

Sail America Industry Conference



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### SAIL AMERICA MEMBER NEEMBER NEEWS

#### Volume I 2023





Promoting the health and growth of sailing.



Dear Friends of Sail America,

Happy New Year! We hope this newsletter finds you happy and healthy. We wanted to take a moment in this new year edition of Sail America News to discuss all the exciting things happening at Sail America that advance our mission to promote professional development and networking opportunities between and among members.

Here is what we are up to:

- We are happy to be hosting Sail America's Industry Conference (SAIC), which is confirmed for April 19-21, 2023 in Newport, RI featuring our keynote speaker, Ken Read from North Sails. Don't miss it! This will be the biggest SAIC ever! Register <u>HERE</u>! SAIC offers professional training and development, educational workshops, inspirational keynote speakers and networking opportunities. The tentative agenda for this year's event is <u>here</u>.
- We welcomed four new member to Sail America's 2023 board of directors: Beth Oliver, Offshore Sailing School, Randall Carnahan, Hilb Group NE, Dan Krier, Marine Servicenter, Parker Stair, Bonnier Corporation The new Sail America directors will join newly elected president of the board, Kevin Carlan, Mastry Engine Center. Also elected to the executive committee were Adam Cove, Marine Consulting, Todd Hess, The SailTime Group, Cindy Kalow, Superior Charters, Ted Winston, Spinlock USA. Josie Tucci, The Moorings serves as Past President.
- Last year we published Sail America's first sailing industry outlook report on industry trends in cooperation with Info-Link Technologies, Inc., a market analysis group, to provide high-level sailboat sales and registration data. To receive a copy please email info@sailamerica.com.
- Sail America continues working on its full suite of networking and learning events, including our annual breakfast at the US Sailboat Show in Annapolis. Our thanks to the show for their support.
- We continue to offer a member-focused webinar series that includes notable speakers and topics. Our most recent speaker was Susan Ratliff, "The Exhibit Expert" speaking on Exhibit Like an Expert- Turn your booth into a powerful profit center. If you missed it, she will also be presenting at SAIC the six essential exhibitor success strategies: Goal Setting, Promotions, Display Dynamics, Lead Generation, Selling and Follow up. Stay tuned for our next webinar.
- The California Yacht Brokers Association has announced the Pacific Sail and Power Boat Show is scheduled for May 4th-7th, 2023in WestPoint Harbor in Redwood City, California For more information please contact Ty Mellott at ty@ cyba.info.

Working together, as an industry, is even more urgent now as new challenges emerge from COVID-19 and we face unprecedented consumer demand. Please let us know how Sail America can help you and your business. Our collective success is possible only with your membership and support. Together, we can ensure member businesses are supported, and sailing has a strong voice in the boating industry. Thank you for your continued support of Sail America. If you haven't renewed your membership or are interested in learning more, please visit Sail America's website <u>HERE</u>. Cheers to 2023!

Sincerely,

Kevin Carlan Sail America President



# NEWS & EVENTS



Registration is open for the 9th edition of the Sail America Industry Conference (SAIC). Held annually, SAIC will host speakers, workshops, and industry leaders and colleagues for the three-day conference, April 19-21, 2023, in Newport, RI. To register and to learn about the exciting speakers and sessions please click <u>HERE</u>!



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 Newport Harbor **Hotel and Marina**
- 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

Sail America Industry Conference Don't miss this unique opportunity to connect, collaborate, and network!

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



# **IN THE NEWS**

#### **Charity Regattas Emerge from the Pandemic**

By Marty Siederer

During the pandemic, charity regattas were a primary opportunity for engagement of the sailing community, and in many states, modified sailing was one of the first outdoor activities that were approved in the early months of pandemic-related shutdowns.

STEVE AND DOALS COLGATE'S OFFSHORE SAILING SCHOOL AMERICA'S #1 SAILING SCHOOL\*

Regattas held to benefit community organizations have been mainstays of many yacht clubs' race schedules for years. As we emerge from the Covid pandemic, many yacht clubs and non-profits have taken the opportunity to rethink and refresh their charity regattas. Many sailing clubs have changed their philanthropic focus from supporting national nonprofits to more of a local focus, giving back to the communities where their members live.

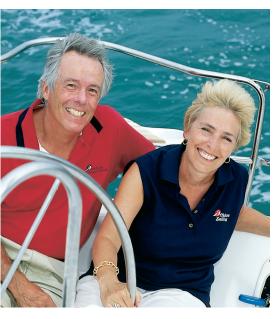
<u>Gulf Coast Sailing Club</u> in Naples, FL has held charity regattas for 45 years, possibly a record for an American sailing club or organization supporting a non-profit through a race. According to Jeff Gage, the commodore of Gulf Coast Sailing Club, the pandemic was a time to rethink how best to support the local community. "Our club took a look at the amount of time we were putting into our annual charity event, and the net revenue that was going to the cause, and factored in the trend in declining race registrations." The club decided to change the focus of their annual event to the <u>Freedom Waters Foundation</u>, a Naples-based non-profit that provides sailing and other hands-on boating experiences for people with special needs and armed services veterans. "Our sailors enjoyed meeting the Freedom Waters participants and giving them the opportunity to be hands-on sailors during the races. It was so heart-warming," Gage said. The event's post-race party was also reformatted to reduce past years' expenses, resulting in a higher net revenue result.

The Triple Crown is a series of three charity regattas in Annapolis, and consists of the Crab Cup, Hospice Cup and the Leukemia Cup Regatta. Each of the three races went through varying revamps.

- The <u>Crab Cup</u>, which supports accessible racing in the Chesapeake Bay, was known for its post-race party. The post-race party was canceled in 2020 due to Covid, with modified sailing, with a fuller sailing format in 2021 and a limited capacity party in 2021, according to Paul Bollinger, the executive director of Crab Sailing. "When we made adjust-ments to the event format in 2020, we also started planning for what post-Covid events would look like, which served us well in holding events in 2021 and 2022. We decided to scale back the party, and hold the skippers meeting over VHF radio proper to the races rather than have everyone in one room." The reduced party expenses and the sailors' acceptance of the new format resulted in making what were thought to be temporary party changes permanent. A record number of boats competed in the 2022 event.
- The <u>Annapolis Hospice Cup</u> and Hospice Cups held through the <u>National Hospice Cup Alliance</u> went through similar transitions, with modified in-person sailing and a smaller after-party. According to Christine Lasser, the executive director of the Annapolis Hospice Cup, box lunches for sailors replaced larger food spreads, and fundraising was augmented through partnerships with a local photographer who took portraits of the boats on the racecourse, with a portion of the sales going to Hospice Cup. "We also increased our focus on outreach to the entire Chesapeake Bay community about our mission and how they can support our programs."
- The organizers of the <u>Annapolis Leukemia Cup Regatta</u> organizers decided to redirect the sailing community's strong support for blood cancers research to a local institution: the <u>University of Maryland Greenebaum Comprehensive</u> <u>Cancer Center</u>, where both Leukemia Cup Regatta chairman emeritus Gary Jobson and Maryland Governor Larry Hogan were successfully treated for lymphoma.

The <u>Charleston, SC Leukemia Cup Regatta</u> also shifted its focus to support a local cause. Hollings Cancer Center at the Medical University of South Carolina, and the <u>Bahia Corinthian Yacht Club</u> transitioned its support to Ronald McDonald House Charities. <u>Birmingham Sailing Club</u>, which in 1987 was the first club to hold a Leukemia Cup, continued its support of <u>The</u> <u>Leukemia & Lymphoma Society's Tennessee-Alabama Chapter</u>, and the 2022 <u>Royal Vancouver Yacht Club's Leukemia Cup</u> benefited <u>The Leukemia & Lymphoma Society of Canada</u>.

#### Offshore Sailing School Relocates Headquarters in Fort Myers, Florida & Expands Course Offerings Following Hurricane Ian



Offshore Sailing School President and CEO, Doris Colgate, reported that the company's head office in South Fort Myers, Fla, for the past 35 years was destroyed during Hurricane Ian, receiving 6' of storm surge on September 28-29, 2022. While significant memorabilia collected over the past 59 years and most office materials were damaged beyond repair, the staff is safe and the company's full roster of US Sailing and Powerboating certification courses, group sailing events, and Colgate Sailing Adventures® hosted vacations have resumed. "While we are disappointed that we will not be able to conduct our courses from Captiva Island, Fort Myers Beach, and Cape Coral, Florida, for the foreseeable future, we are already expanding our course offerings by taking delivery of new boats and adding to our fleet in St. Petersburg, Florida, Scrub Island and Tortola in the British Virgin Islands. Our remaining resort and marina location partners have been wonderful in St. Pete and the Caribbean, said Doris Colgate, who resides in South Fort Myers with her husband, company founder and Chairman Steve Colgate.

Doris continued, "we were extremely fortunate to relocate to large office space, and our supplier partners have moved quickly to restore our systems and provide new equipment. Our Operations Team did an extraordinary job preparing for the storm, keeping most of our fleet safe and secure. We are repositioning some of our fleet from Southwest Florida to the St. Petersburg and Caribbean locations. We will also

expand our fleet with the addition of a brand new Jeanneau 440 monohull in Florida, and another Moorings 4500 catamaran at Scrub Island, BVI, in early 2023. And we are finalizing plans for an all-new location. Stay tuned."

Offshore Sailing School is hiring qualified instructors for its sailing and powerboating courses at all locations. Interested candidates should email US Regional Manager, Randon Finkelstein, <u>Randon@OffshoreSailing.com</u>.

The company's recent achievements, despite challenges from the devastating hurricane making landfall on Cayo Costa, a barrier island off Sanibel-Captiva, include a remarkably successful showing and sales results at the US Sailboat Show in Annapolis, Maryland, two weeks following Hurricane Ian. The company is celebrating company President and CEO, Doris Colgate's, induction in the National Sailing Hall of Fame on November 5, 2022, in Newport, Rhode Island, with special "Hall of Fame Savings" of 10% on most courses booked before November 12, 2022. To receive a personalized quote and to check availability, please call 800-221-4326 or email: info@offshoresailing.com.

America's #1 Sailing School® continues to operate three locations in Florida and the British Virgin Islands, offering all levels of US Sailing and Powerboating certification courses such as, its popular Fast Track to Cruising® course; Colgate Sailing Adventures® hosted sailing vacations; Performance Race Week®, corporate team building and leadership development programs. Visit <u>https://www.offshoresailing.com</u>.

## Beneteau First 36 Selected as Sailing World Magazine's 2023 Boat of the Year

The new multipurpose 36-foot performance sailboat from the Beneteau Group checked all boxes for Sailing World's independent judging panel, delivering a high-quality build, outstanding performance and a design that will appeal to a wide range of sailors and racers.

Sailing World magazine revealed the winners of its prestigious Boat of the Year Awards, announcing the Beneteau First 36 as its Boat of the Year for 2023. The 36-footer presented by Beneteau America (Fort Lauderdale, Florida) emerged as the judges' unanimous favorite after a week of intensive reviews and sailing tests of 11 new performance sailing models in Annapolis, Maryland, in October.

"In the early days of Beneteau, its legendary 'First' range was highly regarded for its innovation and broad appeal to new and experienced sailors alike," says Dave Reed, Sailing World editor-in-chief and Boat of the Year director. "That lineage certainly continues with the launch of the First 36, which is an outstanding



result of Beneteau's collaboration with the builders and innovators at Seascape in Slovenia. This is a boat that will serve many masters."



The lightweight 36-footer is a true multipurpose sailboat that's designed for exhilarating racing and coastal cruising. During the sailing tests, conducted in 15 to 20 knots of wind, the judges were struck by the speed of the boat, but more so by the ease of which they could sail it upwind and downwind. "With the dual rudders, which are pretty long, the boat has more of a power-steering feel upwind, so it lets you do a lot of things," said BOTY judge Greg Stewart, a naval architect.

"There's so much control." Its efficient and ergonomic cockpit design, the judges noted, is ideal for casual local racing with a crew of four, and it is perfectly configured for shorthanded coastal racing and cruising. The interior, said judges

Dave Powlison and Chuck Allen, is a work of art and engineering, with components and furniture all integrated into the structure of the boat. The First 36's innovative,





spacious and practical layout uses every square inch of the interior with purpose without adding unnecessary weight, which contributes to the boat's overall performance and its appeal to sailors who appreciate a true performance production boat.

Sailing World's judging panel also selected the J/45 from J Boats (Newport, Rhode Island) as its Best Crossover (racer/cruiser), hailing the 45-foot luxury yacht as a new flagship for J Boats and a boat that is designed and built for serious bluewater racing and cruising.

The Neel 43 Trimaran from Neel Trimarans (La Rochelle, France) was selected as Best Multihull because of its performance under sail, sustainable-minded construction and versatility.

The Tiwal 3R from Tiwal Corporation (Cambridge, Massachusetts) earned hon-

ors as Best Dinghy. The 10-foot dinghy is the latest addition to Tiwal's line of inflatable dinghies, which have been perennial Boat of the Year winners, and the judges all agreed the 3R is Tiwal's best yet, as powerful and quick boat that can fit into two duffle bag for transport.

Special Recognition was given to the Nacra 500 MK2, a 14-foot entry-level beach cat, which has been redesigned with the benefit of modern construction techniques and equipment and delivered an excellent sailing experience.

Full reviews of Sailing World Magazine's 2023 Boat of the Year winners are featured in the Winter issue as well as at sailingworld.com with additional images and sail-test videos.

For additional Boat of the Year details, contact Dave Reed at <u>dave.</u> reed@sailingworld.com.



#### What have we learned from The Ocean Race Leg 1?

By Mark Jardine 23 Jan.

As I outlined in '<u>The changing face of offshore racing</u>', I was concerned about The Ocean Race, and whether - 50 years on from the first Whitbread - a fully crewed, multi-stopover round the world race in the latest cutting-edge foiling machines was relevant.

Now the race is under way, the fleet has covered 1900 nautical miles and reached Cabo Verde, we can finally see what the IMOCA is like with more crew on board, and how the latest generation of these machines stack up against each other.

It's a good time to assess what we've learned about the race itself, and the boats.





Start of The Ocean Race, Leg 1 IMOCA Fleet January 15, 2023 - photo © Sailing Energy / The Ocean Race

#### Wheelies are good for the camera

There's no doubt it's spectacular to see an IMOCA fully out of the water having risen up on the foils and continued the upward trajectory, but these 'wheelies' are not what the skipper intends to do.

#### The public interest is there

It was great to see the crowds gather in Alicante for the Leg 1 start. 110,000 people visited The Ocean Race experience and wished the sailors well on their round the world voyage.

The weather delivered, with sunny skies and breeze, which really helped The

Ocean Race proper get off to the best of starts, particularly after the wind died during the Alicante In-Port Race.

In this post-pandemic world it's hard to predict who will turn up to what, and encouraging to see that The Ocean Race attracted fans in their droves.



VO65 parade before the start of The Ocean Race Leg 1 Start - photo © Carlo Borlenghi / The Ocean Race

Leg 1 onboard Holcim - PRB Team © Julien Champolion - polaRYSE / Holcim - PRB





15/01/23 - Alicante (ESP) - Team Malizia at The Ocean Race - Alicante stopover - Leg 1 Start - photo © Ricardo Pinto / Team Malizia

The photographers and videographers love these moments, the skippers less so, and the designers and shore teams most likely wince. As Isaac Newton said, 'What goes up must come down', and gravity is no friend to a fast-moving carbon structure when it hits the water on the return path from a wheelie.

Setting the foil angle is complex, and needs to be done when the load is off, so getting it right for the conditions is a balancing act. An IMOCA isn't a full-foiler (apart from maybe Charal 2) so the aim is to 'skim' with as little wetted surface in the water as possible, to keep drag to a minimum. Too little angle on the foil results in the boat sitting too deep in the water; too much angle results in the boat jumping out of the water.



Start of The Ocean Race, Leg 1 IMOCA January 15, 2023 - photo © Sailing Energy / The Ocean Race



Let's not forget that The Ocean Race is 32,000 nautical miles, and is as much about boat management as it is about who has the fastest boat. Performing the spectacular at the beginning of a leg, when the cameras are on the boats, may be good for the sponsors when the photos adorn website and newspaper stories, and the videos are broadcast to the world, but have the potential to cause race-ending damage.

Nobody likes to talk about attrition, especially this early in The Ocean Race, but it will take its toll on an already small fleet.

The Ocean Race IMOCA Leg 1 Start in Alicante: Biotherm - photo © Sailing Energy / The Ocean Race

#### Fully enclosed cockpits spark debate

There's no doubt it's sensible, safer, and necessary at the speeds the IMOCA class yachts now reach, but the fully enclosed cockpits do tend to give a detached feeling to the onboard footage from The Ocean Race. It's almost like they're there, but not there. Taking part, but out of the elements, still providing the power through the grinders, trimming sails on the winches and clutches, navigating on the computers, and even occasionally steering when the autopilot isn't.

Maybe this will make those taking part in The Ocean Race via Virtual Regatta feel more like they're taking part looking at the footage? Build yourself a cockpit, or better still go aboard a yacht, eat a freeze dried packet of food with hot water poured into it, play the game and imagine you're really there!





The Ocean Race Leg 1 onboard Biotherm: Paul Meilhat during lunch with the waves hitting - photo © Minghao Zhangh / Biotherm

#### What of the VO65s?

I've found it hard to get excited about this fleet, and while there is news on The Ocean Race website about the Leg 1 finishers, it was noticeable that no press release was sent out on Saturday when WindWhisper Racing Team crossed the finish line in Cabo Verde to take the win.

The Ocean Race VO65 Sprint Cup is a sideshow, and won't be featuring again until Leg 6 starts from Aarhus, Denmark on the 8th June. That feels like a very long time away, and it's tricky to build any enthusiasm, or back a favourite, when their race is so much shorter.

I find myself still sitting on the fence about The Ocean Race. I loved watching the Alicante start on Youtube, and the foiling IMOCAs are spectacular. I also found myself tracking who was where regularly, with a tab nearly always running on my browser, which is a sure sign of whether I'm engaged.



The Ocean Race Leg 1, day 5, WindWhisper Racing Team - photo © Tomasz Piotrowski / Windwhisper Racing Team / The Ocean Race

11th Hour Racing - The Ocean Race - Leg 1 - January 17, 2023 - photo © Amory Ross/ The Ocean Race

We're getting decent numbers on Sail-World.com and YachtsandYachting.com reading the articles, watching the videos and looking at the photos as well. Actually slightly higher than the final Volvo Ocean Race in 2017-18, which tells me that the sailing public is engaged as well. These numbers are nowhere near those of the Vendée Globe, which has to now be regarded as the benchmark of round the world racing, but they're respectable none-the-less.



Start of The Ocean Race, Leg 1 IMOCA Fleet, January 15, 2023 - photo O Sailing Energy / The Ocean Race



The Ocean Race Leg 1, day 5, Mirpuri Foundation Racing Team - photo Robin Christ / Mirpuri Foundation Racing Team / The Ocean Race

I do worry that if the fleet size gets whittled down by damage, that interest will wane, so my hopes are that the boats stand up to the stresses and strains they're being put under.

We wish all those taking part, and the race itself, fair winds, and the best of luck. We'll report all the twists and turns as it progresses, no matter what they may be.

Source: Mark Jardine <u>Sail-World.com</u> and YachtsandYachting.com

#### **Best weather apps for sailors**

Weather data is getting easier and cheaper to download. Sam Fortescue reviews the latest options for British publication Yachting Monthly and chooses the best weather apps for sailors.

Rapidly evolving digital technology now allows the sailing community to benefit from a huge range of specialized, easy to use and inexpensive weather apps.

Advanced weather forecasting models are currently being produced by a multitude of meteorological offices around the world, whose supercomputers churn through data of unimaginable complexity, from the charge of particles in the air to convection currents.



Different models have different strong points, and many of the weather apps covered in this survey allow you

to select between them, with the more technical ones comparing several forecasts with actual observations in your area and recommending the most accurate.

The best weather apps tend to charge a subscription fee, so it's worth being clear on where and how you intend to use your boat.

There's no sense going for PredictWind, for instance, with its offshore weather routing and narrowband satellite mode, if you just want to know what's happening in your local estuary over the next few hours.

Some weather apps also offer better overseas coverage than others, with global predictions up to a year ahead.

But be aware that you may need to buy a separate subscription to unlock unlimited forward predictions beyond the UK. Note also that not all the apps offer the same level of support for secondary ports, so check your favorite spots before you buy.

Nor is it always specified whether the apps use UTC or local time, which can give rise to errors of an hour.

Weather apps draw on a huge range of meteorological models to gather and present their data, so dig down into the version details to make sure the meteorological model being used by the app will suit your cruising plans. – <u>Full report</u>.

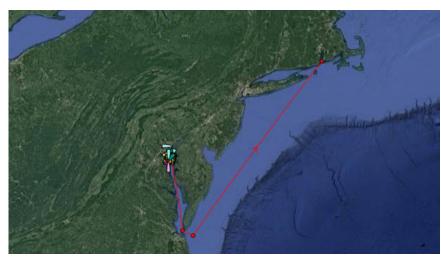
Source: Sailing Scuttlebutt

#### New class focuses on simplicity for Annapolis Newport Race

There was once a time when the Annapolis-to-Newport Race was solely the domain of hardened offshore skippers with boats designed specifically for the purpose.

That has changed over the last four iterations as organizers with host Annapolis Yacht Club made a conscious effort to attract a broader range of sailboats. An effort that began in advance of the 2015 Annapolis-to-Newport Race has led owners who would never previously have considered the event to enter and finish.

"Beginning in 2015, the club made a real effort to reinvigorate the race and involve folks who were not the usual suspects for offshore racing," explained Annapolis-to-Newport Chairman Jim Praley.



"We have done a lot of things to bring in new folks and

have refined those initiatives over time. It has succeeded in attracting a much more diverse fleet of race boats. We're very pleased with the number of cruising-oriented boats that are now entering."

The 39th biennial Annapolis-to-Newport Race has staggered starts on June 2-3, with the course beginning on the Chesapeake Bay. For the 2023 edition, a new class – ORC Racer-Cruiser – has been added to make the race more appealing.

This inaugural class is designed for boats that don't fit into the ORC Cruiser class but do not want to race in either of the other ORC classes.

The primary factor that determines eligibility for the new ORC Racer-Cruiser class is sail inventory. For instance, all boats are allowed just two headsails with a sail area greater than 90 percent. Spinnaker staysails and headsails set flying are not permitted.

"Clearly, there is a much broader range of boat owners now willing to undertake the Annapolis-to-Newport Race than there was 15 to 20 years ago," said John White, Chairman of the AYC Sailing Committee. "I think the ORC rule being what it is has allowed the race committee to fairly handicap a wider range of boats. This race is just much more inviting now."

ORC Racer-Cruiser proved the ideal landing spot for Alliance, a J/122 owned by Eric Irwin and Mary Martin of Mystic, CT. This will be the first A2N for the New York Yacht Club members and Irwin said simplicity is the watchword.

"Code spinnakers and staysails make crew development and training more complicated for a Corinthian crew that only sails

together periodically," said Irwin, noting that Alliance placed fifth in a class consisting mostly of J/120s and J/122s for the 2022 Newport-to-Bermuda Race.

"When we saw the Racer-Cruiser, it was a natural fit for our program as we focus on keeping things simple."

Alliance is among two dozen boats that have already registered for Annapolis-to-Newport 2023. Praley, now in his fourth stint as chairman, is hopeful the final numbers will be like 2021 when 82 boats in eight classes competed.

Praley will be among the competitors as he and his namesake son have entered the J/120 Shinnecock for the eighth time. "Annapolis-to-Newport is one of the most iconic and classic offshore distance races in America," he said. "It offers a unique combination of inshore and offshore elements that make it both interesting and challenging."

One of the wisest decisions organizers made was to implement a two-day starting format. Starting the slower classes on Friday and the higher performance boats on Saturday has succeeded in ensuring the entire fleet arrives in Newport in plenty of time to attend the prize- giving ceremony, being held the following Wednesday evening.

Slated to start June 2 are the ORC Cruiser, ORC Racer-Cruiser, ORC Double-Handed, and PHRF classes along with ORC boats with an All-Purpose Handicap of 525 or higher. Scheduled to start on day two are ORC boats with an APH of 524.9 or lower.

Doug and Amy Stryker are seeking to become the first owners to complete the Annapolis-to- Newport Race aboard a J/105 one-design. Doug Stryker has entered Mayhem in Block Island Race Week and figured the race would serve as a means of doing the delivery.

"I've got to get the boat to Block Island, so I started wondering what it would take to get this boat ready to do the Annapolis-to-Newport Race," said Stryker, whose team will also compete in the New York Yacht Club Annual Regatta in Newport and the J/105 North American Championships out of Rye, New York.

Stryker reviewed all the safety requirements for A2N to determine what upgrades would be needed to get Mayhem in compliance. He also evaluated all the onboard equipment to include electronics, hardware, and sail inventory.

"We've updated all the electronics on the boat and figured out what additional sails we will need," said Stryker, who has been humbled by the generosity of fellow J/105 owners wanting to assist the campaign.

Annapolis Yacht Club will be conducting a series of their popular "What to Expect" seminars designed to prepare participants for the 475-nautical mile passage. Experts in a wide range of fields such as provisioning, electronics, safety, and navigation will dispense information and advice.

#### Details: https://www.annapolisnewportrace.com/

Source: Sailing Scuttlebutt



### 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:

- Four complimentary tickets to Pacific Sail & Power Boat Show. 1.
- 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?

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

#### The Sail America team is standing by to help vou renew your membership!

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





### "8 million metric tons of plastic enters the ocean from the land each year. That's equivalent to

cars.



about 1.5 million

