



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.



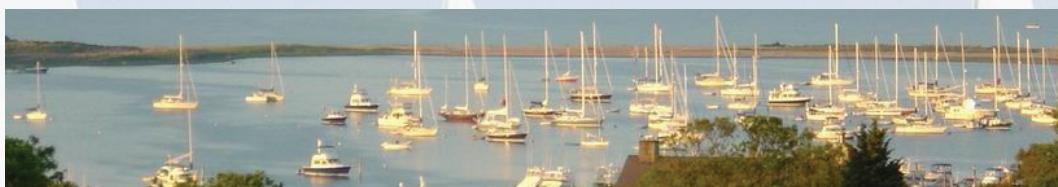
MEMBER NEWS

- 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 V 2017



Promoting the health and growth of sailing.



MESSAGE FROM THE SAIL AMERICA ASSOCIATION MANAGER

Dear Sail America Members,

As you read this issue of Sail America Member News, look for the photo of me sailing with a terrific bunch of women on a beautiful August evening. While I have been cruising this season — out with my daughters and just playing around with boats — this was my first race in at least 10 years. It was energizing yet peaceful, and I can't wait to race again. I realize how much I've missed it.



You'll find some exciting articles in this issue of Sail America Member News, including a first-hand report on the Chicago Mac race from board member Lou Sandoval; a professional development book review from board chair, Jim Abel; and insider tips on the upcoming US Sailboat Show in Annapolis. These articles reflect a deliberate shift in content — to better align with the Sail America mission “to support the success and growth of its member businesses” by promoting professional development and networking opportunities for its members. Give it a read and let me know what you think.

While the back-to-school bustle of August means the end of full time summer, there are lots of sailing and boat show activities still underway and I hope you continue to get your feet wet on the water. Meanwhile, here at the office, planning is underway to ensure the industry sees the Sail America banner flying at events around the country in the months to come. Mark your calendars to join us at some of them! Be sure to look for us when you are there. We'll be looking for you at the:

- Newport International Boat Show, Sept. 14-17, 2017 in Newport, RI
- United States Sailboat Show, Oct. 5-9, 2017 in Annapolis, MD
- Sail America Industry Breakfast, Oct. 6, 2017 at 8 a.m. in Annapolis, MD
- St. Petersburg Power & Sailboat Show, Nov. 30 - Dec. 3, 2017 in St. Petersburg, FL

Meanwhile, stay tuned for Sail America's first professional development webinar in the next few months!

I hope you'll make the most of these last few days of summer on your boat. I certainly plan to — getting in a final sail or two on Narragansett Bay before the season is over!

Warm regards,
Katie





MESSAGE FROM THE SAIL AMERICA PRESIDENT

Dear Sail America Members,

The sailing industry, particularly in the northern latitudes, is starting to move into the fall season. This week I am visiting the Detroit and Chicago market, where sailors in the Great Lakes are already preparing to pull boats for winter storage. The shorter days and return to school remind us that summer is truly ending.

I have dry docked my sailboat (moored in Arnold, Maryland) for the month of August to complete some minor repairs and have the boat ready to launch again in early September for the fall sailing season. Luckily for me, I am on vacation the first couple of weeks of September and am looking forward to playing on the water. In my opinion, September to November — with the cooler days and better winds — is the best time to be on the Chesapeake Bay.



Sail America is committed to providing outstanding member value with participation in upcoming industry events and to offering exciting new content in the Sail America newsletter. Check out Katie Kelly's letter for further details.

Since July 4th, I have been reflecting on the past year and my new adventures with Sail America. It has been an exciting journey. I have been thinking about the great year Sail America has had with Pacific Sail and Power Show in Richmond California, our Sail America Industry Conference in Milwaukee, and our board of directors meetings in Chicago and Milwaukee. We have accomplished a tremendous amount as a team and I am grateful for the world class Sail America staff and our dedicated board of directors.

Lastly, I want to personally encourage Sail America staff and Sail America board members to connect to each member at the upcoming boat shows and industry events. Let them know you are there to say "Hello" and to ask them about the supportive work Sail America has been doing for our members.

Thank you!

Sail America Staff:

Katie Kelly, Sail America Association Manager; **Kayce Florio**, Sail America finance manager; **Stephanie Grove**, Sail America Membership & Events Manager; **Allison Clark**, Administration & Newsletter; **Sara Watson**, Pacific Sail & Power Show sales manager; and **Jorgen Bateman**, Pacific Sail Power Show operations manager

Sail America Board of Directors:

Jeff Johnstone, Sail America Treasurer Secretary, J Boats; **Erin Schanen**, Sailing Magazine; **Mark Pillsbury**, Cruising World; **Bob Ross**, Sail Northwest; **Scot West**, Sail America past president, Ronstan; **Kevin Murphy**, National Marine Manufacturers Association; **Jack Gierhart**, US Sailing; **Kevin Carlin**, Mastry Engine Center; **Peter Trogdon**, Weems & Plath; **Chris Doscher**, Beneteau; **Reagan Haynes**, Soundings Trade Only; **Lou Sandoval**, Karma Yacht Sales; **Josie Tucci**, The Moorings; and **Kimo Worthington**, North Sails

I look forward to seeing many of you at the Sail America Industry Breakfast at the Annapolis Sailboat Show October 6th.

Sincerely,

Jim Abel
Sail America President





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United States Sailboat Show City Dock, Annapolis, Maryland October 5-9, 2017

In October sailors from around the globe gather on miles of docks in beautiful historic Annapolis for the 2017 United States Sailboat Show. As the only remaining in-water sailboat show in the world, it's on all our calendars. Sail America staff and board members will be there. Look for us. We'd love to walk the docks with you!

Plan your visit:

- **VIP Preview Day**, Thursday, October 5: Be first in line for the unveiling of new boats, new products and opening day discounts. This is a special day for the serious sailor — the best for shopping and the ideal for talking with exhibitors and touring sailboats. Avoid the crowds.
- **Sail America Industry Breakfast** Sponsored by Annapolis Boat Shows, October 6, 8 a.m.: This annual industry meeting — open to all industry professionals — includes a networking breakfast, presentations, the awarding of the annual **Distinguished Service Award**, and the annual Best in Show Awards. Join us!
- **American Sailing Summit**, Naval Academy Club, October 5-9: The country's foremost sailing experts present a sailing symposium like no other. Select from eight days of workshops and from more than 100 courses and workshops that explore all aspects of sailing — from beginning sailing to blue water passage-making and everything in between. Topics include boat selection and preparedness, outfitting, engine and electrical systems, anchoring, safety, rigging and sails, cruising budgets, insurance, galley essentials and storm survival tactics, as well as onboard lessons and sea trials.
- **Acres of On-Land Exhibitors**: The sailboat show has the latest in navigational equipment, high-tech electronics, boating accessories, clothing, gear, and related services such as boating clubs, charter companies, insurance firms and lending institutions. Boat show attendees shop from a vast display of boating products and services.
- **Sailboat Manufacturers**: This is the only boat show in which virtually every major sailboat manufacturer is represented. Sailors have the unique opportunity to board and inspect most new models on the market, make side-by-side comparisons, and talk to industry representatives about all aspects of buying and owning a boat.
- **And more! See you there.**

www.annapolisboatshows.com



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INSIDER TIPS:

Heading to the US Sailboat Show in Annapolis? Here are some fun recommendations from the Sail America Board.

Breakfast or Lunch: Pip's Dock Street Dogs

118 Dock Street
www.pipsdogs.com

Best Breakfast Places:

The Iron Rooster

Recommended by Lou Sandoval, Karma Yachts
Opens at 7 am
Address: 12 Market Space
www.ironroosterallday.com

Chick and Ruths Deli

*If you are there at 0830 during the week or 0930 on the weekend, prepare to stand for the Pledge of Allegiance.
Recommended by Kevin Carlan, Yanmar.*

Open 6:30 am – 11:30 pm
165 Main Street
www.chickandruths.com

Josie Tucci, of the Moorings, suggests breakfast at **49 West**, for great eggs benedict and outside seating.

Opens at 7:30 am
49 West Street
www.49westcoffeehouse.com

Off-campus lunch or early casual dinner:

Eastport Kitchen

"While this is not directly downtown, it's close enough. You will find tasty food, with some vegan and gluten free options, and I guarantee you will see some of your friends from the local community! A friendly local café with a great vibe," says local Margaret Podlich.

923 Chesapeake Avenue (Eastport Shopping Center)
www.eastportkitchen.com

Crabs: "Cantlers," according to Jack Gierhart (as well as all the locals!)

458 Forest Beach Road
You'll need an Uber or a car to get there, as it's a few miles from town.
www.cantlers.com

"The breakfast sandwiches at Pip's Dock Street Dogs are outstanding, and the dogs for lunch deserve a five-woof rating," says Mark Pillsbury of Cruising World.





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Down time?

Catch the water taxi from the show exit near the Annapolis Waterfront Hotel.

www.cruisesonthebay.com/annapolis-water-taxi

Local Flavor:

Jim Abel, another Annapolis local, recommends one of the **public guided-walking tours at the Naval Academy**.

Professional, certified guides talk about midshipmen life and comment on the major attractions on the Yard, including the crypt of John Paul Jones. Tours depart from the Visitor Center (about 1000 ft from the boat show) and last about 80 minutes. Adults: \$11

www.usnabsd.com/for-visitors/public-tours/

After Dark?

Josie Tucci suggests you enjoy the live music and darts at **Stan & Joes**.

37 West Street

www.stanandjoessaloon.com

Parking:

Peter Trogdon offers great bathrooms and free Wi-Fi at **Weems & Plath**. Park in Eastport and ride one of the two Weems & Plath free electric shuttles to and from the show.

Overall:

From NMMA's boat show guru Kevin Murphy, some more good thoughts:

- Plan early and confirm your travel as soon as you can.
- If you don't require high-end accommodations, stay in one of the local historic B&Bs or smaller hotels, which offer a lot of history and charm. (www.historicinnsofannapolis.com)
- Drink beer at the local pubs and eat crab at a local crab house.
- Take a local walking tour since there's a lot to see in Annapolis.
- www.visitannapolis.org/discover/articles/historic-annapolis-a-museum-without-walls
- Check the weather and plan accordingly.
- And from Josie Tucci: Never wear new shoes!

Visit DC!

"If you are coming from out of town and have never been to the Washington DC Mall take a day or three to check out some of the best this country has to offer, Smithsonian Museums, National Gallery of Art, Monuments and a whole lot more," said Bob Ross of Sail Northwest. (Ed note: remember most of these places are free!)

"Hop on the water taxi for a ride to Eastport for lunch during the show or a cocktail after. It's a good way to relax a little, get a great view of the show from the water and the walk back over bridge offers great views too," says Erin Schanen of Sailing Magazine.



Imagine...



UNITED STATES SAILBOAT SHOW

October 5-9, 2017

City Dock ~ Annapolis, MD

Brokerage Cove • Vacation Basin • VIP Lounge

Introducing:

AMERICAN SAILING SUMMIT IN ANNAPOLIS

HENDRICK'S
ESTABLISHED 1870
VGIN'S

CRAB
Chesapeake Bay Accessible Boating

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Est. 1969

COASTAL
ESTATES
BV

THE BRITISH
VIRGIN ISLANDS
NATURE'S LITTLE SECRETS

CRUISING
WORLD

PILAR
PAPER

SNAG-A-SLIP
EXPLORE. BOOK. BOAT.

19 Crimes

PLAN YOUR VISIT NOW!

AnnapolisBoatShows.com



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St. Petersburg Power & Sailboat Show

St. Petersburg, FL

November 30 – December 3, 2017

The 40th Annual St. Petersburg Power & Sailboat Show is the largest boat show on the Gulf Coast and takes place Thursday, Nov. 30 through Sunday, Dec. 3, 2017 at the Duke Energy Center for the Arts Mahaffey Theater Yacht Basin and Albert Whitted Park in St. Petersburg, Florida. Sail America staff and board members will be on-site, so come walk the docks with us. We'll be looking for you too!

In addition to the large selection of exhibits at this year's show, there will be an array of special events and fun and educational activities, including Sail America's Discover Sailing programs, the Sail America Cruising Seminar Series, and the youth fishing clinics presented by the nonprofit Hook The Future. As the programming is finalized, courses and seminars will be posted online. Stay tuned for more information. Pre-registration will be required for some courses and seminars, so be sure to register early to secure your spot!

Show Information: www.showmanagement.com

Sail America Discover Sailing programs: <http://www.sailamerica.com/education/discover-sailing-events/>

Sail America Cruising Seminar Series: <http://www.sailamerica.com/boat-shows/sa-seminar-series/>



ST. PETERSBURG POWER & SAILBOAT SHOW

NOV 30-DEC 3, 2017



- ⚓ CRUISING OUTPOST PARTY
- ⚓ BOATS RANGING FROM 8' - 90'
- ⚓ MARINE ATTIRE AND ACCESSORIES
- ⚓ FOOD, REFRESHMENTS & LIVE MUSIC
- ⚓ "HOOK THE FUTURE" KIDS FISHING CLINICS
- ⚓ THE LATEST IN ELECTRONICS & ACCESSORIES
- ⚓ DISCOVER SAILING AND SAIL AMERICA SEMINARS

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THURS & FRI: 10AM - 6PM

SAT: 10AM - 7PM

SUN: 10AM - 5PM

Discover **Sailing**
The Ultimate Adventure





NEWS & EVENTS

A Circuitous Route to the Sailing Life

By Heather Steinberger

This Chicago man didn't grow up sailing, but it became a passion he's passing on to his family.

Like a sailboat, life never moves in a straight line from the starting line to the finish. It also has a tendency to blast you with roaring winds, strange currents and a startling array of unexpected circumstances, which means you'll learn a heck of a lot along the way—and very likely emerge stronger and wiser than before.

No one understands that better than Lou Sandoval, whose love of sailing has taken his life in directions he never expected and forms the backbone of everything from his profession to his family life.



Photo by Mike Thoney.

Sandoval didn't grow up in a sailing family. Far from it. His paternal grandparents were migrant workers; they regularly traveled from their farm in Mexico to farms in the United States that needed help. As a result, Sandoval's father and his seven brothers and sisters were born in communities across North America.

"My father was born near Minnetonka, Minnesota," he says. "After his parents died, he came to live in Chicago with his oldest brother, and he got a job in the steel mills at age 18."

The elder Sandoval worked in the mills for more than 40 years, providing a solid working-class upbringing for his own four children, who he and his wife enrolled in private Catholic schools.

"They made sure we got a good education," Sandoval says. "It was a good foundation for all of us, and we grew up with strong family values."

The first in many twists of fate came in the form of the Cub Scouts. A friend invited an 8-year-old Sandoval to attend a meeting, and he was intrigued by what he discovered.

"They did so many fun outdoor things, like camping and hiking," he recalls. "When I was 10, I went to a scouts' summer camp in Michigan, near Muskegon. That's where I started sailing. I earned a merit badge sailing Sunfish."

Sandoval's childhood experiences at the Owasippe Scout Reservation's Big Blue Lake shed entirely new light on his home. Although it sat in the shadow of the steel mills on Chicago's South Side, it was just two blocks from Lake Michigan.

"So many Chicago kids live near the lake, yet they never go there," he muses. "That's a challenge for our city, because the water can give young people so many opportunities."

That certainly was true for him, although it wasn't obvious at the time. He continued to enjoy sailing on his way to earning the



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rank of Eagle Scout, but he set his sights elsewhere.

"I loved sailing, along with playing football and ice hockey, which was somewhat atypical for someone of my background," Sandoval says with a laugh. "I also became interested in medicine.

"I decided I wanted to be a physician," he continues. "Scouting, in a way, was like career development. It reinforced my foundational values and character, it challenged me to seek out new opportunities, and it taught me that it was OK to explore and learn different things. I focused on the science merit badges, and when I went to college, I majored in biochemistry and was pre-med."

Sandoval earned his Bachelor of Science degree from DePaul University in 1988 and started his thesis while working in an interim research position at Chicagoland's Loyola University Medical Center. Then he realized he had a problem. Despite years of aspiring to become a doctor, he felt drawn to the biotech/biomedical industry instead.

When a management position came his way, his business career took off. Sandoval would spend 17 years in the biotech world, earning three management certificates in business from Northwestern University in the process.

After a couple of years traveling to different countries for six-month stints in each place, he relocated to Seattle. He says he knew little about the Pacific Northwest prior to calling it home, but it had a couple of positives going for it.

"I knew it had mountains, and that was good, because I like to ski," Sandoval recalls. "And it had the ocean, which was a prerequisite for a kid who grew up on the lake."

As he settled into his new life, he got to know a number of physicians who owned boats but didn't have time to maintain them. Sandoval spotted an opportunity to develop a business, and to reignite a passion.

"For awhile, I worked north of Chicago, and I knew people who sailed out of Waukegan Harbor," he explains. "That was my re-entry into the sport, as I was away from it post-scouting. So, when I moved out West, I got involved at the Corinthian Yacht Club of Seattle and realized I could build a side business."

Sandoval attracted six valuable clients who needed him to manage their 38- to 55-foot boats so they'd be ready to go out at a moment's notice. Some of these clients were racers, and Sandoval soon secured a crew spot on the Victoria to Maui International Yacht Race.

The Vic-Maui is the West Coast's longest offshore sailing race and a gem in the crown of Pacific Northwest ocean racing. The bug bit hard, according to Sandoval, who went on to complete several Newport to Cabo Races and two Transpacific Yacht Races.

"The Transpac is phenomenal," Sandoval marvels. "To leave Los Angeles and sail in the trade winds until you see Diamond Head... and me, just a kid from the South Side of Chicago."

Next, Sandoval's career took him to Miami, where he continued sailing and racing, becoming regular crew in the Southern Ocean Racing Conference. He'd sold his side business to a subcontractor, but his reputation followed him, and the boat business proved difficult to shake off.

"I started getting calls to see if I could set something up in South Florida," Sandoval says. "One guy in particular was really persistent. Before I knew it, I had seven clients."

He was back in the boat-management business, and he continued to pursue long-distance ocean racing, from the Newport Bermuda Race to the off-the-record Havana Cup. In the latter, sailors cast off from St. Petersburg and set sail for Cuba, where they would round a buoy off Havana Harbor before making the return trip.

"It was kind of a bootleg race," Sandoval says. "It was all about the thrill and adventure. That's me. I love hiking, biking, mountain climbing—when I was in Seattle, I climbed Mount Rainier. That comes from my scouting experience, that need to be outdoors and have adventures."

Read more at: <http://sailingmagazine.net/article-1903-a-circuitous-route-to-the-sailing-life.html>



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Share with Your Local Nonprofit! \$1500 grants from West Marine

During the month of September, West Marine will accept online applications for its 2017 BlueFuture grants. Encouraged to apply are nonprofit, youth-focused, community-based organizations that teach sailing, powerboating, fishing, paddling or boatbuilding skills; foster aquatic sustainability and conservation practices; and encourage learning in the marine sciences. The \$1,500 grants are given without restriction; in other words, grant recipients are free to use the funds as they see fit. Grant recipients will be announced in November.

To learn more about West Marine's 2017 BlueFuture grants, visit www.westmarine.com/bluefuture

Offshore Sailing School Announces New Sailboat Training Affiliation with Freedom Boat Club

Offshore Sailing School President and CEO, Doris Colgate, announced that the company has formalized a relationship with Freedom Boat Club's 17 SW Florida – Corporate-Owned Clubs to offer members 40% savings on Offshore Sailing's Learn to Sail certification course tuition.

Freedom Boat Club is the largest and oldest boat club in the country, with 130 franchise and corporate- owned locations throughout North America. Besides providing access to a fleet of 1600 boats, the club provides and mandates free and unlimited powerboat training to its 16,000+ members taught by U.S. Coast Guard licensed captains. While the club has a scattering of sailboats in its fleet, FBC members must have earned their own national sailing certification in order to reserve and use a sailboat.

"We expect our new, two-day Learn to Sail course will attract Freedom Boat Club members who have an interest in sailing and access to the Freedom fleet," states Colgate. "Further, Freedom Boat Club's franchise network will also have the opportunity to learn about this program this Fall during the company's annual franchise conference, and to add Colgate 26 sailboats, designed by Offshore Sailing School founder Steve Colgate, to their fleets."

Added Freedom Boat Club President and CEO John Giglio, "We are pleased to launch this specialized sailing training collaboration with Offshore Sailing School which is a recognized leader in the sailing and boating education industry. We look forward to launching this in SW Florida and believe our members will respond positively to this wonderful new opportunity."

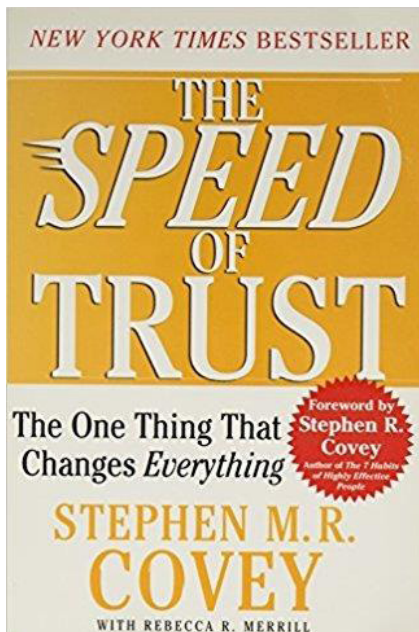
The two-day weekend Learn to Sail course tuition is discounted for Freedom Boat Club members and covers the basics of sailing on Colgate 26 keelboats. Courses are available with advanced reservations on a year-round basis at resort destinations on Captiva Island, and Ft. Myers Beach, and upon request in St. Petersburg, Florida. Reservations will be taken on space-available basis and there are no holiday restrictions for SW Florida Freedom Boat Club members.

Students enjoy a fast-paced, comprehensive learning experience with classroom and on-water instruction from 8:00 a.m. to 5:00 p.m. daily. The course includes textbooks and testing for US Sailing Basic Keelboat certification. The school also offers the same curriculum in a five-day schedule with half-day sessions which allows participants to combine a learning vacation with other activities available in and around the resort locations. The course with resort accommodations is available at a discounted rate for SW Florida Freedom Boat Club members.

"When I gave a talk to the Boat Club's 'Freedom Divas' a few months ago, there was a lot of interest by their female members in learning to sail," explains Colgate. "We're excited to partner with Freedom Boat Club in this joint initiative."



PROFESSIONAL DEVELOPMENT



Speed of Trust

Contributed by Jim Abel, Sail America President

I am excited to recommend one of my favorite business books, **Speed of Trust** by Stephen M.R. Covey.

Covey's basic message for managers and business owners is that consistently implemented trust will accelerate growth and reduce costs in the organization. "... Trust always affects two outcomes — speed and cost. ... When trust goes down, speed will also go down and costs will go up ... When trust goes up, speed will also go up and costs will go down." Covey refers to this as the 'Trust Equation.'

Together with what I learned in Covey book, I had the opportunity to participate in a 360 degree trust evaluation. (For those unfamiliar with the 360 degree process, it is a survey that taps a host of anonymous colleagues to provide their input on how you are doing in one or more subject/skills areas. In this 360-degree survey, the focus was solely on the issue of trust). The survey began with a questionnaire I took for myself. Meanwhile, my boss, peers and the team I supervise answered the same questions, ranging from my trustworthiness to how I develop trust. It was the most mean-

ingful "real" evaluation of my 35-year career. Much of the feedback was gratifying. Some felt raw. Together, it provided a foundation for reflection and opportunity for self-improvement. While there is not time or space in this article to share the input of each of the reviewers, I would gladly elaborate over a beer at the next Sail America Industry Event! The bottom line is this: the feedback was life changing for me.

Covey's book talks about the four cores of trust: Integrity, Intent (your motive or plan), Capabilities (talents, knowledge, skills) and Results (performance past, current and anticipated). He outlines practical steps to build, restore and develop trust (including with individuals who you don't trust or who might not trust you). He also explains smart trust — i.e., good trust judgment without being gullible. The steps provide guidelines for improvement.

The book also discusses the five 'waves' of trust — i.e., that trust exists not only between individuals, but with self (I trust myself), groups, organizations, markets and society. The concept is that trust starts in the middle, with self-trust and works its way outwards. Like a pebble being dropped into a pond of water, the waves radiate out in all directions from the center. But the initial cycle of trust starts with You.

Finally, Covey provides 13 behaviors that most of us learned from our parents at an early age: talk straight, show respect, right wrongs, practice loyalty, deliver results, get better, confront reality, clarify expectations, be accountable, listen first, keep commitments and extend trust to others. Covey encourages us all to focus on improving trust, especially in organizations using the trust processes highlighted in his book and incorporated into "Trust Action Plans."

Covey believes the #1 competency for successful business leaders today is building trust and delivering trust. I agree. And, I encourage you to read the book for personal and professional gain.

Speed of Trust, by Stephen M.R. Covey, 384 pages, 2006 is available in a variety of formats at **Amazon**.



Photo by Ann Vandromme Hood



WAYPOINTS

TED HOOD, JR.
Wellington Yacht Partners

In the intimate world of yachting in New England there are first families, and many have fond memories and a deep admiration for Ted Hood, Sr. I doubt there was ever a boat that he didn't love. He was a remarkable man and I'd like to add, kind, a trait he has passed on to his son, Ted Hood, Jr. Ted continues to share his father's passion for the industry with his company Wellington Yacht Partners and his father's joy of a challenging race at sea.

Q. What was life like in the Hood household, you must have some great memories sailing as a family, any you care to share?

A. Growing up in my family, life was constantly evolving around boats. My father being the industry icon that he was, was doing everything at the same time; building boats, designing, sail making, racing boats. Probably the most time we spent together, which was special, was racing together. He would recruit my brothers and I as crew, we were quite young, my first ocean race was when I was 10 years old in 1969.

He was always joking that he designed and built his own boats but he also made his own crew.

Having him as a father was a wonderful experience, we had a lot of quality time with him doing some really adventure type stuff, particularly when we became teenagers, old enough to do more things with him, like the long-distance races. I really had the chance to get to know him as a sailor and a businessman because I also worked with him later for much of my career. I was extremely lucky to have grown up in that environment. Living on the water in Marblehead, since I was a toddler, I was always on boats.

Q. I read you once found boat foam and strapping under the Christmas tree?

A. Yes, that's a true story. His work ethic was inspirational, he worked hard but he also liked to do a lot of things with his hands, and he was quite talented at it. I was always watching him, taking an interest in boat design and carpentry, building things, I finished off a dingy when I was little and then at 16, I designed and built a rowing shell. He knew I was getting into this project, so under the Christmas tree that year, he gave me some foam and some lumber to build the hull, that was an exciting Christmas.



Q. Your career in boating then, was probably always a given?

A. It was certainly a possibility, it always existed because of my surroundings, but it was a choice that I ultimately decided to make, because most of us who are in this business today, like to be around boats, otherwise, we would not enjoy the job as much. I definitely think growing up in a nautical family the natural inclination would be to spend my life continuing to help people on the water, trying to make their time on the water more enjoyable and more productive, most of us in the industry have that belief. Whatever we are doing, building or designing or doing service work we are all trying to keep that boat owner happy on the water and having an enjoyable experience; it helps keep the industry afloat and certainly helps the owners' personal life when the experience is good. I think we have a belief that boating is one of the few things you can do today that really keeps your family together when you want to get them away from the shore base distractions. It is also something you can do later in life in your golden years by finding the time to go off on long voyages, now that the kids are gone and really get away from it all and experience places and destinations that most people don't ever get to; that's what those of us in the industry like doing the most when dealing with our clients.

Q. How did you prepare yourself for this career, what is your background?

A. I went to a public school in Marblehead, Massachusetts which has a good school system and it's a nice place to grow up. Then I was lucky enough to get into Brown University and got an engineering degree, which gave me a solid background of thinking. I started out of school working with my father in his design office for a couple of years and really had more interest on the business and marketing side. I dove into Little Harbor custom yachts for 15 years or so in the mid 1990's when we were developing that brand. I was fairly active in the business dealing with all our customers and doing product development; it really was a fun time for me.

Q. Have you delved into boat design yourself?

A. I decided a few years after school that it was not something I wanted to do full-time. I enjoyed it but I felt there were other people who were better at it than me, in terms of all the nitty gritty drafting techniques. I just didn't see myself working at a drafting table all my life. But I did and still enjoy the process and have a good understanding of the design and naval architecture of why some boats will sail better than others, it remains an interest of mine. But the development and sales side of things is where I have had the most fun. After the mid 1990's and 15 years of working with the Little Harbor brand, I returned to school for my MBA degree, to advance my skills while I continued to work with my father and two brothers for a while. Then my father sold one of the larger companies here in 1999, at the time I was working more on yacht brokerage and consulting work, helping people find and sell boats and it was something I enjoyed doing, talking to the clients. Then finally in 2008 I felt I just wanted more control and to do something on my own.

With the help of two other partners that I knew from the industry, that I reunited with, in 2008 we started Wellington Yacht Partners. One of the partners I had worked with for a while and the other was a younger guy. Within a short time, I had more of my former colleagues join us and it has been kind of like reuniting the old band from Little Harbor days to some extent along with some new colleagues.

Today there are 10 of us that make up Wellington Yacht Partners, eight of us have worked together for a long time and the other two are younger guys that we are happy to have with us. We have many years of combined experience, coming from backgrounds such as yacht captains and engineers, with a lot of stories to tell and a lot of expertise!

Q. People must approach you all the time, offhanded or professionally to get your boating advice?

A. We do some of that on the brokerage and consulting side, it's what I have been doing for the past 20 years. You know, you can't always find an existing boat for someone. So, on the custom side, not production built, it is a fun project to propose ideas and pull together a designer and builder to help the client through the process and be also involved with the project. We have done that a few times with larger power and sailing yachts and it has been a fun experience to see a project through from start to finish and rewarding in that the client gets exactly what they want.

>> CONTINUED ... Read the rest of the article on www.sailamerica.com.



IN THE NEWS

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.

FACTS & FIGURES

In mid August, Boating Industry hosted a the “State of the Industry 2017” webinar. In case you missed it, here are our key takeaways:

- The overall boating market continues having single digit growth in sales.
- Pontoons and saltwater fishing are driving the growth. 1 in 4 powerboats sold are pontoons.
- Despite a growing US population, the number of boat owners (excluding paddlecraft) is going down and this trend is expected to continue.
- We are not replacing boaters as quickly as we lose them. Between 2010 and 2015, 2.6 million people left boating, and 2.0 million first time boat owners entered.
- The bulk of boaters are getting older, which reduces the number of years we can sell to them.
- If someone bought their first boat – a sailboat - in 2005, what has happened to them by 2015? 77% have left boating, while 23% have bought another boat.

Interested in more? The full webinar can be seen at:
boatingindustry.com/webinars

BoatingIndustry



MEMBER NEWS



VOLUME V 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.

“ Only 6% of the animals listed & protected by the Endangered Species Act live in the ocean. ”



Learn more at sailorsforthesea.org.



JOB POSTINGS

Multimedia/Web Project Administrator

BoatU.S.

The BoatUS Foundation for Boating Safety and Clean Water is looking for a Multimedia/Web Project Administrator at our Foundation in Annapolis, MD. The shift will be Monday – Friday, 8:30 AM – 5:30 PM.

The responsibilities will include:

- Create new & edit existing graphics & video content for use on web, social & print platforms
- Write clear & error-free web content
- Update Foundation websites
- Contribute creative ideas to enhance Foundation programs
- Provide exceptional customer service via email & phone supporting our online learning products
- Support other Foundation programs

Job Requirements:

- Bachelor's degree or equivalent experience
- 1-3 years' experience, recent college graduates are encouraged to apply
- Working knowledge of Adobe Creative Suite
- Experience with HTML5, CCS, & JavaScript
- Knowledge of UI, browser compatibility, mobile web needs & general web standards
- Demonstrated ability to meet deadlines with attention to detail & quality
- Experience designing responsive web pages & HTML emails

Desired Qualifications

- Boating experience
- Ability to work both independently & collaboratively
- Excellent phone/email customer service skills
- Strong writing & editing skills
- Visual Force &/or Apex programming Experience
- Graphic Design Experience

How to Apply

You will need an active email address and phone number. Email HRKari@boat.us your resume and salary requirements, preferable as Word.doc files or PDF.

Learn more at <http://www.boat.us/employment/jobs.asp?job=1012>.



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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.