performing activities in a state of distraction-free concentration and shallow work is appearing busy by performing undemanding tasks while distracted. Examples of deep work include writing a novel, developing a new business plan, and mastering the art of learning difficult things quickly.

Newport sets out in the first part of the book to convince the reader that his deep work hypothesis is true by sharing a wide range of examples of successful deep workers including: Carl Jung, Bill Gates, Teddy Roosevelt, JK Rowling and Woody Allen. In Part 2, he identifies

rules and disciplines that are key to becoming a deep worker.

Newport points out that about an hour a day of intense concentration is all most people now produce; meanwhile, deep thinkers can concentrate for as much as four hours. The ability to concentrate intensely is a learned skill. He says that everyone has the problem of becoming distracted at work — more now than ever before because of the temptation to constantly check emails and surf the Internet. An entire book chapter is dedicated to Rule #3, "Quit Social Media." If that rule doesn't make you wince, think about rule #2, "Embrace Boredom."

Deep Work is full of stories, anecdotes and advice to convince the reader that a "deep life is a good life" even though, as Newport states unabashedly, "Deep work is harder and shallow work is easier."

The 2016 book is 287 pages, and available on Amazon in multiple formats. There is also a 20-minute download of Newport's top ideas available here.



WAYPOINTS

RANDY WHITE
Entrepreneur

Summer is in full swing, of course for some lucky seasoned sailors, life is an endless summer. I thought readers might like to “meet” one of those sailors, Randy White. A serial entrepreneur, Randy White was the founder of four biotechnology companies, while his wife, Lale, no shrinking violet, was named by INC magazine as one of the top female entrepreneurs and is the founder of XIFIN and GIFON. Both avid sailors, when the time came to move on to a larger vessel, this discerning couple had their eyes peeled for the best, and the 95ft Savarona does not disappoint. Hear what he has to say about his ring side seat at the America’s Cup, the boat’s refit in Turkey and summers in Palma Majorca

Q. What are your earliest memories of being out on the water, that started this passion for sailing?

A. My father was into power boats and by the age of 4, I was already onboard. But it probably wasn’t until I was 15 that I began to notice sailboats at our yacht club. I was intrigued because it was a different world from my boating experience, and my father, sensing my enthusiasm encouraged me to sign on to a boat as crew. In those days sailboats had overlapping jibs, when we tacked, my job was to pull the sail forward so it could come across the mast. I started my career sailing backwards at the very back of the boat, the place of the most movement but at 16 you don’t think about getting seasick. To this day some 50 years later, I have never been seasick and I have been in some pretty rough stuff. I like offshore long-distance sailing and have logged more than 30,000 open ocean miles.

Q. It should come as no surprise that you are a serial boat owner and of course the boats increase in size, what boats have you owned to date, I say to date because there is always another boat on the horizon?

A. The boats owned in order were a Morgan28, a Ranger 33, Islander36, Swan 53 called Mezzaluna and now Savarona (CNB-93). By the way, the name comes from Savarona, a particularly large swan that lives in South Africa and its food is other swans, so since Savarona essentially ate Mezzaluna, therein lies the name. And yes, there might be another boat in my future, as the family continues to grow. I am kind of fond of and looking at a Swan 105. Savarona is my baby but my daughter continues to have babies, so...with the Swan105 we get an extra crew cabin which will make the crew happy, that is very important to us, and we also get one extra guest cabin. if there is a next boat after this, I am 70, it is probably the 105.



WAYPOINTS

Q. Tell us about Savarona and how the purchase came about?

A. After sailing Mezzaluna for 10 years in the Caribbean in winters and Newport in summers, we felt we were ready for new cruising grounds. We wanted a boat that was suitable for the Med and longer legs than what we could do with the Swan, plus our family was growing and we needed more space onboard. We looked at some 20 boats over a two-year period. We found Savarona in Ft Lauderdale, the Spanish owner had brought the boat over from Palma (Majorca) to do some sailing in the States and then decided to sell her in the US. Both my wife and I are sailors; she sailed the Swan from St Kitts to St Martin while I slept below. Any boat we own needs to be a performance oriented boat. What clinched the deal was I discovered the boat was built on the same hull as Mari Cha II. The hull, designed by German Frers was sitting in France. Three boats were built off the hull design, Mari Cha II became Bristolian and ours is the third from that mold and one of four CNB-93's but ours was lengthened to 95ft to accommodate a stern dingy garage. I knew we could do the interior to suit us; as long as it sailed well that was the most important element. We wanted a fast boat and that she is, in winds up to 15 knots, she will cruise at 9-10 knots; in winds between 15-20 knots she will cruise at 11-13 knots and in winds about 20 knots, she will do 15-16 knots before a reef is required. Savarona's gross tonnage is 83 tons fully loaded with fuel/water. She has twin rudders from her racing hull form so the helm "balances" in any wind conditions. Interestingly, the keel is a centerboard configuration. She draws 2.3 meters with the board up and 5.6 meters with the board down. We love this because we can get Savarona into small ports and more intimate locations. Additionally, when balancing the helm, we can move the centerboard to change the Center of Lateral Resistance CLR to match the Center of Effort CE on the sails.

Q. I understand you did an extensive refit and you chose Turkey to take on the project, what prompted that decision?

A. We bought Savarona in June 2014 and took her straight to Turkey for a complete refit, we completely redid the interior, it took 10 months at a cost of 1.5 million. Everything is new. My captain Ian Fagg had previous experience with a refit in Turkey and I know that the quality and the service that you get in Turkey is unbeatable. For example, the decks, the Turks are incredible with wood, the way old time craftsmen use to be in the US, the care and precision which with they lay a deck is unbeatable. To give you an example, around the scuppers instead of having boards terminate into the circle they actually cut out circular margins board into 4 pieces that make a circle so that the grain of the wood actually goes in a circular fashion around the scupper, little fine details like that and I could probably give you 25 other different examples of craftsmanship. Another example, on the linear runs coming around the sides of the coach roof, there are always breaks in the pieces, what they did is they broke those pieces on a diagonal line so that the seams actually have a pattern and they are remarkable, the king plank down the middle is also a work of art. One of the things that is unique on Savarona is that the cockpits, operating cockpit and guest cockpits are semi-circle, not square and then they ran the boards on the seating areas on the two semi circles parallel to the boards that are on the deck sides. They put margin boards around the seats and feathered each of those boards into that margin board, it's incredible. They are masters in woodwork.

In the electrical area, we installed a new generator which changed the way in which we distribute power within the boat, so we have 3 or 4 configurations, we can set the boat up, to run off inverters, to run off generators, to run off shore power or any combination thereof. In the evening, we run our air-conditioning and lighting systems on a small generator, Fisher Pan 15.5 KBA (7.57) generator and it is extremely quiet to begin with but then when we were in Turkey we installed extra insulation in the engine room so you cannot hear the generator when running; those are the sort of things we worked on. We varnished the interior, we replaced all the electronics, some modifications to interior like new upholstery, custom made beds DuxBed, including the crew beds, in the galley which is all new, we put in natural granite. basically, she is a brand-new boat.

The crew area is one of the touchy things with both me and especially my wife, we both believe in making our crew very comfortable. The reason being a happy crew in a long-standing crew, no turnover, we are very picky about crew and we treat them just like family. If they are happy and comfortable then they will stay with us for a long time, and that's what we are looking for. We give them each one-month vacation and my captain who is married and has a daughter, since the boat is in Europe most of the time, I allow him to fly home every 4 to 5 weeks so he can be with his family. When it is just us onboard without guests generally 2 to 3 times a week we take the entire crew to dinner, we like to think of them as extended family.

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



Sailing Industry Events

- 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 6, 2017
- St. Petersburg Power & Sailboat Show – St. Petersburg, FL/November 30 – December 3, 2017
- Progressive Insurance Chicago Boat, RV & Sail Show – Chicago, IL/January 10-14, 2018
- Seattle Boat Show – Seattle, WA/January 26 – February 3, 2018
- US Sailing Leadership Forum – St. Pete Beach, FL/February 1-3, 2018
- Progressive Insurance Miami International Boat Show – Miami, FL/February 15-19, 2018
- Pacific Sail & Power Boat Show – Richmond, CA/April 12-15, 2018





IN THE NEWS CONT.

Strictly Sail Miami Moves to Miami Marine Stadium

Sail and Power Join Together in One Location for Miami International Boat Show, February 15-19, 2018

In one of the sailing industry's most exciting moves, the preeminent sailing event, the Progressive Insurance Strictly Sail Miami, is joining forces with the **Progressive Insurance Miami International Boat Show** at the iconic Miami Marine Stadium, February 15-19, 2018, to create a singular event that will be one of the most expansive, premier power and sail events in the world.

The Progressive Strictly Sail Miami show, which was previously held at Miamarina at Bayside at the same time as the Progressive Miami International Boat Show, will bring nearly 100 sail boats to its new home within Miami Marine Stadium's extensive deep water basin. As a result, the Miami International Boat Show will feature an impressive 700 or more boats in-water and a sold out land exhibition at the 2018 Miami International Boat Show, bringing more sailing and related marine products than ever for attendees to view and buy.

"The decision to combine these two world-class events is due in large part to feedback from sail and power exhibitors as well as attendees, for a single streamlined experience that encompasses all the boating industry has to offer," said Ben Wold, executive vice president of the National Marine Manufacturers Association, producers of the event. "We've built the ideal, most picturesque boat show venue at Miami Marine Stadium that's perfect for both power and sail and bringing these two shows together will without a doubt deliver the ultimate boat show experience."

Sailboats and catamarans are being featured in a sail-specific in-water section at Miami Marine Stadium. To provide a cohesive experience for exhibitors and attendees, sailing accessories, sail travel and charter experiences, and other sail-focused booth displays, will be featured in a special sail area on-land at the Progressive Miami International Boat Show.

With the sailboat show combining with the powerboat show to create a comprehensive Miami International Boat Show, attendees will now be able to spend more time at the show instead of traveling between the two. What's more, beautiful views of Biscayne Bay from the show's island location at Miami Marine Stadium, combined with some of the best food and beverage, entertainment, and on-water boating courses offered at a boat show, as well as a special sail-focused area, will allow sailing enthusiasts from around the globe to gather, mingle, and shop amid one of Miami's most sought-after locales.

"Following the most successful boat show in the 28 year history of our company, The Catamaran Company is anxiously looking forward to joining power and sail at the 2018 Progressive Miami International Boat Show at Miami Marine Stadium," said Hugh Murray, president of the Catamaran Company. "As the largest retailer of catamarans in the U.S., the Miami show has for us become the premier catamaran show with more catamarans on display than any other show. The 2017 show covered the entire range of catamarans from 30 feet all the way up to 77 feet, the first time this had ever been seen at any U.S. boat show, and the growth of this market sector is showing no signs of slowing down."





IN THE NEWS CONT.

National Sailing Hall of Fame Announces 2017 Inductees

The National Sailing Hall of Fame (NSHOF) today announced the eight people who will make up its 2017 class of inductees: Bill Bentsen (Chicago, Ill./Lake Geneva, Wisc.), a two-time Olympic medalist – bronze in 1964 and gold in 1972 – who has created an indelible legacy for the sport through his contributions as a racing rules and race administration expert; 5.5 World Champion Ray Hunt (Duxbury, Mass.), the innately talented yacht designer of both sail and power vessels; boatbuilder Clark Mills (Clearwater, Fla., best-known as the designer of the wildly popular Optimist dinghy used by children under age 16; windsurfing superstar Robby Naish (Haiku, Hawaii, who won his first world championship title at age 13 and went on to build a multi-million dollar watersports business; two-time Tornado Olympic Silver Medalist Randy Smyth (Ft. Walton Beach, Fla.), whose expertise as a catamaran sailor led to, among other things, work on major motion pictures; and noted America's Cup sailor Tom Whidden (Essex, Conn.), the industry giant who recently celebrated 30 years with global brand North Sails. Two additional Inductees are being recognized with the NSHOF Lifetime Achievement Award: avid sailor Bill Martin (Ann Arbor, Mich.), whose leadership roles in business and sailing – including the Presidency of the U.S. Olympic Committee – led to a noteworthy 10 years as Athletic Director at the University of Michigan, and Corny Shields (New Rochelle, N.Y.), winner of the inaugural Mallory Cup which earned him national recognition on the cover of Time magazine in 1953, who conceived the Shields one-design in 1964 and founded the International One Design class.

The members of the class of 2017 join 57 previously-recognized individuals as the National Sailing Hall of Fame continues to fulfill its mission by drawing attention and recognition to Americans who have made outstanding contributions to the sport of sailing.

“From the way the sport is run to its portrayal on the silver screen, this group of inductees has influenced the broad spectrum of today's watersport's enthusiast,” said Gary Jobson, President of the NSHOF. “In proudly recognizing the legacy of these contributors, by preserving and sharing their stories, the NSHOF is helping to inspire – and challenge – the next generation.”

Following a two-month period this spring during which sailors from all corners of the country nominated their choice for induction, a selection committee – made up of representatives from US Sailing, the sailing media, the sailing industry, community sailing, a maritime museum, a previous inductee, and the NSHOF Board – reviewed a wide range of nominations.

Inductees are American citizens, 45 years of age or older, who have made significant impact on the growth and development of the sport in the U.S. in the categories of Sailing, Technical/Design and Contributor (coach, administrator, sailing media). Nominees of non-citizens were also considered if they influenced the sport in the U.S., and posthumous nominations were also accepted. The undertaking to recognize Americans who have made outstanding contributions to the sport of sailing is central to the mission of the NSHOF which was formed in 2005 and has completed phase one of its plan to establish a permanent facility on the historic waterfront of Annapolis, Maryland.

The Lifetime Achievement Award inducts an American citizen, 55 years of age or older, who has had consistent involvement in sailing for a majority of his or her life and had success in the sport while also becoming successful and achieving noteworthy stature in a non-sailing career.

The 2017 class will be formally celebrated on Sunday, September 24, 2017, with an Induction Ceremony hosted at the world-renowned New York Yacht Club's Harbour Court clubhouse in Newport, Rhode Island. The Induction Weekend has become notable as a reunion of sailing's Who's Who with attendance already confirmed by these previous Inductees: Betsy Alison, Malin Burnham, Steve Colgate, Dave Curtis, JJ Fetter, Meade Gougeon, Peter Harken, Gary Jobson, Bruce Kirby, Bob Johnstone, Rod Johnstone, Timmy Larr, Buddy Melges, Ted Turner and Dave Ullman.

The invitation only event is sponsored by Rolex Watch U.S.A. Additional support is provided by Greenvale Vineyards, Mount Gay Rum, Newport Shipyard, Sea Gear, Vanquish Boats, Volvo Penta and WX/Bread & Butter Wines. The NSHOF will dedicate the 2017 Induction to Sail Newport, Rhode Island's Public Sailing Center.

For more on the Inductees, please visit: <http://halloffamers.nshof.org>.



IN THE NEWS CONT.

A Blue-Collar Focus at ‘Productive’ ABC

The issues were many when recreational boating and fishing stakeholders gathered in Washington, D.C., for the American Boating Congress May 15-17, but the one that stole the spotlight was the acute shortage of technicians in all industry segments.

Overall, the tone, at least on the part of elected officials, was uptight at best, as lawmakers emphasized that they are still hard at work despite the political turmoil in the nation’s capital. And though the industry talked up a number of issues — from ethanol and public water access to invasive species and saltwater fishing laws — it was most vocal on the workforce shortage.

The Marine Retailers Association of the Americas, one of many ABC co-hosts, was happy with the focus on the jobs crisis, says MRAA president Matt Gruhn. “It continues to be a pain point,” he says. “We’re really pleased with the amount of conversation related to workforce issues.”

“It was a very productive conversation,” says Thom Dammrich, president of the National Marine Manufacturers Association, which organizes the ABC. “We had 185 meetings with congressional offices. I think we accomplished our goal of increasing the visibility of recreational boating ... and the economic and social importance of recreational boating. In spite of what’s swirling around in the news, members of Congress are very busy at work every day.”

Calls For Bipartisanship

U.S. Rep. Tom MacArthur, R-N.J., was one of many calling for a less partisan climate in the nation’s capital.

“I’ve been very involved in health care,” said MacArthur, addressing the ABC audience. “I read an article this morning that called me a murderer. It’s not the first. It called me a murderer because I introduced the MacArthur Amendment that moved our health care bill across the House floor.

“As a nation we’ve got to get back to a place where we can disagree passionately, where we respect each other, and the other person doesn’t become a ‘murderer,’” MacArthur said. “Maybe this is where boating can help. Make like we’re floating on a boat ... and realize life isn’t over because we disagree.”

The great political divide was a common theme among speakers. “Welcome to Washington, where the temperature is getting hot in more than one way,” said U.S. Rep. Carlos Curbelo, R-Fla. But he told the gathering it is “always worth coming to Washington and getting up in the faces of elected officials. It really does move the needle. It really does make a difference.”

U.S. Rep. John Garamendi, D-Calif., echoed that sentiment, albeit from a different perspective. “I guess there are days I wish I was sitting in back of my home on the Sacramento River fishing for salmon,” Garamendi said. “Those days seem to be long gone. Welcome to chaos. There’s no other way to describe what’s going on.”

Sen. Joe Donnelly told conferees that some of his favorite memories are tied to being on the water. The Indiana Democrat thanked the industry not only for providing the products that give him those memories, but even more for the jobs it provides.

“When we go home to Indiana we see all the people who work and have good lives ... because of what you make,” says Donnelly, co-chairman of the bipartisan Congressional Boating Caucus. “You put it all on the line. I used to run a small business. If no one showed up, you still have bills to pay. You do it every day, every week, every year, and that makes America stronger. So on my end I want to make sure you don’t have pointless regulations. We want to have our waters clean, but it doesn’t make sense for you to do things three and four times.”

Donnelly says there is bipartisan support in the House and Senate for clean waterways. “There was an effort to reduce funding for the Great Lakes Restoration Fund. Every single senator from every single state that touches the Great Lakes said we are not in a position to go backward,” Donnelly said.

He also touched on the difficult political climate in Washington. “Your folks from home are working hard to make sure the normal stuff is getting done,” he said. “The stuff you read in the papers every day doesn’t affect what we do to create jobs, keep rivers and oceans clean and reduce regulations.”

Read the rest of the article at <http://www.tradeonlytoday.com/features/industry-news/nmma/a-blue-collar-focus-at-productive-abc/>.



IN THE NEWS CONT.

National Standards for Sailing Skills

After six years of intense work involving national surveys and country-wide field-testing validation programs, the U.S. Coast Guard's National On-Water Standards (NOWS) Program grant management team and American Boat and Yacht Council (ABYC) have released the publication of an American National Standard (ANS) for recreational sailboat operation.

This ANS identifies the fundamental skills operators should be able to demonstrate as a result of receiving entry-level instruction in sailing. It is freely available to course designers and instructors for their use in designing and delivering high quality, skills-based instruction in sailing that meets or exceeds the national standard. The National Sail Standard is available for free download from ABYC's online store.

Since 2011, US Sailing has been awarded grant funding from the U.S. Coast Guard to facilitate a consensus-based process by which a team of diverse SMEs from across the recreational boating community, develop entry-level, skills-based performance standards for recreational boat operation.

An objective facilitator designed and is managing the collaborative development of SAIL, POWER and HUMAN-propelled boating standards. The resulting ANSs will be made freely available and recognized (not mandated) by the US Coast Guard for voluntary incorporation in beginner-level recreational boating training programs.

"We are spearheading one of the largest collaboration initiatives in recreational boating history," said Mr. James, P. Muldoon, past chairman of the National Boating Safety Advisory Council and NOWS Program Oversight Committee member.

"Over 3,000 people from across the three domains of recreational boating have been directly involved in the process of developing and field-testing the recreational boating skills standards to ensure their usefulness in the field. Along the way, we have stimulated new relationships with conversations and interactions across people and domains that will positively impact recreational boating education for the foreseeable future."

Formally approved on May 25, 2017, EDU-3 Skills-based Sailboat Standard is one of three American National Standards developed by the NOWS Program, working in partnership with ABYC using its ANSI-approved process, and hundreds of volunteers across the country. It was developed as part of the US Coast Guard's initiative to raise the overall quality, availability and consistency of On-Water skills-based recreational boating instruction.

The sailing standard represents the consensus of recreational boating experts, and a definitive statement about what fundamental skills course designers and instructors should include within their sailing training programs. It was developed on paper and then field-tested 197 times with over 60 beginner-level sailboat operators by 69 sailing instructors at five different venues across the country to ensure it effectively identified the skills entry-level boaters should have to help them safely operate recreational sailboats.

Sources: **US Sailing & Sailingscuttlebutt.com**



MEMBER NEWS



VOLUME IV 2017

Benefit Update

CONNECT TO YOUR CUSTOMER!

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“ Global ocean surface temperatures have warmed 1.5°F since 1880. ”



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JOB POSTINGS

Development Director

Sailors for the Sea

Reporting to the President, the Development Director serves as a key team member and an active participant in making strategic decisions affecting the organization. In partnership with the President, this position is responsible for all fundraising, development activities and strategic partnerships. It is expected that the amount raised by the organization will increase in future years as the Development Director systematically and effectively strengthens the organization's overall fundraising capacity.

Responsibilities

- Support and partner with the President and board members on all major fundraising initiatives
- Collaborate with the President and Finance Director to develop and implement the organization's financial strategy by developing key external alliances and cultivating individual and foundation support
- Primary responsibility for establishing and implementing the infrastructure needed to grow the budget through the solicitation of major individual gifts, special events, and corporate and foundation support
- Expand and diversify the organization's donor base to increase visibility, impact and financial resources; monitor all donor information
- Research funding sources and trends to help position the organization ahead of major funding changes
- Write and execute grant proposals with an emphasis on building and maintaining a long-term relationship with the funder
- Provide and present statistical analysis of all fundraising initiatives to the staff and board
- Work closely with the President and board members to support their fundraising efforts
- Monitor and report regularly on the progress of the Development program

Qualifications

- Five or more years of professional experience at a nonprofit organization, demonstrating success in a development role (managing and forging relationships with multiple donor sources)
- Experience with cultivating and expanding existing high net worth donor relationships over time
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of donors and build long-term relationships
- Have a professional, resourceful and flexible style; a leader who can positively impact both strategic and fundraising initiatives
- Ability to work independently and as a team player, to take initiative, and to manage multiple tasks and projects simultaneously
- Ability to construct, articulate and implement annual strategic development plan
- Strong organizational and time management skills with exceptional attention to detail
- High energy and passion for the organization's mission
- Knowledge of and contacts in the sailing and powerboating sectors is helpful
- Bachelor's degree required

Deadline to apply: Friday, August 11, 2017

To apply please send cover letter and resume as a combined document in PDF format to resumes@sailorsforthesea.org.



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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 2018.
2. Four complimentary tickets to Pacific Sail & Power Boat Show in Richmond, CA, April 2018.
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.