

National Squib Owners Association
Minutes of Committee Meeting held on Saturday 7 October 2017
at Rutland Sailing Club

1. **Attendance and Apologies:**

Present at Meeting: Nigel Grogan, Marian Gibson, Malcolm Blackburn, Pete Richards, Tony Gibson, Vincent Delany, Gerard Dyson, Duncan Grindley, Chris Stonehouse, Richard Sullivan, Simon Vines, David Wines, Ian Waite, Dick Batt. Mike Brown in attendance.

Apologies: Chris Rickman, Andrea Holland, Mike Barsby, Lou Bibby, David Biddle, David Hall, Brian Pettitt, Mike Probert

Nigel Grogan opened the meeting by welcoming the Committee to the Inlands – where 37 boats are competing. He said it was a privilege to take on the role of Chairman of the NSOA. He said that he intends meetings to be conducted in a business-like fashion with email being the primary method of communication.

2. **Minutes**

The minutes of the Committee meeting held on 8 May 2017 were approved.

The minutes of the Annual General Meeting held on 20 June 2017 were approved for accuracy.

3. **Matters Arising from the Minutes, not otherwise on the agenda**

None

4. **Co-options to the Committee**

Vincent Delany and Dick Batt were co-opted to the Committee (proposed by Gerard Dyson, seconded by Chris Stonehouse.)

5. **Chairman's Report**

NG commented that it had been an interesting time for the NSOA as the Rondar boat progressed through development and testing. The performance section of the mandate has still to be finalised but will take some 18 months to 2 years as more new boats are needed which compete in events in order to evaluate their performance.

There had been a Technical Committee meeting on Friday 6th October which Rob Taylor of the RYA was present at – see Technical report for more details.

Rondar development costs:

It was noted that there was no appetite within the class to consider a new builder.

Nigel Grogan reported that following circulation of correspondence most were in favour of an agreement. Malcolm Blackburn reminded the meeting that the Committee had always said that use of moulds would be allowed without payment of a mould fee to allow for recovery of development costs. The detail had not been agreed. He also considered that the keel mould costs represented good value.

Following debate the following was agreed:

a) The NSOA should pay for the keel (£7000 inc VAT) - unanimous

b) That the NSOA agree to pay £15000 by way of waived mould fees for full ownership of the internal moulds of the Rondar built Squib, at the rate of £400 for a complete boat and a lesser scale for components.

c) That the prototype should be licensed as a Squib and sold by Rondar with any proceeds over £10000 to be remitted to the NSOA (or set against the amount in item b).

d) A formal agreement to cover all of this should be produced.

(Option 1 of NG's proposals, 5 in favour, 1 for option 2, 2 for option 3)

It was further agreed that NG / MG would draft the letter to Paul Young.

6. **Treasurer's Report** (attached and forms part of these minutes)

The 2018 Budget was agreed (proposed David Wines, seconded Duncan Grindley)
The changes to the Bank Mandate and confirmation of the Payment Authorisation procedure were approved (proposed by Gerard Dyson, seconded by Richard Sullivan).

Euro rate fix for membership: Noted that the March Committee meeting agreed that the rate would be set at the end of November. Vincent Delany asked why fixing the rate cannot wait until January. It was pointed out that the subscription year runs from 1st January – so subscriptions are due on that date with the vast majority of members playing by Standing Order. However, an end of November fix makes communication of the rate difficult for the Membership Secretary (a notice goes in Squibble). The Treasurer has suggested a rate of €41 for 2018 using a fix at the end of September.

The Treasurer's report was approved.

7. **Membership Report**

Duly accepted.

8. **NSOA Constitution**

Noted that work is underway.

9. **Appointment of Marketing Chair**

Noted that Marketing is a key activity that needs specific skills. Resources are limited to pay someone outside the fleet (Duncan Grindley to investigate what Fiona Brown might charge).

Noted that Waldringfield have an effective marketing system for the Finns and OKs.

There is a good communication system with Y&Y – Mark Jardine in particular.

Agreed to continue with Nigel Grogan leading but working to collect a group of younger

Squibbers with the skills to do what is needed particularly with Social Media. The search for a Marketing Chair to continue.

10. **Technical Committee**

Rules

Malcolm Blackburn reported on the meeting held with Rob Taylor of the RYA. He said that the Rules approved by the AGM and agreed by the RYA in August are very much better than those we have operated to in the past. They are black and white in what is and is not permitted. There are a few outstanding issues regarding repairs to boats but they are not major issues.

Agreement on those remaining issues is very close. There is a difference between an issue that affects one boat and one that affects many.

The Rules must be fit for purpose. Basically nothing can be done to the new boat. For the older boat the important thing to remember is that maintenance is OK, but there can be no making boats faster. Differences between various boats are perceived rather than actual.

Mike Brown asked about potential for cheating with weight distribution and commented that many boats perceived to be fast carry the maximum of 30kg of correctors, probably under the seats. Malcolm Blackburn replied that he did some comparison tests between the Rondar boat and 96 and found there was very little difference in weight distribution. His view is that he is not convinced that there is much to worry about on this but the point about maximum correctors was noted.

Vincent Delany commented that he was aware of a mast being measured for Centre of Gravity.

Mike Brown asked why the deck lip hadn't been removed. Malcolm Blackburn replied that the self-draining concept (for which there were many doubters) had to be proved to work first otherwise boats could swamp in rough conditions. He also asked about retrofitting the internal mould.

Sailmakers:

The paper by Jenny Riley was circulated. Comments to Marian Gibson, please.

11. **Championship Report** (attached and forms part of these minutes)

2017 Nationals: The debate on why the turnout was so low is ongoing but this is not just a Squib issue this year. The attendance of Irish boats was very low (3) despite every effort by Holyhead to make the event suit the Irish fleets, with suggestions of changing the length of the event and special ferry rates being negotiated. It would be hard to find a more convenient location than Holyhead for Irish boats. Holyhead took a decision to stick with the week-long event given the lack of response from Ireland during the planning process. Is it time to revisit the whole issue of holding NSOA Nationals in Ireland given the lack of support from Ireland for events on the mainland and the extensive programme of Irish only events? PR commented that he considers it is time to change the way Clubs tender for the Nationals - everyone needs to work together on this. It is some years since a survey of the membership on Nationals format was done – it is probably time to re-do this. Note this could now be done electronically.

There has also been a decline in NSOA membership over the years.

Noted that entries for the Inlands changed dramatically in the last 10 days.

12. **Report Back on Marketing Meeting** (attached and forms part of these minutes)

The meeting had been productive with many ideas coming through and valuable contributions from Paul Young. The critical point made was who the target market is.

13. **How to grow the class**

What is important? Richard Sullivan made the point that there has to be a careful pitch – the Squib is not just a boat for aging dinghy sailors. It needs to be marketed on the basis of it being a very good boat to sail, close racing etc.

There is a need to promote the positives of the boat.

Should Nationals be hosted at places with strong fleets? David Wines wondered if we have exhausted the traditional venues. The fluctuation on fleet sizes was noted.

Dick Batt commented on the decline in regular club racing across all fleets – this is not just a Squib issue. People are increasingly time poor.

In general there is a need to grow the fleet from the bottom – encouraging individual fleets.

Fleet analysis

Burnham: A successful fleet at present. 24 boats out for the first weekend on Burnham Week. Saturdays normally between 6 and 10, with Sundays having fewer boats out. Duncan Grindley commented that he thinks that the enthusiastic club is part of the reason but the travelling fleet has both positives and negatives. Positives – encouraging people to participate further but the negative is that club racing can suffer. There is a wide age range but it is basically the Gold Fleet that travels.

Nigel Grogan commented that Burnham have had a succession of good (proactive) fleet captains, there's a lively social side based in the RCYC bar, moorings are efficient and it is easy to launch and recover. The downside is the long reach up and down the Crouch!

SCYC

Malcolm Blackburn said that SCYC is suffering from its own success. It is almost totally Gold Fleet now so no-one who isn't at that level considers buying a Squib.

RYYC

Gerard Dyson commented that at best the RYYC had 23 boats, now it is 3 or 4 with no newcomers (similar to SCYC in perception). A shortage of berths doesn't help.

Rutland

Chris Stonehouse commented that the racing fleet is sadly diminished, mainly due to aging

regulars retiring. RSC had tried to introduce mixed keelboat fleet racing in 2017 but it had little effect on numbers.

Lowestoft

Richard Sullivan reminded the meeting that the combined Nationals / Broadland Regatta had brought in people who wouldn't otherwise have attended a Nationals but enjoyed the regatta.

Noted that the Shrimpers hold rallies rather than formal racing. Merlin Week at Salcombe is a huge success – sold out within days for what is a fun event. However their Nationals are not particularly successful.

Dublin Bay

Vincent Delany said that there are many clubs and a huge range of classes. The more successful ones seem to have adopted a system of races with a maximum of 1 hour, leaving plenty of time for the bar.

Broads One Designs

Richard Sullivan said their successful attendance at Lowestoft Sea Week is helped by starting near the harbour mouth so time isn't wasted waiting for the Race Officer to set the perfect windward start. If it's not a beat, so be it – there will be plenty of beating elsewhere in the course!

Ian Waite commented that he got into Squibs by accident. He thought one of the real positives of the Squib is that it can be sailed as a family boat. Has there been too much emphasis on the Gold Fleet? He noted that the RVYC seems successful at attracting youngsters – how do they do it. Do they retain them post university?

Nigel Grogan said the Class needs to focus on the positives, it's going to be a slow job and there isn't much money for promotional activities. The Class needs to be seen to be one where it is difficult to win but where there is both great competition and a great social side. We should be aiming to attract people like SB20 sailors. Note that there is a lot of competition with RS promising to produce a new keel boat and Hartley Boats having sold some 92 boats post Dinghy Show (mainly Wayfarers).

14 **50th Celebrations**

A series of marketing initiatives are planned for the 50th Anniversary including a raffle for a new Squib (draft rules were circulated, but will not be published until they are finalised for everyone to see). The concept is that all you have to do to enter is have a Squib, belong to the NSOA and race. It will make for great publicity for the class – and will front the Dinghy Show stand. Nigel Grogan reported that a Musto Skiff world champion is intending to buy a Squib and enter Cowes Week – a nice media story in the making.

15 **Publicity**

Note that if the Squibs have a great week at Cowes in 2018 with a high turnout there will be good media coverage.

The website is being updated on a regular basis

Y&Y Online – good relations with them. We need regular, good reports with a positive spin. They want nice action pics (high res) and people stories - tabloid not broadsheet.

eSquibber: Now to be produced on a monthly basis – but Tony Gibson commented that despite chasing content is not easily come by with fleets not responding. Images are hard to source – and too often are low quality, low res.

Squibble: stays as twice a year with the Spring 2018 edition being A4.

16 **Dinghy Show**

Noted that before 2016 there had been spasmodic attendance at the Dinghy Show. However this has changed with the support of Rondar who supply the boat for the purpose. 2018 is

booked and hopefully we will manage to staff the stand with non-greybeards! (MG to start chasing the younger active sailors.) Noted that the RYA are trying a number of initiatives to encourage classes and the NSOA has signed up for a slot in the Class Hub (no details as yet).

17 **2018 Nationals**

Pete Richards reported that planning for the 2018 Nationals is well underway.

Sponsorship has been agreed in principle for a “free” spinnaker with the Cowes Week entry. The agreement has to be finalised but this should make for superb photo opportunities and great copy for the media. The Cowes Week effect should be a boost to promoting the class.

18 **Championship Format and Review:**

Ongoing

19 **Date of next meeting:**

Intention to hold a meeting at the Dinghy Show (note room space permitting, would need to be Saturday)

May 2018 (to finalise AGM paperwork.)

NSOA Committee Meeting 7 October 2017

Motion for the resolution of the question of Mould ownership and Mould Fees

Background:

Over the several years of discussion with Rondar and the class leading up to the licensing of Rondar as Squib builders there have been costs incurred by Rondar to develop their production version of the Squib and a new mould for the Squib keel. Nigel Grogan, the class Chairman has been negotiating on behalf of the NSOA with Paul Young of Rondar to try to agree what, if any of these costs should be borne by the NSOA. This follows the circulation at Holyhead of a document notionally containing "Heads of Terms" of an agreement between the NSOA and Rondar to waive "mould fees" in respect of Squibs built by Rondar to the value of the development costs incurred. Also to pay to Rondar the costs of the new keel mould and transfer ownership of the keel mould and new internal moulds to the NSOA.

Paul Young suggested that the costs of the development work (including the keel) in respect of time and materials (excluding much of his time and travel) were in the region of £40k. He asked that the NSOA pay him £5k plus VAT for the keel mould and £19k (paid by way of waived mould fees) Additionally that the prototype boat be certified as a Squib enabling him to recover the approximate balance of his expenditure.

His argument is that his expenditure is "real", justified and that the principle of waiving mould fees has been agreed. Also that "mould fees" represent only theoretical income to the NSOA because without boat sales there is no income to waive.

The progress of negotiations has been circulated to the NSOA committee with feedback requested from committee members and also a small sample of other NSOA members. The suggestion is that the committee now vote for either of the following options (which reflect the majority of feedback received)

Option 1:

- a: The NSOA pay £5k+ VAT from class funds for the keel mould.
- b: The NSOA agree to pay £15k by way of waived mould fees, for full ownership of all the internal moulds of the Rondar built Squib, at the rate of £400 for a complete boat (a lesser scale fee for the keel and deck)
- c: The prototype boat be licensed as a Squib, sold by Rondar and any proceeds over £10k to be remitted to the NSOA.
- d: Such an agreement to be properly drafted and agreed.

OR

Option 2:

- a: The NSOA pay £5k +VAT from class funds for the keel mould.
- b: That the NSOA charge Rondar £400 per new complete boat for use of the NSOA moulds (a lesser scale fee for the keel and deck)
- c: The prototype boat be licensed as a Squib, sold by Rondar and any proceeds over £10k to be remitted to the NSOA.

OR

Option 3:

- a: The NSOA pay £5k plus VAT from class funds for the keel mould.
- b: That the NSOA waive all mould fees for the first 50 new Rondar boats sold.
- c: The prototype boat be licensed as a Squib, sold by Rondar and any proceeds over £10k be remitted to the NSOA.

The committee will be asked to each vote for one of the above options or to abstain. Should the abstentions outnumber the total votes for the Options, then the matter will be considered unresolved and further discussion on how to go forwards will take place.

Treasurer's report – Rutland Sailing Club, 07/10/17

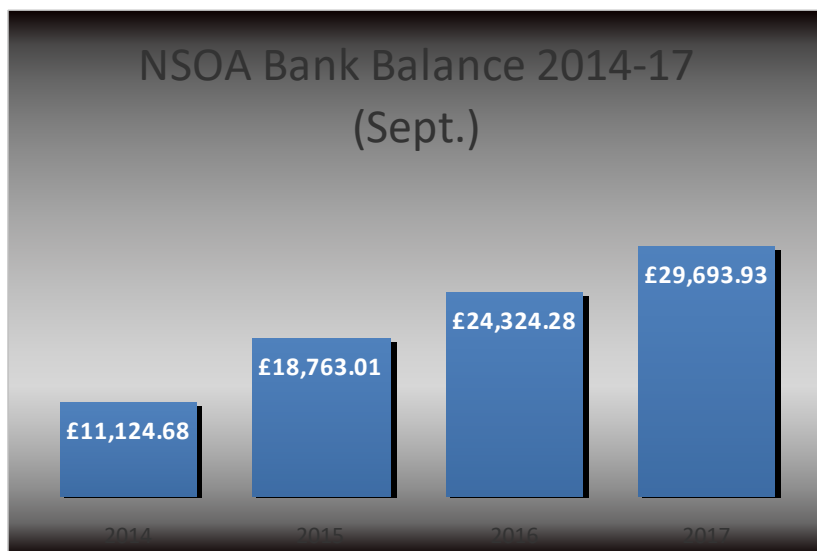
Firstly, many apologies for not being with you today – I feel I have missed far too many meetings of late. I am particularly sorry to miss this one as the discussion surrounding our strategy, the new boat and the 50th Birthday make this incredibly exciting times and feels in many ways to be the culmination of a lot of hard work over the last few years. As such, I hope you have an agreeable and productive meeting

1. Current Finances

We continue to build our funds year on year in line with the strategy to support

- Expenses relating to the development of the new boat
- Support Class Marketing (particularly for the 50th) to increase the awareness of our excellent Class
- Build a bit of a buffer to ensure the stability of the Class

Not much to say here – even the income to expenditure difference for the first five months year on year are virtually the same - - £1,775 (2016) and - £1795 (2017).



2. 2018 budget – already circulated ahead of the meeting.

Many thanks to Marian for putting this together.

3. Bank Mandate – to be approved :

“Signatories shall be Chair, Treasurer, Secretary and Membership Secretary with any two to sign. E-banking shall require authorisation from 2 signatories. No signatory shall sign any payment to themselves”

4. Spending authorisation – to be approved :

“Items must be authorised by Chairman and either Secretary or Treasurer for amounts over £100. No-one to authorise own expenditure. Items included in the Budget must still be authorised.”

5. Trophy Maintenance

There have been a number of trophy repairs over the last couple of years, which is clearly fine – do we have an inventory of NSOA Trophies and their locations ? We can then assess, whether to maintain or replace them and what are the costs to do so ?

6. Euro rate fix for subscriptions

This was discussed at the AGM and we said it would be up for review. Since June 2016, our Irish Members have been paying on average £38, due to the shift in the pound to the euro. I feel we should look to address – should we move to 41 Euros ? I'm just mindful of any impact on our Membership Secretary ?

Many thanks – enjoy the meeting.

Best wishes,

Chris Rickman
NSOA Hon. Treasurer.

National Squib Owners Association

Draft' Accounts for the Year ended 30th April 2017

Income and Expenditure Account

	<u>Actual</u> 2018	<u>Actual</u> 2017	<u>Actual</u> 2016	Difference		
				2018	2017	
Income						
Subscriptions received - current year	0	11378	11531	-11378	0%	
Subscriptions received - re prior years	1772	3437	2897	-1665	52%	
Squibble and Handbook adverts	0	1120	1560	-1120	0%	
Building fees-RYA	0	0	0	0		
Mould fees-Donations-Squibs	0	400	0	-400		
Miscellaneous	0	0	1029	0	#DIV/0!	
Interest Euro charges and rate movement:	-4	-30	-39	26	13%	
	<u>1768</u>	<u>16304</u>	<u>16978</u>	-14536	11%	1.37081929
Expenditure						
Membership & Secretarial honoraria	0	900	600	-900	0%	
Web site & computer costs	127	85	360	42	149%	
Room hire	100	221	227	-121	45%	
Squibbles	1791	3406	3875	-1615	53%	
Handbook (2013 electronic version costs)	0	0	0	0		
Postage costs Squibble & handbook	301	705	883	-404	43%	
Travel	0	0	0	0		
Other postage stationery	0	172	100	-172	0%	
RYA, ISA, SCRA Subscriptions	0	339	250	-339	0%	
Insurance (assets, public liability & officers)	762	739	739	22	103%	
National Championships	261	310	250	-50	84%	
Trophy Repairs and Payments	12	0	0	12		
Miscellaneous	117	232	1389	-115	51%	
Bad debt for advertising in publications	0	0	140	0	#DIV/0!	
Marketing - Boat Show etc.	90	500	200	-410	18%	
New Mould / Design / Drawings etc.	0	3420	0	-3420	0%	
Depreciation- Moulds (over 15 years)	856	856	856	0	100%	
Depreciation-load cell & other	0	9	100	-9	0%	
	<u>4417</u>	<u>11894</u>	<u>9969</u>	-7477	37%	
Deficit/Surplus	<u>-2649</u>	<u>4410</u>	<u>7009</u>	-7059	-60%	
Transfer to Mould replacement reserve	0	0	3000	0	#DIV/0!	
Transfer to 50th Anniversary reserve	0	0	1000	0	#DIV/0!	
Balance transferred to/(-from) Accumulated Fund	-2649	4410	3009	-7059	-60%	
				0		
Funds Flow Surplus	<u>-1793</u>	<u>5275</u>	<u>7965</u>	-7068	-34%	
Capital Expenditure						
Hull mould and plug refurbishment	0	0	0	0		
Deck mould	0	0	0	0		
Refurbishment of plugs	0	0	0	0		
Keel Gauges/ banners	0	0	0	0		
	<u>0</u>	<u>0</u>	<u>0</u>	0		
Net funds inflow / (-outflow)	<u>-1793</u>	<u>5275</u>	<u>7965</u>	-7068	-34%	

Bank Account Movement 2015 - 2017

2016/17		May	June	July	August	September	October	November	December	January	February	March	April			
UK	Income	£ 390.00	£ 550.00	£ 281.66	£ 270.00	£ 290.00	£ 70.00	£ 35.00	£ 375.00	£ 8,917.75	£ 1,175.00	£ 1,055.00	£ 585.00	£ 1,851.66	-£ 1,711.44	£ 1,851.66
	Expenditure	£ 409.72	£ 400.00	£ 2,454.27	£ 844.95	£ 362.50	£ 100.00	£ 68.50	£ -	£ 720.82	£ 3,899.45	£ 1,152.76	£ -	£ 4,571.44	-£ 1,223.27	£ 4,571.44
	Balance	£ 20,878.39	£ 21,028.39	£ 18,855.78	£ 18,280.83	£ 18,208.33	£ 18,178.33	£ 18,144.83	£ 18,519.83	£ 26,716.76	£ 23,992.31	£ 23,894.55	£ 24,479.55			
Euro	Income	£ 720.49	£ 305.84	£ 44.00	£ 88.00	£ -	£ 289.08	£ -	£ -	£ 44.00	£ 172.46	£ 313.67	£ 132.00	£ 1,447.41	-£ 415.88	£ 1,447.41
	Expenditure	£ -	£ 6.33	£ -	£ -	£ 5.13	£ -	£ -	£ 1.13	£ -	£ -	£ 3.59	£ -	£ 11.46	-£ 63.84	£ 11.46
	Balance	£ 6,598.32	£ 6,897.83	£ 6,941.83	£ 6,985.83	£ 7,029.83	£ 7,313.78	£ 7,313.78	£ 7,312.65	£ 7,356.65	£ 7,529.11	£ 7,839.19	£ 7,971.19			
Euro (£)	Exchange	0.77	0.84	0.85	0.85	0.87	0.89	0.85	0.85	0.86	0.85	0.85	0.84			
	Income	£ 554.78	£ 256.91	£ 37.40	£ 74.80	£ -	£ 257.28	£ -	£ -	£ 37.84	£ 146.59	£ 266.62	£ 110.88	£ 1,181.16	-£ 154.18%	£ 1,181.16
	Expenditure	£ -	£ 5.32	£ -	£ -	£ 4.46	£ -	£ -	£ 0.96	£ -	£ -	£ 3.05	£ -	£ 9.78	-£ 45.39	£ 9.78
Total (£)	Income	£ 944.78	£ 806.91	£ 319.06	£ 344.80	£ 290.00	£ 327.28	£ 35.00	£ 375.00	£ 8,955.59	£ 1,321.59	£ 1,321.62	£ 695.88	£ 2,705.54	-£ 186.562%	£ 3,032.82
	Expenditure	£ 409.72	£ 405.32	£ 2,454.27	£ 844.95	£ 366.96	£ 100.00	£ 68.50	£ 0.96	£ 720.82	£ 3,899.45	£ 1,155.81	£ -	£ 4,481.22	-£ 1,268.66	£ 4,581.22
	Balance	£ 25,959.10	£ 26,822.57	£ 24,756.34	£ 24,218.79	£ 24,324.28	£ 24,687.59	£ 24,361.54	£ 24,735.58	£ 33,043.48	£ 30,392.05	£ 30,557.86	£ 31,175.35	-£ 1,775.68		
2017/18		May	June	July	August	September	October	November	December	January	February	March	April			
UK	Income	£ 540.00	£ 165.00	£ 347.40	£ 135.00	£ 45.00								£ 1,232.40	-£ 619.26	£ 1,232.40
	Expenditure	£ 252.01	£ 2,092.06	£ 1,279.07								£ 3,623.14	-£ 948.30	£ 3,623.14		
	Balance	£ 24,767.54	£ 22,840.48	£ 21,908.81	£ 22,043.81	£ 22,088.81	£ 22,088.81	£ 22,088.81	£ 22,088.81	£ 22,088.81	£ 22,088.81	£ 22,088.81	£ 22,088.81			
Euro	Income	£ 88.00	£ 590.21								£ 678.21	-£ 769.20	£ 678.21			
	Expenditure	£ -	£ 4.57	£ 2.65								£ 7.22	-£ 4.24	£ 7.22		
	Balance	£ 8,059.19	£ 8,054.62	£ 8,644.83	£ 8,644.83	£ 8,642.18	£ 8,642.18	£ 8,642.18	£ 8,642.18	£ 8,642.18	£ 8,642.18	£ 8,642.18	£ 8,642.18			
Euro (£)	Exchange	0.87	0.88	0.89	0.92	0.88										
	Income	£ 76.56	£ -	£ 525.29	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ 601.85	-£ 579.32	£ 601.85
	Expenditure	£ -	£ 4.02	£ -	£ -	£ 2.33	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ 6.35	-£ 3.43	£ 6.35
Total (£)	Income	£ 616.56	£ 165.00	£ 872.69	£ 135.00	£ 45.00	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ 1,834.25	-£ 871.30	£ 1,834.25
	Expenditure	£ 252.01	£ 2,096.08	£ 1,279.07	£ -	£ 2.33	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ 3,629.49	-£ 851.73	£ 3,629.49
	Balance	£ 31,779.04	£ 29,928.55	£ 29,602.71	£ 29,997.05	£ 29,693.93	£ 22,088.81	£ 22,088.81	£ 22,088.81	£ 22,088.81	£ 22,088.81	£ 22,088.81	£ 22,088.81	-£ 1,795.25		
% up / down		May	June	July	August	September	October	November	December	January	February	March	April			
UK	Balance	19%	9%	16%	21%	21%	22%	22%	19%	-17%	-8%	-8%	-10%	111%		
Euro	Balance	22%	17%	25%	24%	23%	18%	18%	18%	17%	15%	10%	8%	£ 19,828.02		
Euro (£)	Balance	38%	22%	30%	34%	24%	-100%	-100%	-100%	-100%	-100%	-100%	-100%			
Total (£)	Balance	22%	12%	20%	24%	22%	-11%	-9%	-11%	-33%	-27%	-28%	-29%	11%		

NSOA Budget for year ending 31 December 2018

Income	£	Notes
Subscriptions	15000	Would like to think we will get more in - but cautious budgeting!
Squibble adverts	1500	Would like a target that is higher.
	16500	
Expenditure		
Membership & Secretarial Honoraria	600	300 to each of Secretary and Membership Secretary
Website / computer / eSquibber	500	Hosting, software (templates, eSquibber), images etc
Room Hire	250	Keep item in budget
Squibbles	5000	Budget to include postage. Note Autumn 2016 postage was approx £3 to RoI and £1 mainland
Other postage, stationery	250	Mainly membership related / information to new members etc. Very little stationery charged.
RYA, ISA, SCRA subscriptions	400	
Insurance (assets, public liability, officers)	850	
		Main part is NSOA reception for host club (approx £250). 2018 is going to take a little thought as it will
National Championships	750	be different
Trophy repairs	250	Repairs and engraving
Misc	200	
		Allows for advertising in Y&Y etc as well as Dinghy Show and other promotional work. New stand will
Marketing, Boat Show etc	4000	be needed for 50th for the dinghy show.
		Hopefully this will be resolved before the end of 2017. Probably should be capitalised and then
Keel etc	7000	depreciated.
Depreciation Moulds (over 15 years)	1000	Non cash
	21050	
Deficit / Surplus	-4550	
Transfer to / from 50th Anniversary reserve	1000	
Net Surplus / Deficit	-3550	
Net cash flow	-3550	

Likely bank balance at end of 2018 assuming all the above approx £23K

National Squib Owners Association
MEETING TO BE HELD ON SATURDAY 7TH OCTOBER 2017
HON MEMBERSHIP SECRETARY'S REPORT

STATISTICS - TOTAL NUMBER OF MEMBERS 424 MADE UP AS FOLLOWS:

	2017	PAID	NOT PAID
FULL	347	322	25
ASSOCIATE	49	39	10
HONORARY.	18		
LIFE	7		
CLUBS	3 (non-paying)		

After continued chasing, hopefully, all members paying by standing order will have finally amended their payment to cover the 2015 increase in subscriptions.

I have had a list from Jeff Condell, Kinsale YC, of 44 racing Squibs, 10 of which are Full NSOA members, and 5 Club Squibs to bring the database up to date.

Sorry I'm unable to attend but I hope you have a good meeting.

Squib Sails and Sailmakers - Review 2017

At the last NSOA Committee meeting, I was asked to review Squib Sails and Sailmakers, following a request from Paul Young for the Class to adopt another Sailmaker.

At present we have three approved sailmakers in the UK (Batts, Hydes and Lonton and Gray) and one in Ireland (Olimpic). Since Pete Marchant was Class Chairman, we have had five slots for class sailmakers, but have never appointed more than four. Batts and L&G manufacture sails in the UK, Hydes and Olimpic make them abroad. Squib sails are made in Contender cloth, colour Mace. Since the specification was altered, the cloth has been longer lasting and with less variation. Cloth and colour however is a different issue than the one being discussed here.

Below are a range of retail sail prices for various classes, selected for comparison of sail size, shape, colour, class numbers : -

Maker	Class	Colour	Main	Jib	Spinnaker
Hydes	Squib	Mace	£691	£445	£471
P&B	FF	White	£812	£378	£607
Trident	Wayfarer	White	£617	£299	£488
Ullman	Redwing	Red	£840	£334	

I talked to Squib sailors with a range of abilities, also sailmakers and people with an interest in the class. Below is a summary of their responses to two questions : -

What do you think about our sailmakers?

Generally the answers to this question was positive. Any criticisms were due to delayed delivery or lack of sails in stock during the summer. Customers are happy with the quality of manufacture. They all give winter discount which is how most people buy their sails.

- Some sails are made abroad (Hyde and Olimpic) and others in the UK (Batt and L&G.). This keeps prices down and it is a good balance.
- Our present three British sailmakers have all sailed Squibs for many years, know the class well, compete regularly in National events and give up their own time free of charge to give talks at Clubs and to help Squib sailors to improve sail setting and results. They generously give valuable encouragement to new and novice sailors for which the class must be grateful.
- It is a strength of the class that the appointed sailmakers are passionate about Squibs and Squib sailing, they support the class rather than just look for profit.

Do we need more sailmakers?

Answers here were more varied...

- Why do we need a specified number of sailmakers? Other classes open it up to anyone. We shouldn't restrict it.
- It should be opened up to more competition, then you get fresh ideas, they might come up with a better design that might last longer, it might make the class more exciting.
- If we opened it up to anyone, we could have a problem with measurement / rules interpretation. Would our class measurers / technical committee want the hassle?
- Unrestricted sailmakers could encourage "cheque book" sailing, sailors needing the latest, fastest spec or fashion.
- Any fifth sailmaker would be expected to give support to Squib sailors like the others.
- If it were North Sails, they would be more expensive (10%), send professional jockeys to events, they probably wouldn't give class support, such as help for novices etc.
- Maybe a sailmaker in the North would be good to encourage more Squibs there, eg Abersoch. I wouldn't want it open to all, there are not enough sails sold and it wouldn't be fair on the present sailmakers, who have put in so much time and effort, just for them to be copied.
- Beware of spreading your sailmakers too thinly. There may be problems ordering and supplying the cloth in small quantities, you may end up compromising quality of cloth and manufacture, you might lose goodwill from established sailmakers, which might lessen their commitment and enthusiasm to support the class.

- It's a good thing to discuss the class sailmakers and perhaps the committee should review the appointed sailmakers every five years.
- The number of sails made annually is roughly equal to the number of entrants at the Nationals. So in 2017 it will be about 40 sets. The market is not big enough for more sailmakers to take a proportion. Stocking coloured sail cloth just for Squib sails is expensive.
- I am surprised that so few sets of Squib sails are made a year, I can understand the present sailmakers being concerned. Perhaps if the market takes off and, say, eighty sets are sold every year, we could consider adding another sailmaker.

Finally I talked to Paul Young. He is keen to introduce at least one more sailmaker to fill the fifth slot that the class rules allow. His reasons are : -

- It might encourage better value through more competition. (This claim was not supported by my price survey).
- It would be good to have another sailmaker with a base near the bigger yachting centres.
- If a big brand sailmaker supplying a wide variety of boats were selected, they could market the squib to existing customers. He is confident such a sailmaker would also help the class with talks, advice etc.
- In order for the class to grow again, it needs to be modernised. We are on the right track, but another sailmaker could assist in this development.
- The next six years will be make or break for the Squib Class. Therefore it is vital to market it with energy and enthusiasm to the next group of ex-dinghy sailors or keel boat sailors that want keen, high standard racing but don't want all the maintenance of a wooden boat. A number of high profile sailmakers are keen to make Squib sails and use their marketing and advertising to encourage newcomers to the class.
- Goacher, North, Ullmans and others would like to tender and fit these criteria.
- Paul wants to sell the Squib as a finished package, complete with sails. This was not done by previous Squib builders, but is more in keeping with present boat marketing techniques.
- He spoke passionately about modernising and expanding the class to attract new people before it is too late.

I suggest that the committee tries to answer the following questions : -

- 1 - Are we happy with the four sailmakers we have at present?
- 2 - Are we happy with cost and long-levity of Squib sails?
- 3 - Should we allow any sail maker to make Squib sails?
- 4 - Would another sailmaker help market the class and therefore bring in new blood?
- 5 - Would we like to fill the fifth slot with another sailmaker?
- 6 - If so, when and how should we choose another sailmaker?

Jenny Riley October 2017.

**CHAMPIONSHIPS SUB COMMITTEE REPORT FOR NSOA COMMITTEE MEETING
AT RUTLAND, 7 OCTOBER 2017**

FUTURE NATIONALS

We have committed to three years ahead with Championships organised at the following venues:

- 2018 IOW – To be held in association with Cowes Week.
- 2019 Torquay – Royal Torbay YC
- 2020 Kinsale – Kinsale YC – as recommended by the Irish Forum.

Venue for 2021 remains open as interest has been shown from SCYC, West Mersea and possibly Weymouth.

2017 NATIONALS

The 2017 Nationals, held at Holyhead only attracted 43 boats. It is debatable whether this relatively low turnout was due to the venue or some other reason yet unknown. It definitely follows a general downward trend in numbers of entries for sailboat racing events in the UK.

Witness the attendance at the Inlands this year.

The numbers at Holyhead were also not helped by the poor attendance from the Irish contingent. They could not have asked for an easier venue to get to than Holyhead.

I know the Holyhead organisers put a lot of effort into trying to attract the Irish, even proposing a shortened event over 4 days as per their preference, but without a firm commitment from the Irish, reverted to the tried and tested 6 day norm.

I think a clear indication from the Irish Forum is needed as to whether Irish boats wish to enter events in the UK. The Irish are perfectly equipped, holding their own Nationals and Area Championships which are relatively well attended. If this is going to be the status quo in future years, then the decision to hold a full Championship in Ireland every five years is definitely called into question.

2018 NATIONALS

Steve Warren Smith has had a meeting with Cowes Week Ltd. which is the Organising Authority for Cowes Week 2018. He reports that they are happy to comply with our requirements viz.

To do the Nationals next year, you will have to enter Cowes Week.

4-11 August is Cowes Week.

NSOA Squib Nationals will be: first Sat, practice race. Sun to Fri, 6 days, one race per day. Last Sat won't count to Nationals, just Cowes Week results.

Squib party and AGM Tues 7th at CCYC (Cowes Corinthian Yacht Club)

Prizegiving, but no dinner, Friday 10th.

Hosted ashore all week by Cowes Corinthian Yacht Club.

NOR and SIs from CWL.

Entries live from 1 Nov.

Of the 6 "Nationals" races, 4 will be Committee Vessel laid starts, windward leeward. 2 will be Cowes Week Squadron starts, around the cans but still with windward leeward legs.

Launching at Royal Vic Thursday and Friday before, but if over 70 entries, probably a second site in Cowes. Recovery at RVC Saturday and Sunday after.

Moorings through the NSOA, laid by Cowes Harbour, in Cowes. RVC will sort all that.

OTHER CHAMPIONSHIPS

2018

East Coasts: Burnham, second Bank Holiday weekend in May. The Gold Cup will be the first Bank Holiday Weekend.

Southerns: Portsmouth, 15/ 16 September

Europeans (Lac Cazaux, 22 – 24 September

No venues have been agreed for future years.

NSOA MEMBERSHIP SURVEY

It is some time now since the NSOA membership as a whole, were consulted about what they required from a National Championship. I think the last survey was in 2009, which clearly showed that a six day event was preferred by UK boats and a shorter event by the Irish. Perhaps it is time to revisit this marketing exercise to obtain current views. It is very apparent that only a relatively small section (about 18%) of the NSOA membership attend more than one open event.

TRAVELLER'S TROPHY

I appear to have picked this one up from Gerard – it is loosely connected to championships.

98 Boats have competed in the UK. However, before the Inlands, only 6 of these can qualify with 4 events attended.

Maybe we need to look again at the qualification requirements before the events start again next year.

MARKETING OF EVENTS AND SPONSORSHIP

Straying into other Sub Committee territory - Our main marketing tools are the NSOA website, Squibble and eSquibble, Individual Club websites and word of mouth between existing squib sailors.

Intermittent attendance at the Dinghy Show over the last 10 years has not been particularly effective at either advertising Squib events or attracting new blood into the Class. It's not my forte but I think we need to up our game here and find someone to push the Squib message a bit harder to the general, diminishing in numbers, sailing public.

Apart from tremendous efforts by individual Clubs to find sponsorship for their events the NSOA does not have a prime sponsor. Do we need to start looking?

Pete Richards

Sub Committee Membership

At the moment the committee consists of:

Pete Richards – Chairman
Gerard Dyson
Fran Blackburn
Duncan Grindley
Mike Probert
Steve Warren Smith
David Wines
Marian Elsdon – Sec.

I think it represents a fair cross section of geographic location but does not need to get any larger.

Hopefully, we can get together at Rutland but I think we may get overshadowed by the general committee meeting, which has more important issues for the Class to discuss.

Pete Richards
NSOA Championship Sub Committee Chairman

Squib Nationals attendance by declared clubs

	Howth 2015	Weymouth 2016	Holyhead 2017	
Host club	8	12	10	
SCYC	9	15	9	
RCYC / Burnham	5	7	7	
RVYC	2	3	3	
RNIYC	2			
Kinsale	4		1	
Plymouth	2	2		
WOBYC	2	3	2	
RYYC	2	1	2	
RStGYC	2	1		Dun Laoghaire
SSC	2	1	1	
RIYC	1			?Dun Laoghaire
Portsmouth	1	2		
Glandore	1			
Holyhead	3	6		
Weymouth	2			
Felixstowe Ferry		1		
Dart		3		
Carsington		1		
TBSC			3	Anglesey
DLMYC			1	Dun Laoghaire
Killyleagh			1	NI
	48	58	40	
Host Club %	16.67	20.69	25	
No of Irish boats	16	1	3	
Number of UK mainland boats	32	57	37	

ANALYSIS OF SQUIB RESULTS OVER ABOUT TEN YEARS by Vincent Delany

Low= 11-157 Middle= 158-724 high= 725-889 vhigh= 900-910

Of the 40 boats which competed in Holyhead in 2017, 19 (47.6%) were low numbers, 1 (2.5%) was mid numbers, 19 (47.6%) were high number and 1 was vhigh.

The highest placed low number was 1st, the highest placed middle number was 39th., the highest placed high number was in 6th. place, and the highest placed vhigh was in 40th place.

In Howth in 2015 the first and event in which I won a race.

Of the 48 boats which competed in Howth in 2015, 20 (41%) were low numbers, 8 (16%) were mid numbers , 20 (41%) were high number and 0 was vhigh.

The highest placed low number was 1st, the highest placed middle number was 28th., the highest placed high number was in 3rd. place, and no vhigh.

Let us look at another year- the big one in Weymouth in 2009, the first event I brought my own boat to.

Of the 108 boats which competed in Lowestoft in 2008, 36 (33%) were low numbers, 26 (24%) was mid numbers , 45 (41%) were high number and 0 was vhigh.

The highest placed low number was 1st, the highest placed middle number was 37th., the highest placed high number was in 3rd. place, and no vhigh.

This compares with Lowestoft in 2008, the first event I competed in, where the local club imposed number limitations.

Of the 57 boats which competed in Lowestoft in 2008, 24 (42%) were low numbers, 7 (12%) was mid numbers , 26 (45%) were high number and 0 was vhigh.

The highest placed low number was 2ⁿ, the highest placed middle number was 17th., the highest placed high number was in 1st. place, and no vhigh.

Is there an argument in favour of a reduced or waved entry fee for mid-number boats?

NOTE: (MG)

Entry fees for Nationals are set by the host club in agreement with the NSOA Championship Sub Committee. Events are not funded by the NSOA.

National Squib Owners Association

Notes from a Publicity and Marketing Meeting, 27 July 2017, 11am

Present: Nigel Grogan, Marian Gibson, Ricky East, Tony Gibson, Paul Young (12 onwards)

NG opened by saying that hopefully the NSOA would now be moving forward. Rondar need to fulfil marketing promises and the Squib website needs to be kept up to date (TG confirmed it is updated regularly). However it needs to be agreed what we are marketing.

Strengths and Weaknesses

Strengths	Weaknesses
Close one-design racing	
Affordable racing / low entry cost	
Loyal Support	
Longevity of ownership / racing	Perceived age profile
Cowes Week success (White Group record)	Cowes Week – Squib regarded as a bit déclassé
Events – Traveller Series	How many events should there be?
Social Side (SB20 analogy – Squib racing isn't run on international / professional lines so is friendly)	
No perceivable commercial / financial benefits for Squibbers.	
Clubs / fleets around the country	
RYA National Class	
Old boats – lots of tinkering from semi-professional builders	Old boats – lots of tinkering from semi-professional builders. Perception of lack of compliance with class rules
Amateur sailing	
Mace sails – the trademark of the class	Mace sails - old fashioned
Active, independent owners association	People in office for too long – churn needed
	Male / female split
	Finding crews
Basically a domestic class with a strong Irish presence. Some small fleets / individuals worldwide.	Basically a domestic class with a strong Irish presence. Some small fleets / individuals worldwide.

Rondar boat – feeling that it will be faster. Unproven – and will take a couple of years for enough boats to be raced at all levels to assess. If it is consistently faster, then the rules could be changed for the old boats.

The latest version of rules are very much clearer to understand than the previous ones and need to be complied with. The possibility of an amnesty for old boats re compliance was mentioned.

Events: Need to look at how events are run as well as where.

Measurement of Success = number of people involved in racing

- 1 Nationals
- 2 Areas
- 3 Inlands
- 4 Regional / fleets
- 5 NSOA membership

(RE / MG to look at figures)

Promotion: need to look at short, medium and long term.

Needs to be a marketing view on venues and frequency of events (not just Squib).

Note that at major (mainland) events (result) numbers 1 – 20 always go, 21 – 80 need to be encouraged.

Nationals: Timetable and format needs to be reviewed. Noted that if general attitude to the Nationals doesn't change the event will die. The format at Lowestoft was popular with the main event on the sea and the regatta on the broads.

What about Salcombe week format?

Mixture of events needed?

Ageist trophies

Questionnaire to fleets - what will you do and what do you want – careful wording of needed – emailed out.

Grid for what is happening where and when to be produced (rolling annual). RE to plan and circulate.

Publicity

Note there is a finite limit to time / money for the class (remembering that this is an amateur run class) with a small income for publicity materials

Facebook: Purpose? Inwards or outwards facing. Currently inwards. Is moderation needed? Note that the Forum on the old website wasn't used actively – old fashioned maybe? Also was an easy way in for hackers etc.

eSquibber / Squibble

Costs – budget set for year. Advertising / sponsorship – always difficult to get with a limited number of people to approach.

eSquibber: Race reports, committee reports, reminders – i.e news. Should be monthly (during main season) Note good pics always needed as well as content

Squibble: April 2018 – try A4 for 50th Special
Commission articles

Website – renew images

Can website incorporate You Tube clips? / video

What are we going to do?

More noise: Note Robert Deaves paper on media (RE to find out more).

Positive image – brand guidelines

Library of photos to use – champagne sailing, construct shots wherever possible. Note Waldringfield take photos every week.

Owners using GoPro for data – posting where? Note that raw video data is very bulky. Using apps much less so.

Central point to collect imagery – can there be a rotating gallery of images?

Someone chasing footage / images – “only as good as the content you provide!

Media rep in each fleet (note how poor local media coverage is on many areas)

Imagery

Encourage members to send in photos. Need a shopping list of what is needed (NG / TG)

How can we use video (look at Illusions – video from committee boat at start). What about drone footage / 360° video? Investigate YouTube.

Produce notes on how, edit and send to Fleet Captains - make the club tribes part of the whole.

Using other media

Yachts & Yachting:

Both print and online should be targeted. Pictures, pictures, then story but staying on message. PY reported that the Rondar have taken out bi-monthly print ads – and been promised boat tests.

? link to picture database for Y&Y

Note that “local” Squibbers are often not members.

Smarten your Squib – dinghy parks full of derelict Squibs – how to deal with them?

RE to talk to fleet Captains

MG to work with database to see what we can garner.

NG to ring fleet captains. (RE / MG to send list)

Monthly email to class captains from NG (MG / NG to liaise - email can be sent from database).

Shows and Promotion

Dinghy Show 2018

Display Squib without keel (only way to manage given H&S rules on things like steps) – PY to arrange.

MG to negotiate re stand (note limited suitable places). RE to talk to RYA re use of corridor. Possibility of displaying a full Squib outside?

Southampton: If opportunity arises. Largely Rondar with NSOA assistance for manning (note large number of members close by).

50th Anniversary

Special logo: ideas to be developed further.

50th Prize Draw

PY reported on the outline plan

Brand new Squib to be raffled, plus 2nd and 3rd prizes.

To be eligible MUST be an NSOA member (current) and sail / own a Squib.

Tickets will be earned from:

Club events (max number to be specified) – 1 per race

Opens at home = 2

Away opens = 3

Nationals = 5

Differential for Irish (?Scotland) competing outside local waters – to be clarified

Encourage everyone then draw at the Inlands 2018.

Rules to be sorted before 2017 inlands (PY to send paper to MG for circulation). Announce at Rutland, to run from Inlands to Inlands.

2018 Nationals

Main item for November Meeting (invite SWS as organiser?)

Pete Richards to be involved. David Lloyd has some ideas on sponsorship.

Need to encourage mid and back of fleets to turn up!

Squib 50th event at each Club