



# About the East Bay Sailing Foundation

**1995 - 2000**

**Initiate EBSF**

**2010 - 2013**

**Advance EBSF**

**2020 and Beyond**

**Sustain EBSF**

**Established by BYC:**

EBSF was established in 1995 by the Bristol Yacht Club as a 501(c)(3) entity as a way to more efficiently manage the club's sailing program and reduce costs through charitable contributions

**Dedicated Staff:** By 2010, program management needs exceeded the capacity of volunteers so a part-time Program Director was hired

**Fleet Enhancement:** In 2013, investment was made in a fleet of J/22s to significantly advance the sailing program for BYC and providing additional charter and recreational opportunities for the BYC membership

**Revenue Needs:** Tuition increases and fundraising/Charitable Contributions are not sufficient to maintain the program at the current level with the aging fleet. Additionally, new tax laws limit benefits of charitable tax deductions for many individuals.

**BYC Support:** Additional BYC financial engagement is needed to sustain the sailing program



# Challenges Facing Yacht Clubs

BYC must proactively prioritize solutions that mitigate expected membership decline to sustain the future of the club

## Yacht Club Challenges

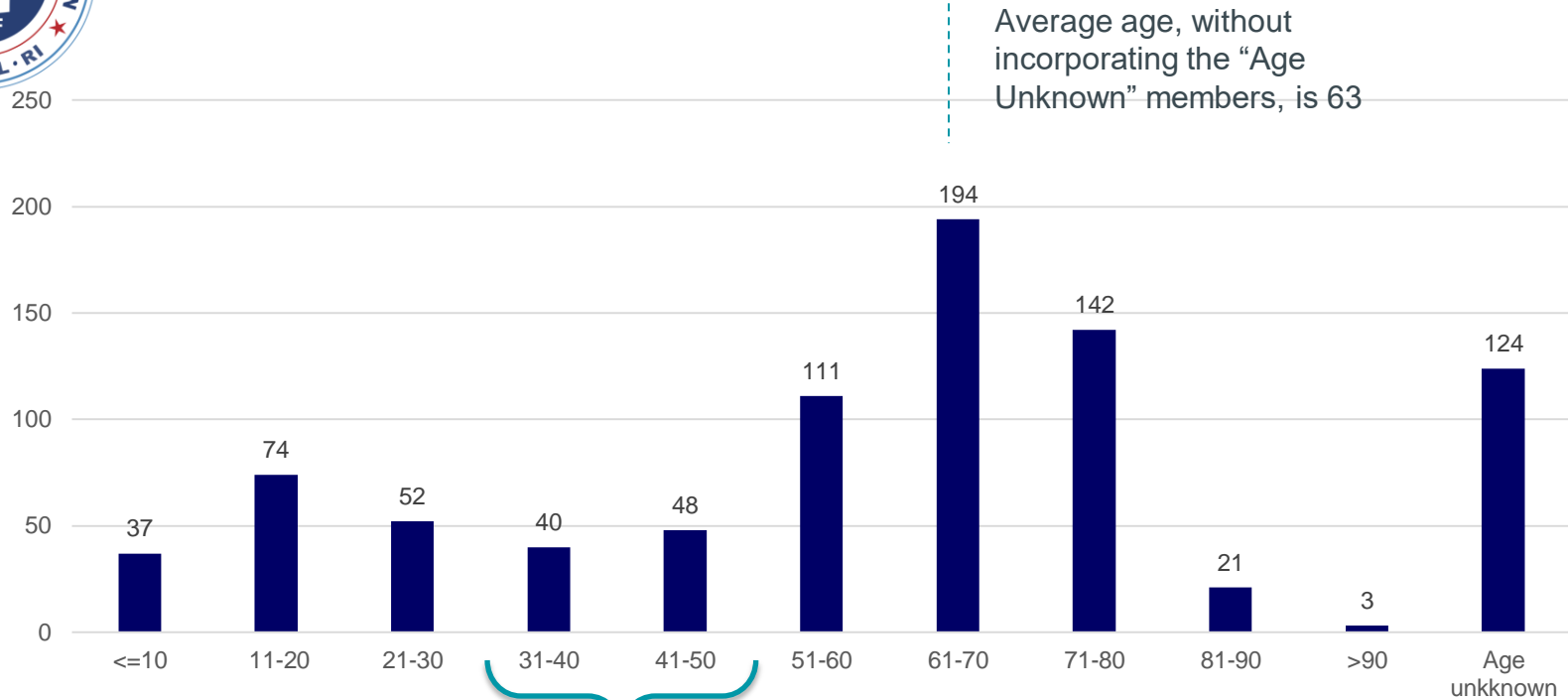
- Participation in sailing is declining nationwide.
- Average membership age is increasing and many clubs are struggling to attract young members threatening club sustainability

## How EBSF Helps

- Broaden reach and access to sailing via education and outreach (i.e. adult and youth instructional programs)
- Create engagement among existing members through enhanced recreational and racing opportunities throughout the year
- Boat charters lower cost of entry to sailing
- Attract young families through instructional program
- Attract young adults through high-level racing opportunity



# Membership Count by Age



- Historically BYC has been challenged to attract 30-50 year old age group
- Since last analysis three years ago, increase of 18 individuals to this age group

Age Unknowns - members who joined before BYC starting collecting birth date. As a result, actual ages will skew older than what is reported



# Benefits of EBSF to Bristol Yacht Club

EBSF contributes to BYC member engagement and is a key source of new membership prospects

Increased boat charter opportunities for BYC members

Establish BYC as leader in sailing across the Narragansett Bay region

Engage broader community in the sport of sailing

Additional racing options beyond Wednesday night / Millard Summer Series

Develop enhanced sailing and racing educational path

Provide women-only sailing programs to encourage increased female engagement

Deliver ongoing race management services to BYC

Introduce team racing to BYC including top local racing talent

Develop continued pipeline of young BYC membership prospects



# Engagement and New Members.....

EBSF contributes to ongoing member retention and new member engagement

Current Members Utilizing J/22s*	New Intermediate Members via EBSF	New Adult Members via EBSF
Bell Bjerregaard Bolt Brito, C	Bjerregaard, K Bjerregaard, T	Aikman Bryan Callahan Culora
Browne Callahan Columbo	Byron Clancy Dochoda, J	Dochoda, EJ Feeny Finkenstead
Cromwell Colura Enright, J	Gemperline Harden Lebens	Gillespie Kallfelz LaRoche
Feeny Granoff Green Guild, M	Leffingwell Miller, C Quinn	Ponder, A Scanlon Schreyer
Hall, B Holloway Kallfelz	Savoie Scanlon, H Sefrian	Wilkes
Levesque Madsen Mooney	Smaldone	
Murray Oliver Pasqual Petaja		
Scanlon Small Sparkmnan		
Whelan Wilkes ...and more!		

\*Based on 2019/2020 participation



# EBSF Financial Snapshot 2013-2019

	2013	2014	2015	2016	2017	2018	2019
<b>Income</b>							
Total Tuition youth and adult	123,418.00	131,050.67	149,789.06	135,845.05	115,823.00	130,235.00	150,546.00
Other Income/Sales of Fixed Assets	6,011.95	19,505.00	4,500.00	460.00	16,081.00	11,056.00	17,442.00
Total Fundraising / donations	55,730.00	8,882.25	31,196.55	11,831.70	17,829.00	15,066.00	20,570.00
<b>Total Income</b>	<b>185,159.95</b>	<b>159,437.92</b>	<b>185,485.61</b>	<b>148,136.75</b>	<b>149,733.00</b>	<b>156,357.00</b>	<b>188,558.00</b>
<b>Expenses</b>							
Administrative	5,489.99	10,277.68	10,100.87	6,532.07	6,841.00	6,683.00	16,854.00
Payroll	68,675.63	96,325.00	130,094.00	114,755.00	92,233.00	106,370.00	116,727.00
Total Program / Maintenance	46,944.07	44,692.39	35,764.00	18,276.52	16,560.00	43,805.00	45,406.00
<b>Total Expense</b>	<b>121,109.69</b>	<b>151,295.07</b>	<b>175,958.87</b>	<b>139,563.59</b>	<b>115,634.00</b>	<b>156,858.00</b>	<b>178,987.00</b>
Depreciation	18,841.00	32,117.00	33,435.00	27,560.00	19,993.00	17,446.00	14,217.00
<b>Net without Depreciation Included</b>	<b>64,050.26</b>	<b>8,142.85</b>	<b>9,526.74</b>	<b>8,572.16</b>	<b>34,099.00</b>	<b>-501.00</b>	<b>9,571.00</b>
<b>Net with Depreciation Included</b>	<b>45,209.26</b>	<b>-23,974.15</b>	<b>-23,908.26</b>	<b>-18,987.84</b>	<b>14,106.00</b>	<b>-17,947.00</b>	<b>-4,647.00</b>



# EBSF Current Income Streams

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The EBSF is continually working to optimize annual revenues including the following efforts:

- Increasing tuition for most programs
- Adjusting schedule and offerings to increase participation
- Expanding High School sailing programs (Spring and Fall)
- Partnering with other camps (YMCA)
- Accessing external grants (PPP Loan, Champlin Grant, 11<sup>th</sup> Hour Racing Grant, Ocean State Charity Trust, RWU Community Grant)
- Continued fundraising (\$7-12K annually)

While revenues cover annual program expenses, EBSF struggles to cover capital expenses to effectively maintain the fleet of sailboats and coach boats at satisfactory levels

EBSF is a valuable asset to BYC that we propose is recognized, prioritized and included as an investment as an ongoing line item on the BYC annual operating expenses to help cover annual expenses and support capital investments



# Support from BYC

BYC provides some ongoing support to EBSF and additional ongoing financial engagement to sustain the sailing program

## BYC Investment To Date

- Use of the BYC grounds for instructional and racing programs and boat storage
- Use of the BYC launch for instructional programs
- Promotion using the mainsheet and BYC member list
- BYC members participating in volunteer opportunities (Adult Sailing, regattas, boat maintenance)
- Support of EBSF insurance cost at \$6000 annually

## Additional Investment Needed

- Annual additional direct financial support requested from the BYC estimated between 2.5% and 5% of total annual operating budget estimated at approximately \$600,000 for 2020
- Estimated request of 2.5% - 5% of BYC operating budget is \$12,000 - \$30,000\*
  - Estimated request is \$43 - \$83 of each senior membership dues

Amount will vary based on the BYC operating income and capital needs at the discretion of the BYC Executive Board and membership approval





# Proposed Five Year Capital Investments

For the EBSF to provide continuous improvement, maintain safety and stay relevant to the BYC membership the following capital investment must be incorporated over the next 5 years

ITEM	COST EACH	TOTAL
6 Sets of Mercury Sails	\$1150 Each	\$6,900
6 Sets of J 22 Sails	\$2000 Each	\$12,000
12 Sets of Opti Sails	\$450 Each	\$5,400
6 Sets of 420 Sails	\$1000 Each	\$6,000
3 Replacement coach boats	\$2500 Each	\$7,500
2 Replacement engines	\$8500 Each	\$17,000
6 Mercury fleet refit	\$5500 Each	\$33,000
6 Blue Dragons youth sail training boat	\$2500 Each	\$15,000
6 Open Bic's youth sail training boat	\$2500 Each	\$15,000
2 C420's	\$9500 Each	\$19,000
4 C420's fleet refit	\$1500 Each	\$6,000
		<b>\$142,800</b>



# Actions Requested

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The EBSF funding is an immediate need, not just an aspirational improvement opportunity

EBSF has operated on a shoe string at near break-even since its creation. The need for capital improvements is now urgent and can't be managed from our current income streams.

The Strategic Planning process has identified five intriguing and worthwhile long-term projects. There are aspects of each plan that EBSF would welcome. However, securing dependable additional revenues are urgently required to ensure sustainability of the sailing program.

The vote in October is to not to approve any specific funding; the vote is to approve our presentation be advanced to the BYC Executive Board for proper due diligence and planning with the EBSF. A proposal would than be presented to the BYC membership and a vote to proceed with additional funding, or not. Its our position that this is the best path to ensuring a robust, engaging and safe instructional sailing program that properly supports the BYC membership goals and mission of the EBSF.