



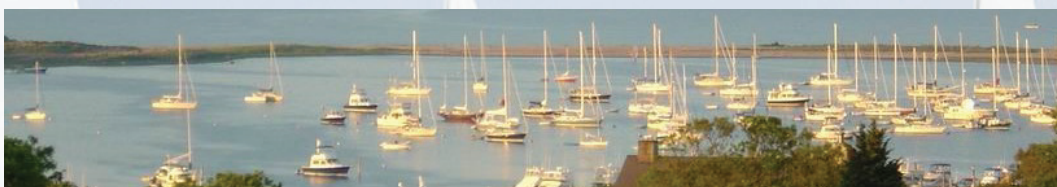
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SAIL AMERICA MEMBER NEWS

Volume I 2022



Promoting the health and growth of sailing.

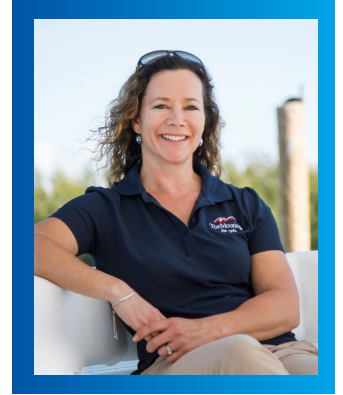


MESSAGE FROM THE SAIL AMERICA PRESIDENT



Dear Sail America Members,

No sooner did we think we'd turned the page on COVID, than 2022 arrived with a fresh wave of concerns in the name of Omicron. Although seemingly less harmful than prior variants, one of the world's premier boat shows, Boot Düsseldorf, nonetheless fell victim to this new wave of infection and was canceled just a few weeks out. Thankfully for us in the U.S., the Miami International Boat Show was able to go ahead, with a new location for the sailboat show that was generally deemed a success—both because the venue was more accessible than the previous one and was better connected to the in-water power boat show. Sales were reportedly strong, despite rising prices, supply chain issues, and limited inventory pushing sales of some brands into 2023 and beyond. Another hot topic on the dock was the electrification of propulsion. Most major manufacturers are actively investigating a swath of emerging technologies, each with its own pros and cons and most still some ways off from delivering the power usage and autonomy today's consumer demands.



Here at Sail America, we have our own in-person event coming up—the Sail America Industry Conference (SAIC), to be held in the lively sailing town of Annapolis, on the Chesapeake Bay, April 6-8. Join your peers for networking and education, including seminars from leading business speakers on managing change, developing your team, innovation, and cybersecurity, as well as the Neptune Marketing Awards and the inspiring story of American Magic's return with Terry Hutchinson. If you can't attend, then join us virtually in the coming months for online webinars, like the one we just hosted with Sally Helme, publisher emeritus of Cruising World and Sailing World. Sally presented the 2021 State of the Sailing Industry Report, which showed significant shifts in the industry, from a rise in younger sailors to the influx of larger catamarans hitting our shores, while domestic production of small boats remained healthy.

Seeing one another again and sharing our passion for sailing reminds me how grateful I am to be part of this industry, sport and lifestyle. Meanwhile, the tragic events in Ukraine that have dominated the headlines remind us all how fortunate we are to have our freedom.

A handwritten signature in cursive script that reads "Josie".

Josie Tucci
Sail America President

SAIC

April 6-8, 2022

The Westin Annapolis
Annapolis, MD

Sail America Industry Conference

Grow
Your Business.
Grow the Industry.

Sail America

The two-day Sail America Industry Conference (SAIC) is the place for Sailing Industry professionals to learn about new topics and trends, receive updates, and network with over 150 participants. The conference hosts speakers, workshops and panel discussions with industry leaders and colleagues. Featured events include a group activity, a day-and-a-half of educational seminars, an industry reception and more.

Sail America is encouraging our members to host “wrap-around” company events at this year’s SAIC. This could include staff retreats, leadership meetings, strategic planning meetings and sales team meetings.

Networking, Regatta & Raffle!

- Less than one month away - [Register NOW](#).
- Plan your arrival for our Opening Reception -Wednesday, April 6th from 6:00 pm-8:00 pm.
- 2022 SAIC Regatta is on! Get your crew together and reserve your boat. Annapolis Sailing School (ASS) will be hosting a fun regatta from 1:30 pm– 4:00 pm on April 6th ahead of the SAIC. Check out their [web site](#). They are providing six rainbow sailboats, which can be sailed with up to four crew members. We plan on running three races followed by a post regatta party. Reserve your boat now by clicking [HERE](#).
- Join us for a raffle featuring 6-night, 7-day bareboat yacht charter aboard a sailing monohull up to 45’ in length in the British Virgin Islands, valued up to \$8,000 and more at our evening reception on April 7th from 5:00 pm-6:30 p.m. Don’t miss out!

To register and to learn about session descriptions and sponsorship please click [HERE](#).

Thank you to our sponsors:

- Title Sponsor: GROUPE BENETEAU AMERICAS: Beneteau, Jeanneau, Lagoon, Excess
- Premium Raffle Sponsor: The Moorings
- Platinum Sponsors: Vetus Maxwell, Yanmar, American Sailing, The SailTime Group
- Diamond Sponsors: Cruising World/Sailing World, NMMA
- In Kind Sponsor: Helly Hansen



NEWS & EVENTS

American Sailing Is Teaching The World How To Sail

Since 1983 American Sailing (also known as ASA) has been focused on teaching people to sail safely and confidently through its over 400 schools worldwide. The largest sailing education entity in the world, it experienced record growth throughout the pandemic, a good indicator to the rest of the sailing industry that the sport is more popular than ever. As people were forced to hunker down during the health crisis more and more returned to the outdoors and discovered the magic of sailing.

To date, American Sailing schools and their over two thousand active instructors have awarded almost 1 million sailing certifications to over 560,000 people throughout North America, the Caribbean, Europe, Central America, and Asia. This many certifications has helped American Sailing grow its newsletter subscriptions to over 250,000 sailors.

Let's Go Sailing!

As life returns to normal, American Sailing has increased its options for getting people out on the water with new membership events. American Sailing Members who want to practice their sailing skills and make new friends can join one of ASA's twelve fun-filled flotillas in the Mediterranean, the Caribbean, the Pacific Northwest, or French Polynesia. Members will participate in weeklong adventures with local flotilla guides leading the way while you work on your sailing skills and tans with other fun loving ASA-certified sailors.

Another new member event is the opportunity to sail on Arabella, a magnificent 157-foot three masted schooner with 18 luxurious staterooms based in New York Harbor with cruises in the British Virgin Islands, New England, and the Chesapeake Bay. This summer, American Sailing is also hosting weeklong member charters in Croatia aboard Cataleya, a 30-meter luxurious, super yacht.

Become a Better Sailor

American Sailing provides standards for progressive sailing certification programs including Keelboat Sailing, Small Boat Sailing, and Multihull Sailing. In addition, it also provides standards for a number of endorsements which are intended to supplement the main certification series. These include Docking, Weather, Celestial, and Radar. Whether students just want to day sail or are looking to complete an offshore passage, American Sailing's curriculum is designed to get them out on the water in a safe, competent and fun manner.

ASA's sailing certification is recognized and respected worldwide and is only available through American Sailing's schools and affiliates. The American Sailing quiver of educational tools does not end at its massive catalog of schools, instructors, and courses. American Sailing offers award-winning educational webinars with record-breaking attendance on everything from Bareboat Charters, Coastal Navigation, Celestial Navigation to Marine Diesel. ASA also offers online endorsements in Marine Weather and Radar.



NEWS & EVENTS CONT.

ASA has also partnered with North U to present a series of performance sail trim webinars which are taught regularly throughout the year. Students learn to sail more efficiently upwind, downwind, and how to handle the ever-changing sea conditions. ASA and North U also teach differences between good and great trim, and how to optimize your boat's comfort, handling, and speed.

Chartering Abroad?

Students can apply for ASA's International Proficiency Certificate (IPC) which allows them to charter in European waters. The IPC serves as proof of charter competency for Mediterranean charter companies. This certificate is mandatory when chartering in most European/Mediterranean waters.

Membership is Growing

American Sailing Members enjoy the benefits of deeply discounted sailing gear and apparel through our member benefits program. Members enjoy discounts on sailing apps that aid with navigation, weather and finding crew for future sails. Discount partners include Sunsail Charters, Sperry, DAN Boater, Sea Tow, Spinlock, and over 40 more partners that offer special deals exclusively to our members.

Members are part of a large and growing community of sailing enthusiasts that share similar tastes, are environmentally conscious, and are engaged in the sailing community. American Sailing interacts with the U.S. Coast Guard, the National Association of State Boating Law Administrators, and works with other major stakeholders such as Sail America to positively affect boating legislation and safety education throughout the country.

Find out more at [ASA.com](https://www.asa.com).



NEWS & EVENTS CONT.

Discover Boating Rolls Out New Strategy, Fresh Look

The brand's evolution will continue this spring with a "See You Out Here" campaign

The strategy for Discover Boating remains steadfast and threefold: invite the next generation, retain new boaters and maintain engagement with legacy boat owners. Since 2005, the campaign has been a pillar of our industry's consumer outreach efforts, attracting millions of people to boating and helping them get on the water and become boaters.

What's more, the pandemic created record-high consumer demand and interest, giving us an incredible window of opportunity. In 2021, the campaign attracted more than 5 million unique visitors to Discover Boating websites for the first time in its history. Meanwhile, Discover Boating has been working behind the scenes to evolve the brand, alongside our new agency partner, Cutwater. We began the transition to our new strategy with the introduction of our refreshed visual identity and the launch of the 2022 Discover Boating Miami International Boat Show. This spring, we'll launch a new campaign that creates a unifying voice and addresses the changing interests of boaters and prospective boaters.

We learned a lot about boaters, growth and emerging boaters while updating our research, including audience segmentation. We conducted new, rigorous research to understand the behaviors, interests and emotional needs of our audience.

Given the shift in the makeup of the U.S. population, boaters, too, are increasingly diverse. Growth segments for boating, especially among the 18- to 34-year-old set, look and behave differently than traditional boaters. They are more likely to be ethnically, racially and attitudinally diverse. And unlike traditional boaters, they didn't grow up boating. As such, life on the water can seem exclusive and intimidating. To recruit this generation, we need to make them feel welcome. There are many ways to go about this, but authentic representation is critical. Seeing yourself on a boat and in the world of boating makes a significant impact on whether or not you feel welcome.

As many of us know, boating isn't actually about the boat. Instead, it's about where the boat can take you and the experiences, moments and memories the boat helps to create. We asked legacy, new and prospective boat owners to share photos with us about what it means to go boating. Not one of them shared a picture of a boat. Rather, they shared images of birds flying free, of family laughing, of people jumping into the air in pure joy. The overwhelming response was that boating takes you to a place of freedom and adventure, far away from the stresses and rules on land. Boating is not a status symbol; it is an experience. Not control, but freedom. It's community and exploration that takes place on, in and under the water.

The data we gleaned informed our brand identity, campaign creative, media buy, public relations, and digital and in-person experiences, including the Digital Boat Show Guide we launched in January and tested with our Progressive Insurance New York Boat Show presented by Discover Boating, and our Boston, Miami and Atlantic City shows. As of this writing, boatbuilders have uploaded more than 1,000 boats. In a matter of days, the New York Show Guide attracted nearly 10,000 sessions. With this beta version showing early success, we'll build upon it in the coming months, creating an even simpler, more enjoyable experience for anyone looking to explore boats.

In fact, by this time next year, all boat shows produced by the National Marine Manufacturers Association will have a Digital Boat Show Guide and become part of the Discover Boating experience. The NMMA's investment in the brand through its boat show media buy, public relations, social media, and on-site and online experiences will extend our industry's reach, improve the consumer experience and enhance the impact of Discover Boating. We also invite non-NMMA boat shows to make an investment in Discover Boating, to grow our industry together.



Discover Boating's goals are to invite the next generation, retain new boaters and maintain engagement with legacy boat owners.



NEWS & EVENTS CONT.

Our new campaign launching this spring will have the theme “See You Out Here.” We’ll reach our current target and next-generation boaters through advertising, digital and social content, influencer partnerships, experiences and public relations. As part of this effort, we’ll launch a robust media buy across Google search, Instagram, Facebook and YouTube, and we’ve formed exciting partnerships with TikTok, Vice, ESPN, Ebony and Telemundo, to name a few.

As part of the new campaign, you’ll see discoverboating.com undergo a creative refresh to a simpler, more connected experience. This includes an improved connection to boat dealers with a new Dealer Finder tool, enhanced navigation, and timely, relevant video, imagery and content. These efforts kickstart a multiyear, multiphase digital transformation for discoverboating.com and discoverboating.ca.

Discover Boating is only as effective as the industry behind the brand. Our job is more of the long game: We help grow our industry by attracting the next generation and helping support retention. If you’re a dealer, manufacturer, boat club, boat show, training course, rental company or marina, your job is more of the short game: engaging with customers through strategic marketing and sales, and providing the excellent experience they expect.

I encourage you to get involved in Discover Boating and ask yourself what you can do to be part of growing our industry. You can stay informed about what we’re doing on your behalf by reading our updates and trade media, and directly from the NMMA and the Marine Retailers Association of the Americas; invite us to present to your team; follow us (and engage with us) on social media; use the research, imagery, and Web and social content from MRAA and NMMA to engage with the potential customers we’re sending you; get Marine Industry Certified if you’re a boat dealer; and get your boats NMMA Certified if you’re a boatbuilder.

There’s no question that we’re better together. We hope to See You Out Here.

Article courtesy of *Soundings Trade Only*.



NEWS & EVENTS CONT.

Five Tips on How to Store Your Life Jacket

Lifejackets can last a long time, to extend the working life of your life jacket thinking about how you are going to store the jacket is important.

Several things may seem obvious but are notable to mention;

1. Find a dry well-ventilated place

Life jackets are water activated. Making sure that the stowage place for your jackets is dry and ventilated and not open to water and moisture in any way, is important. Storing life jackets in areas that are insulated and well-ventilated helps to reduce the build-up of condensation on the life jacket and in particular in the auto-firing cap. If stored in areas of high condensation / low ventilation this can also create a breeding ground for mould which can damage the life jacket.

2. Hang up if possible

Not always possible, but when stowing your life jacket keeping the lifejacket vertical helps any condensation that might develop in the auto cartridge to drain away from the paper coil that activates the jacket.

3. Put Away Dry

Making sure that your life jacket has been put away dry and not wet is again an obvious but important step. If very wet, opening up the life jacket and hanging up to dry will speed this process up. If the lifejacket is really wet then removing the automatic head would be a good idea as well.

4. Wipe away salt and dirt

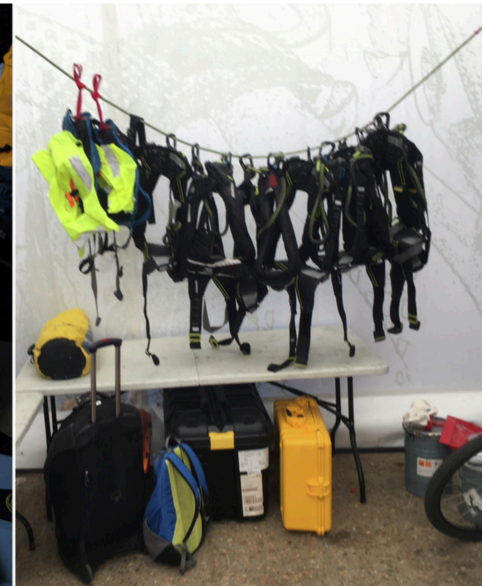
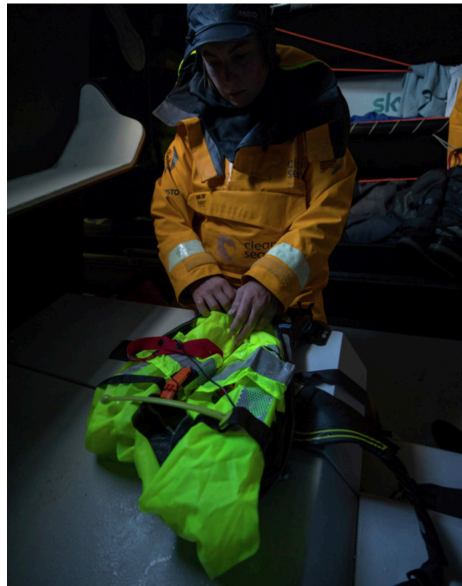
Use a warm damp cloth to regularly wipe away dirt and salt from the lifejacket cover will make sure the life of your lifejacket is extended.

5. Always check your inflation system before donning

You should be able to access your lifejacket's inflation system easily, via a window or similar. The zip also allows quick access without having to totally unpack.

With the considerable improvements in auto-firing caps over the years accidental inflations are rare however they still can happen. If your life jacket does suffer from an accidental inflation make sure to inflate the bladder for 24hr to check it is OK before repacking and using it.

Article courtesy of [Spinlock](#).





NEWS & EVENTS CONT.

New Offshore Sailing School Jobs – We are Growing and Hiring!

New Offshore Sailing School job opportunities take you out on the water, in locations with water views, or in a fun office environment. Whether you are teaching or selling for Offshore, you are providing a quality lifestyle that lasts a lifetime! See which job fits you best below, then download our [Application for Employment](#); scan and send it to the contact person listed for each position.

INSTRUCTORS — FLORIDA AND THE BRITISH VIRGIN ISLANDS

Full- and part-time opportunities to teach short sailing lessons or comprehensive certification courses are currently available. Join our faculty team at our six locations in SW Florida and the British Virgin Islands. If you have excellent “people” skills, plus teaching experience on keelboats and cruising sail and power yachts we want to talk to you.

HOUSING AVAILABLE: Minimum 6-month housing is provided at rent below current market levels in SW Florida for a US Sailing Certified Instructor at Basic Keelboat or higher level! But you will need to act fast as just one apartment is available. Contact Bryce@OffshoreSailing.com to learn more.

Instructor/sailors who take customers out for rides or sailing lessons must have great people skills and proven sailing experience on boats similar to the Colgate 26 used for these activities. For 2-day to 8-day certification courses, instructors need US Sailing instructor certification at the Basic Keelboat level or higher (or at time of hiring have the skills to pass these levels), and hold a USCG license or have the experience to obtain one at the appropriate level. Candidates who wish to work in the United States must be U.S. citizens or carry a valid green card. Those who wish to work in the British Virgin Islands must have a valid work permit for that region. If you do not currently have one, we will help you with this process.

Full-time Offshore Sailing School instructors are salaried, with additional bonuses paid for each course taught. Your employment package also includes paid time off and medical benefits which kick in after a brief probationary period. There is never a dull moment when working with Offshore, with the possibility of advancement for qualified individuals seeking a career in this rewarding world of sailing and boating education.

If you would like to join our dedicated team, please download and fill out the [Offshore Sailing School Application for Employment](#), scan and send it with your sailing resume to Bryce Jackson, Chief Operations Manager, Bryce@OffshoreSailing.com. Please also include a short paragraph in your email, outlining why you would like to work at Offshore.

CUSTOMER SERVICE/SALES REP — CAPTIVA ISLAND, FL

Want to work with a water view, where boats come and go, and customers are looking for fun things to do? This new position just opened up at our popular sailing school branch located at South Seas Island Resort on Captiva Island, FL. Working in a casual, outdoor environment, you will greet customers, sell and schedule on-water lessons and shore-based activities – working side-by-side with the branch manager, instructors and technical team. Offshore's on-site office at this location is open 7 days a week with weekend and weekday work schedules covered by full and part-time staff working 40-hour weeks or less. For more information, please download this complete [Captiva Customer Service/Sales Rep job description](#), and email your [Application for Employment](#) to Offshore's CEO/President [Doris Colgate](#) with a short paragraph explaining why you would like this job.

SALES ASSOCIATE — FT. MYERS, FL

Here's another great sales opportunity – a new opportunity for one full-time sales associate to join our Headquarters sales team in S. Fort Myers, FL. This position requires excellent phone and in-person communication skills, attention to detail, ability to close a sale. Sailing experience and a passion for sailing and boating or a strong desire to learn to sail is important. The right candidate will have a proven track record selling vacation packages and experiential learning products, a commitment to achieving individual and company sales goals, ability to quickly adapt to company's reservations software, and work with multiple customers at the same time. A college degree is preferred. You will be communicating with highly educated, successful clients who like to learn. All leads come from direct response to Offshore Sailing School's marketing efforts; there is no cold-calling involved.



Compensation for full time employees includes base pay and commission; plus paid time off and medical benefits. In addition, you get to take sailing and boating courses at no charge, and enjoy sailing on company boats with staff from time to time (if you are so inclined). Please download and fill out the [Offshore Sailing School Application for Employment](#), scan and send it with your resume and cover letter highlighting the three most important reasons why you are the right person for an Offshore Sailing School sales position. Send all correspondence to [Beth Oliver](#), VP and Director of Sales & Marketing (pictured to the left). Source: [Offshore Sailing School](#)



SAIC

April 6-8, 2022

The Westin Annapolis
Annapolis, MD

Sail America is encouraging our members to host 'wrap-around' company events at this year's SAIC. This could include staff retreats, leadership meetings, strategic planning meetings and sales team meetings. Sail America will support wrap-around events by:

- Discounted meeting and lodging space for all companies hosting wrap-around events
- Negotiated room rates available at the SAIC host hotel: The WestinAnnapolis
- Direct connection with the hotel 'events team' for coordinating smooth wrap-around events
- Inclusion in SAIC marketing material informing attendees of all wrap-around events and company contact information

**Don't miss this unique opportunity
to connect, collaborate,
and network!**

For info contact: **Stephanie Grove**
sgrove@sailamerica.com
or 401-289-2540



Sail America Industry Conference

*Grow
Your Business.
Grow the Industry.*



IN THE NEWS

The Sails are Up! Skippers and First Mates Take to the Water in Preparation for Crew Training

By Clipper Round the World Race

Ahead of Refresher/Level 4 training with Race Crew, starting today, the Clipper Race Skippers and AQPs have been out on the water in Subic Bay to prepare and run through the training schedule for the week ahead.

Unicef and Punta del Este took to the water to carry out some essential drills and preparation. The team practised key safety drills, such as towing and boat-to-boat transfers, and on the second day, the sails on the Clipper 70s went up for the first time in two years.

Watch: [Skipper & AQP Refresher Training Preparation video](#)

Mark Light, Race Director said: "The two training days have been key, as we want to ensure that, ahead of next week's Level 4/Refresher Training, all of our professionals are doing things the same way across the board, especially when it comes to safety manoeuvres. So, if you have to tow, or transfer supplies between yachts, all Race Crew have been taught the same procedures."



Clipper Race crew training - photo © Clipper Race



Clipper Race crew training - photo © Clipper Race

Dale Smyth, Deputy Race Director added: "The main objective of the training is to get everyone on the same page with our training syllabus, and making sure that we are all talking the same language when the Skippers and AQPs deliver the Refresher Training to their crew next week. It's been two years since the Clipper 70s have been sailed, so these days of preparation are the perfect opportunity to consolidate knowledge amongst the team, as well as test the boats with their sails up."

Explaining the importance of the preparation and Refresher Training, Dale added: "Because the Clipper Race yachts sail as a fleet around the world, the best assistance that the yachts can receive, should

they need it, is often from each other. For every race, we spread spares across the yachts, such as a spare watermaker, fuel and water, so it's important that the crew are clear on how to execute these manoeuvres." The first day of training focused on technical safety and rescue drills, such as boat-to-boat transfers of supplies and casualties, towing alongside, towing fore and aft, and safe anchoring.

Ian Wiggin, Skipper on board Unicef said: "It was amazing to get Unicef out on the water today. We've done the essential checks on the steering and engine, and today's training allowed me to work with my brilliant AQP, Dan, to run through our plan



IN THE NEWS CONT.

for Level 4 Refresher Training next week with our new and returning crew, so that we have perfect standards. It was also a great opportunity to work with the other professionals on the race so should we need to use towing, for example, it will be slick.”

On Day Two, the Skippers and AQPs left the Subic Bay Yacht Club on board Unicef and Punta del Este, and put the sails up for the first time in twenty four months. The day involved running through the Refresher Training syllabus ahead next week’s course with Race Crew. The Skippers and Mates practised key aspects of sail training including hoisting sails, sail evolutions, winch handling, man overboard drills and reefing. Jeronimo Santos Gonzales, Skipper on Punta del Este has been in Subic Bay since the race was put on hold, taking care of the fleet. He tells us how great it is to be back sailing again: “It’s been amazing! It’s so nice to see Punta back on the water, and after weeks of hard work, things are really coming together. It feels amazing to leave the marina and get out sailing today. The race is almost here, and of course it’s really wonderful to be out in these tropical waters with the amazing scenery.”

Ahead of the Refresher Training, Johnny Chambers, First Mate on board Imagine Your Korea added: “When you’re sailing, there’s always more to pick up, and we are always learning from each other, so it’s fantastic to be out sailing today with all of the other Professionals before we take our Race Crew out for Training next week.”

From 7-13 March, all Race Crew competing on Leg 6 will sail out of Subic Bay for a week-long Refresher Training course with their Skippers and Mates. When they return, Race Restart will only be days away.



Clipper Race crew training - photo © Clipper Race



IN THE NEWS CONT.

The Ocean Race: What's Going On - Parts 1 and 2: Updates from Inside Race HQ in Alicante

By The Ocean Race 3

Second Leg of The Ocean Race Europe, from Cascais, Portugal, to Alicante, Spain. © Sailing Energy / The Ocean Race
The Ocean Race's Niall Myant-Best updates on The Ocean Race which starts in less than 12 months.

In the second part of the exclusive series Niall Myant-Best gets behind the scenes of The Ocean Race - the world's toughest team sporting event.

He relives memories of historic Whitbread legends, interrogate The Ocean Race sustainability programme, and finally get a one-on-one with Race Chairman Richard Brisius to examine the key decisions behind the next edition in 2022-23.

Richard Mason, Director of Team Relations flipping the pages on books in the TOR's extensive library, and relating some of the stories that make up the rich tapestry of the event, going right back into the first few of the then Whitbread Round the World Race.

Watch: [What's Going on #2 video](#)

Watch: [What's Going on #1 video](#)

And if you missed Part 1 Niall Myant-Best is let loose in The Ocean Race HQ in Alicante, Spain, with a simple mission - to find out what's going on behind the scenes during an unprecedented period in the race's history. In Part One we get answers from the management about COVID planning, route changes and the teams situation, and Niall explores the technology being developed to broadcast one of the toughest sports events in the world.

Article courtesy of [Sail-World](#).



Second Leg of The Ocean Race Europe, from Cascais, Portugal, to Alicante, Spain. © Sailing Energy / The Ocean Race



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. Four complimentary tickets to Pacific Sail & Power Boat Show.
2. 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!

MEMBERSHIP RENEWAL

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

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

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



Send us your company news!

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

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



MEMBER NEWS



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.

Across the globe ocean enthusiasts are stepping up to reduce single-use plastics, shop for responsibly sourced seafood and reduce their carbon footprint. What will you do to help restore and protect the health of our waterways?



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