



## NEWS & EVENTS

- Sail America Industry Conference



## MEMBER NEWS

- Offshore Passage Opportunities: How to Save Sailing, Part Deux
- Last Stopover: The Ocean Race adventure comes to an end
- Sailing for Inclusion
- Wondering How Red Tide Might Affect You?
- Offshore Sailing School Offers Exciting, New Ultimate Monohull and Catamaran Cruising Experience



SAIL AMERICA

MEMBER

NEWS

Volume II 2023



Promoting the health and growth of sailing.



# NEWS FROM SAIL AMERICA STAFF



Happy Summer!

We hope this newsletter finds you enjoying your summer! We wanted to take a moment in this summer edition of Sail America News to discuss all the exciting things happening at Sail America that advance our mission to promote the health and growth of the Sailing Industry and its stakeholders.

Here is what we are up to:

***Network and learn at Sail America's Industry Conference (SAIC)***: One of the most important reasons for being part of a trade group is the opportunity to network and learn with and from peers. Sail America will be the industry leader in creating these opportunities for its members by offering professional development and networking opportunities, and SAIC is one of the most important networking and learning events of the year. This year's SAIC will be at the St. Petersburg Yacht Club in St. Petersburg, FL April 23-25, 2024. Save the date!

***Join Sail America's Online conversation***: Can't make a face-to-face event? Join us online for regular forums, webinars and video lunch breaks to network and discuss key industry issues. These facilitated events take on difficult issues that the industry wants to discuss such as insurance, financing, growing participation and everyone's favorite topic, boat shows. We also offer webinars that engage content experts to deliver pertinent and timely information.

***Access key data and industry trends***: We are the only industry trade group that collects and gives information about the sailing industry's outlook including:

Economic confidence

- Business confidence
- Changes in revenue from year to year
- Industry challenges
- Financing

***Discounts for Pacific Sail and Power Boat Show (PBS) in San Francisco***: This show is destined to become the largest in water sailboat collection on the West coast and Sail America members are eligible for vendor discounts through our partnership with the California Yacht Brokers Association.

***Be part of the industry's leadership and voice***: The Sail America Board represents some of the biggest brands—Beneteau, Yanmar, Catalina, Moorings, Spinlock, SailTime and Bonnier Group to name a few—as well as industry partners including U.S. Sailing, NMMA, YBAA, and ASA. This gives the organization a substantial “voice” in the industry. This includes:

- Sail America holds a seat on the NMMA board and its boat show committee, giving its members a direct voice into broader industry discussions about key issues such as Discover Boating and the Miami and St. Petersburg Boat shows.
- Deliver leadership events, such as the industry breakfast at the Annapolis “Best in Show” exhibit awards.
- Attend key industry events such as the America Boating Congress to represent the membership.

If you haven't renewed your membership or if you are interested in learning more, please visit Sail America's website [HERE](#).

Thank you and enjoy your summer!

The Sail America Team



# NEWS & EVENTS

Thank you to all who attended, supported, and participated in the 2023 Sail America Industry Conference. We would like to give a special shout out to our sponsors and specifically our title sponsor, Beneteau America. It is because of their continued support that we are able to create this wonderful networking and learning opportunity for the sailing industry year after year.

If you were unable to attend, take a look at what you missed and share this with your friends and colleagues!

We hope to see everyone in 2024!  
**SAVE THE DATE:**

# SAIC

April 23-25, 2024

**St. Petersburg  
Yacht Club  
St. Petersburg, FL**

Sail America Industry Conference

Grow  
Your Business.  
Grow the Industry.





# IN THE NEWS CONT.

## Offshore Passage Opportunities: How to Save Sailing, Part Deux

*In 2009, not a great time in our industry or the economy, economist and sailor Nickolas Hayes authored a very compelling book about the decline in sailing titled “How to Save Sailing.” In the book he listed and then refuted many of the common myths about why the industry was losing participation in America, i.e., too expensive, too hard, etc. It was an industry wake-up and compelling read. He spoke at several conferences and still writes a column in Sailing magazine.*

### How to Save Sailing, Part Deux

I will answer with a question.

Why is there not a professionally organized American Around the World Rally?

What I am about to explain is nothing new, nothing I invented nor take credit for. Most good ideas are discovered somewhere else, modified to another market and promoted in a way that makes sense.

In Europe, many people aspire and make their early retirement plan to go offshore sailing. They save for years with the goal of buying a boat, equipping her for long term cruising and “living the dream” while they are still young enough and fit enough to do so.

That reason is why the ARC Rally started in 1986 by Jimmy Cornell and expanded in 1992 with his first World ARC. The Rally concept is similar to dessert caravans of old crossing dangerous barren deserts with merchants and pilgrims linked together, camel to camel, by tethers and nose rings. Early rally participants were first tethered by SSB and intermittent Satellite navigation to cross oceans. This progressed to tracking boats with Yellow Brink, Spot or inReach trackers with short texts capability. Technology has leapfrogged so that now we have GPS, Chart Plotters, AIS and very soon full internet connectivity offshore with SatLink. SatLink will allow anyone who can work remotely to buy a boat and go cruising without the limitations of having to physically be in an office.

#### **YouTube Podcasters and Bloggers**

Technology and our industry have done a wonderful job making it much easier to sail a bigger boat shorthanded. Podcasters and Bloggers are helping more people dream about buying a boat and go cruising offshore similar to the explosion of the Westsail 32 after the Time Magazine article about offshore sailing in the summer of 1973. Before and after, National Geographic articles by Robin Lee Graham sailing “Dove” in the 1960s and Tania Aebi’s articles in Cruising World and her book Maiden Voyage in the 1980s inspired many to think about offshore sailing.

Today, multiple YouTube “celebrities” are building a new audience to convince the next generation to buy boats and go sailing offshore. We have been talking about the baby boomers for years. They are now in their late 50s to mid-70s and have the time and the money to buy a boat and go cruising. Many younger people also have the money and the desire to go cruising now.

**Read more of How to Save Sailing, Part Deux from [Offshore Passage Opportunities](#).**



# IN THE NEWS

## Last Stopover: The Ocean Race adventure comes to an end

By IMOCA Globe Series 7 Jul 06:52 PDT

**Beyond the competition, The Ocean Race is an extraordinary human adventure. Six months on the move, punctuated by a magnificent competition at sea and the high points on land that have thrilled us all.**

Thank you for the laughter, the adventures, the tears, the stress, the splendid acting and, above all, thank you for all the shared emotions and the memories that you have left us.

In this final episode of the original series of the behind-the-scenes stages of the crewed round the world race, opens with Team Malizia's victorious finish in Genova.



*Last Stopover - The Ocean Race adventure comes to an end © Marin Le Roux / polaRYSE*



Yet a feeling of uncertainty hangs over this finish, as the winner of the Grand Loop is not yet known. It is the 11th Hour Racing Team that is awaiting the jury's decision, following the collision with Guyot Environnement-Team Europe at the start in The Hague. The wait for the verdict is interminable for the crew at sea, but then the final victory is magnificent.

It was then time for the prize-giving, the goodbyes and already the nostalgia began to sink in. The race will

have left its mark on everyone's minds and that every participant, from sailors or shore teams.

**500,000 views on the various broadcasting platforms!**

STOPOVER, the series produced by IMOCA in collaboration with Ouest-France and Harken, consists of eight episodes produced at the start and then at each stopover of this first edition of The Ocean Race open to the famous hydrofoil monohulls.



*Last Stopover - The Ocean Race adventure comes to an end - photo © Marin Le Roux / polaRYSE*



# IN THE NEWS CONT.

For six months, this series, which is already attracting a sizeable audience, explored the consequences of the crews' adventures at sea once back on land. Families, injuries, repairs and logistical challenges, The Ocean Race was much more than a sporting competition, it was a human adventure.

Over the course of the eight episodes, we followed members of the teams and discovered the other side of the race that we normally experience on the map. We shared what the shore teams experience on the edge of the craziest of playgrounds.

## Thank you to everyone.

Thank you to everyone who made STOPOVER possible. Thank you to the journalist Jacques Guyader, Ouest-France and Harken for supporting this project, thank you to Marin Le Roux and Théo Dolivet-David from the production company polaRYSE for all the moments collected and thank you to the organisation of The Ocean Race and all the participating teams for their confidence.



*Last Stopover - The Ocean Race adventure comes to an end - photo © Marin Le Roux / polaRYSE*

Source: [Sail-World.com](http://Sail-World.com)



*Last Stopover - The Ocean Race adventure comes to an end - photo © Marin Le Roux / polaRYSE*



*Last Stopover - The Ocean Race adventure comes to an end - photo © Marin Le Roux / polaRYSE*



*Last Stopover - The Ocean Race adventure comes to an end - photo © Marin Le Roux / polaRYSE*



# IN THE NEWS CONT.

## Sailing for Inclusion

*Source: [TogetherOutdoors.com](http://TogetherOutdoors.com)*

Sailing has always been about community. It's something you rarely do on your own. Love of the sport transcends most differences that keep us apart, and clubs and associations have always welcomed new sailors. But it hasn't always been as inclusive as it should be.

Thirty years ago, a handful of gay sailors realized they had no real way to connect with other gay sailors. There was no forum, no way to find each other, and no way to build a community in a sport traditionally dominated by straight spaces. That group of sailors started the [Knickerbocker Sailing Association \(KSA\)](#), which has become one of the premier LGBTQ+ sailing groups in the U.S.



Today, KSA has about 250 members from all walks of life, and visitors, guests and members from around the world. It's primarily a sailing and boating club. But it's also a social club to bring together people with a shared passion and diverse lifestyles in a comfortable setting.

### **Stonewall Sails**

Every year the KSA hosts the [Stonewall Sails Regatta](#). In its twentieth year, it's one of the oldest continually running LGBTQ+ sailing events in the world.

"The regatta is just one piece of our outreach program," says club Commodore James Weichert. "It's a Corinthian event, truly sporting and fun, not a cutthroat competition with professional sailors."

Some crews show up ready to sail together; others form up dockside from registered participants right before the racing begins. Everyone is welcome regardless of sailing skill.

They held the event with [Hudson River Community Sailing \(HRCS\)](#). This successful outreach program teaches STEM topics to high school students against a backdrop of sailing and boat building. The KSA uses J/24 race boats from HRCS to host the event, with teams of three to five sailors in each boat vying to win on the water. And win off the water by raising money for the HRCS outreach programs.

"HRCS is a great partner," says Weichert. "They're about diversity on the water, too."

The event features an afternoon of competitive one-design racing and an evening get-together for awards, prizes, and a charity auction.



# IN THE NEWS CONT.

## Visibility on the Water

The weekend that NYC Pride kicks off is for racing, but to cap the week off, the sailors put out the colors and fly their flags in the Rainbows on the Hudson event. This parade of sail and power starts with a fleet meetup south of Ellis Island, then makes its way up the Hudson and back around down to South Street Seaport. Followed by a cocktail party and dinner, of course.

“New York is such an amazing place to sail,” Weichert adds. “There are tricky currents and breezes and a lot of traffic, but the sights are fantastic.”

What’s not to love about a raft-up with old friends and new acquaintances under the gaze of Lady Liberty before a cruise across the harbor?

## Ongoing Outreach and Representation

“We have people reach out to KSA. They come to New York, looking to meet people and find a community,” says Weichert. “For me, this is my family in New York.”

Membership is open to anyone. You don’t need to be LGBTQ+ or know how to sail to join or take part.

“This year, we’re sending some representation to [Block Island Race Week](#),” Weichert says. Block Island Race Week is a premier east coast racing event hosted by the Storm Trysail Club, with boats coming from all over the eastern seaboard to compete.

“The first time we show up at a place like this, some might look askew,” he adds. “But the message is we’re here, and we’re staying.” At least two boats from KSA are participating in this year’s Block Island event, and the club has other plans.

Their big summer cruise is a trip up through the Elizabeth Islands off Cape Cod and out to Martha’s Vineyard. Past trips have ranged all over New England and Long Island Sound, bringing new sailors out with experienced veterans.

## Hope and Vision for the Future

“The club has grown and changed many times over the years,” says Commodore Weichert. “Today, the focus is on younger people, whether straight, non-binary, queer, or whatever. Exploring identity and sexuality has changed so much since we started this. We provide a safe space.”

“We’ve also had a shift in our board, and it’s looking more and more like the people we represent,” he adds. “We’ve got a diverse body, and the future is in inclusive environments.”

The Knickerbocker Sailing Association is one of many LGBTQ+ clubs worldwide open to anyone. As they grow, they remind people that you can and should include everyone who shares your love of sailing.

And sharing your love of sailing is what clubs like this are about, the Commodore adds. “As a boat owner and KSA member, I’ve brought a lot of people I don’t know out sailing with me. The next time you’re in New York, I’ll take you out.”



# IN THE NEWS CONT.

## Wondering How Red Tide Might Affect You?

### We Answer Your Questions About the Health & Safety of Red Tide

**Q:** Is it safe to swim during red tide?

**A:** No, swimming around red tide can cause skin irritation, rashes, burning sensations, and sore eyes.

**Q:** Does red tide cause breathing problems?

**A:** Yes, some people may experience coughing, sneezing, tearing, and an itchy throat when the red tide organism, *Karenia brevis*, is present and onshore winds blow. People with severe or chronic respiratory conditions like emphysema or asthma are advised to avoid red tide areas.

**Q:** Can shellfish bought during red tide be eaten?

**A:** Generally shellfish purchased from stores or served in restaurants are safe to eat during a red tide bloom. The government monitors these shellfish for safety and tests them for red tide toxins before being sold.

**Q:** Can recreational harvested shellfish be eaten during red tide?

**A:** No, recreational harvesting of bivalve mollusks like hard clams, oysters, and mussels is prohibited during red tide closures. These organisms should not be eaten during any closure of a shellfish harvesting area. However, other shellfish like crabs, shrimp, and lobsters are not affected by the red tide organism and can be safely consumed. It is important to avoid consuming the tomalley (green stuff, hepatopancreas). Locally harvested scallops from open scallop harvesting areas are safe to eat during scallop season, but only the muscle of the scallop should be consumed, not the whole animal. Additionally, illegally harvested and unregulated shellfish are dangerous and should never be consumed.

**Q:** Is it safe to eat finfish caught during red tide?

**A:** Yes, it is safe to eat local finfish as long as they are filleted before consumption. Toxins may accumulate in the guts of fish, but when the fish are filleted, these areas are removed. However, it is not advisable to eat dead or distressed animals, especially in a red tide area, as the cause of their unusual behavior or death cannot be determined with certainty.

**Q:** Can cooking or freezing seafood remove red tide toxin?

**A:** No, cooking or freezing seafood does not eliminate the red tide toxin. Additionally, the toxin cannot be detected through visual inspection or taste. Wondering How Red Tide Might Affect You?



Source: [USHarbors.com](http://USHarbors.com)



# IN THE NEWS CONT.

## Offshore Sailing School Offers Exciting, New Ultimate Monohull and Catamaran Cruising Experience

As America's #1 Sailing School with more than 160,000 graduates, Offshore Sailing School introduces its first-ever combination catamaran and monohull cruising course. "Often new students aren't sure which yacht type they would like to learn on.



So, they will get "the best of both worlds" in our new Ultimate Monohull and Catamaran Cruising Course, offered at 'Tween Waters Island Resort & Spa on Captiva Island, Florida," company President & CEO Doris Colgate said. During certain weeks, Offshore Sailing School is modifying their most popular Fast Track to Cruising® course, so students will learn to sail aboard a Colgate 26, followed by training on both a 44' monohull yacht, and a 40' catamaran. Both of the yachts are new additions to the company's fleet in Florida. In just one week, you can go from your couch to the captain's chair and earn four US Sailing certifications to skipper a yacht up to 50'. To learn more and check course availability, interested students should call 1-239-454-1700 or 1-800-221-4326, or email, [Info@OffshoreSailing.com](mailto:Info@OffshoreSailing.com).

The company is promoting ChristMAST in July with \$1000 savings when two students enroll together for courses in Florida or the British Virgin Islands this month and take their course October – December 2023. These savings will apply to the new Ultimate Cruising Course. Students receive textbooks to study in advance, instruction aboard, and resort accommodations. Offshore Sailing School graduates receive an exclusive discount of up to 15% off their first charter with the school's charter partner in the British Virgin Islands, The Moorings.

Offshore Sailing School is a finalist for Small Business of the Year with the Greater Fort Myers Chamber of Commerce with the winner to be announced on July 27, 2023. The company will celebrate its 60th Anniversary with a kickoff celebration and special contest during the 2023 US Sailboat Show in Annapolis, Maryland, this October.

Offshore Sailing School's current locations include Captiva Island and St. Petersburg, Florida, and Tortola and Scrub Island in the British Virgin Islands. The company offers every level of US Sailing and Powerboating certification for beginner, intermediate, and advanced courses. They also host Women's Week Fast Track to Cruising® Courses, and Colgate Sailing Adventures® hosted flotilla vacations. The trip in Grenada is sold out this Fall, but there are cabins available for trips in Belize and the Greek Islands in 2024.

Offshore Sailing School's headquarters office is at 6338 Presidential Ct., Ste. 201, Fort Myers, Florida, 33919.

Offshore Sailing School continues to hire full-time, qualified instructors for its sailing and powerboating courses at all locations. Interested candidates should email US Regional Manager, Randon Finkelstein, [Randon@OffshoreSailing.com](mailto:Randon@OffshoreSailing.com). For more information, visit <https://www.offshoresailing.com/>.



# 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](mailto: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](mailto: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](mailto: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



**“Roughly a garbage truck’s worth of plastic waste gets dumped into our oceans every minute.”**



Join us in protecting the ocean! Learn more at [sailorsforthesea.org](http://sailorsforthesea.org).