

# Starting Line



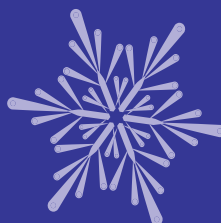
December 2012

## Inside this issue ...

- From the Commodore
- The Fiscal State of SYSCO
- SYSCO 2013 Budget
- SYSCO December 2012 Meeting Minutes
- Racing a Cal 20
- SYSCO Fleet Night

# SYSCO

Small Yacht Sailing Club of Oregon



[www.syscosailing.org](http://www.syscosailing.org)

# From the Commodore

By Michael Nance, Commodore



For SYSCO, 2012 has been a year of many changes and challenges, but I believe the club is stronger and better than ever. It has been my honor and privilege to be your Commodore this year, and my sincere appreciation goes out to all of the volunteers who helped make this year a success. The New Year will bring even more changes and challenges, not the least of which for racers will be the new 2013 Racing Rules of Sailing. To help educate everyone on the new rules, OCSA is bringing Dave Perry to town for two seminars on the new rules Feb. 22 and 23. Exact times and location to be announced. SYSCO will also be hosting our annual Fleet Night in January as well as our annual Race Clinic in March.

I would also like to welcome Mr. Frank Colistro back as our new Commodore for 2013. Frank served as SYSCO Commodore 18 years ago, so I am confident that the club is in good hands going forward. Warren Dalby will be returning as Race Captain/ Vice Commodore, Tod Bassham will return as our treasurer, Jan Burkhart will return as our Membership Chair, Ryan Rodgers is our new Secretary and I will remain on board as your Rear Commodore.

We still need Boat Show Volunteers January 9 -13! Put in a few of your SYSCO Volunteer Hours and get free admittance to the Boat Show. Please pick one of



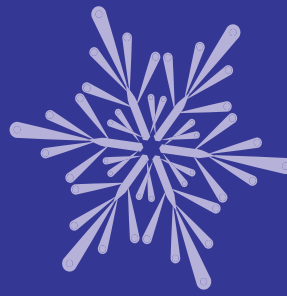
the open times by clicking on the VolunteerSpot link on the SYSCO home page at <http://syscosailing.org>.

Happy Holidays!

Michael Nance 2012 Commodore

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# The Fiscal State of SYSCO

By Tod Bassham, Treasurer

In this article, I will describe the recent fiscal affairs of our sailing club, some of its challenges, and some proposals for the 2013 budget. My hope is to present such fiscal information to members on a quarterly basis next year and improve communication and understanding regarding the club's budget. A spreadsheet is provided to help follow the discussion. The column for 2013 budget shows one possible balanced budget, based on some of the proposals listed below.

Some history: In 2010, the Board raised 2011 membership fees from \$70 to \$85, with the extra funds (approx. \$1,800) to be dedicated to providing a Principal Race Officer (PRO) for the club races. However, the board and membership ultimately decided not to hire a PRO for the 2011 racing season. We started 2012 with a bank balance of \$10,337, which is historically quite high, an excess caused by (1) unspent funds (approx. \$1,800) for the PRO program and (2) an extra \$1,500 from early 2012 season online membership renewals in December 2011 that should have been counted as 2012 revenue rather than 2011 revenue. (Bad treasurer!) Historically, reserve funds have averaged between \$4,000 and \$7,000. Note: For 2012, the final bank balance and carryover to 2013 is a little over \$4,000. This represents a reserve for emergencies, and in my view should not be drawn down much further.

The spreadsheet shows total revenue in 2012 of approximately \$15,158. If the extra \$1,500 in early

2012 renewals is added to that total, as it should, then total 2012 revenue was approx. \$16,658.


On the expense side, total 2012 expenses were approx. \$20,454. Subtracting \$16,658 from \$20,454 yields a 2012 deficit of about \$3,906. It is important to note, though, that about \$2,500 of this deficit represented one-time, unbudgeted payments for much-needed, extensive repairs to Pancho's motor and hull, plus the cost of the spiffy new SYSCO course board. These costs are unlikely to re-occur in 2013.

For 2013 budget planning purposes, I wanted to find the "true" deficit, how much the long-term revenue/expense balance is out of whack, as it seemed to be, if we continued current spending/revenue patterns. I decided the best way to do this was not to count the \$2,500 spent on Pancho repairs and the course board, because those costs are unlikely to recur in 2013. Subtracting the \$2,500 from the deficit of \$3,906 yields a "true" 2012 deficit of approx. \$1,406.

How did the club manage to overspend its 2012 budget? Many small factors went into this "true" deficit, including (1) implementation of the PRO program, which cost \$2,150, more than the \$1,800 brought in by the 2011 fee increase, (2) new services such as fleet night, which costs approx \$400, and (3) higher than budgeted costs for a number of standard club expenses, such as Pancho moorage, Pancho insurance, website the awards banquet, picnics, burgees, etc. Many of these higher costs are driven by general inflation,







which averages 2 percent per year. But the bottom line is that we just spent too much in many budget categories, particularly on the awards party. As the one who signs the checks, I bear the ultimate responsibility for that.

In late October 2012, I provided a report to the SYSCO Board describing the 2012 deficit and proposing some small budget cuts and small revenue increases to reach a sustainable 2013 budget. Due to an accounting boo-boo (did I mention I am not an accountant, nor even very good at math?), I originally estimated the potential 2013 deficit to be around \$2,500, if current spending/revenue patterns are continued. At the November 2012 board meeting, the board discussed the measures I proposed, but concluded that budget cuts and small revenue increases would not be enough. Instead, the Board voted to place before the membership a bylaw change to increase dues \$15, from \$85 to \$100, reasoning that such a fee increase is about the price of two six-packs and would allow the Board to continue providing services at a level that members have come to expect. The proposed bylaw change would raise approx. \$1,800, assuming 120 members, which combined with some minor cuts would reach the target of \$2,500.

Later in November, I discovered my math error, and provided the Board an addendum reducing the estimated “true” deficit from \$2,500 to between \$1,000 and \$1,500. As explained above, by my calculation the “true” potential deficit for 2013 budget

planning purposes is approx. \$1,406. In my view, that is the target we must reach to achieve a sustainable 2013 budget. That target can be reached by revenue increases, budget cuts, or some combination thereof.

The proposal to raise membership fees from \$85 to \$100 generated considerable interest among members, and it was pleasing to see at least 25 members show up at the December 2012 meeting (usual meeting attendance is about five people). After lively discussion, the membership voted down the bylaw change, and thus 2013 membership fees will remain at \$85. The membership did approve a proposal to raise non-member race entry fees for weeknight races from \$40 for a PIYA club member to \$50, and from \$45 to \$55 for non-PIYA club members. SYSCO weekend regattas (Solstice, Columbia Crossings) will remain at \$40/\$45. The intent was to set non-member weeknight race series entry fees at a level which provides an incentive for non-members to become members. These increased race entry fees might raise \$100 or so in extra revenue.

So, what about that potential \$1,406 deficit for the 2013 budget that started this whole debate? Well, at the January 2013 meeting the Board will consider a 2013 balanced budget that will likely be based on some of the budget cuts and small revenue increases discussed at the November and December meetings. There are many ways to skin the budget cat, and probably every member has a slightly different idea about budget priorities and where cuts/revenue increases should be concentrated.





Below are listed some possible ideas. Some will be no-brainers, some controversial. Please come to the January 2013 board meeting and present your ideas, or drop me a line at [basshamfam@hotmail.com](mailto:basshamfam@hotmail.com).

Until then, happy holidays, and hope to see you soon at the boat show, fleet night, or out on the water. Cheers!

#### **Possible budget reductions:**

Eliminate band or DJ for awards party. Savings \$200 (no brainer, IMHO).

Reduce awards party food cost by authorizing no more than \$20 per head for catered dinner for estimated total of 110 persons (\$2200). Savings: approx. \$400.

Reduce trophy budget to \$3,000. Savings: \$400.

Co-sponsor fleet night with CYC and split costs. Savings approx. \$200.

Replace printed roster with electronic list on website, with opt-out for members who choose not to list contact information. Savings: \$650. Other options: reduce paper size of roster, etc. Savings: \$200?

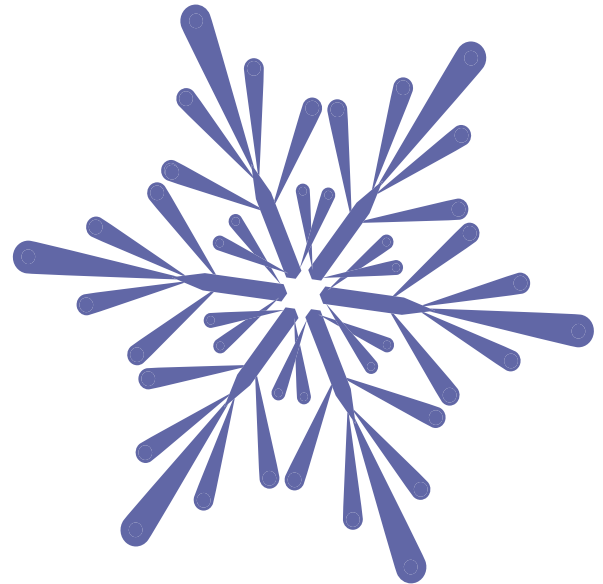
Reduce Pancho moorage (\$180 per month). If we moor only April to July, we will save \$360.

Use PRO only for fleets that request/need help or unusual conditions. Specifics: retain PRO for \$25 per night, which can be increased to a full \$100 if PRO goes out on the water, otherwise PRO just connects

to advise the fleet captain and, if fleet can handle the race, does not go out. Savings: \$300?

#### **Possible revenue increases:**

Increase award party fee from \$25 to \$30 per person. Even if we reduce food costs as proposed above, the actual per person cost for the award party is more than \$30, although that cost is offset somewhat by raffle prize income. As a general rule, I think we should price the award party according to its actual costs and not subsidize it with general membership revenue.

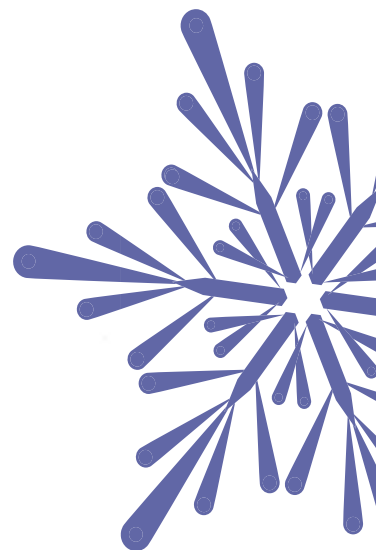




# SYSCO 2013 Budget

| CATEGORIES                     | 2009<br>ACTUAL   | 2010<br>ACTUAL   | 2011<br>ACTUAL   | 2012<br>BUDGET   | 2012<br>ACTUAL   | 2013<br>BUDGET   | 2013<br>ACTUAL |
|--------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|
| <b>INCOME CATEGORIES</b>       |                  |                  |                  |                  |                  |                  |                |
| Carry Over                     | 8,440.79         | 8,501.08         | 7,372.92         | 10,337.59        | 10337.59         | 4378.26          |                |
| Awards Banquet                 | 2,685.00         | 3,150.00         | 2,250.00         | 3,200            | 2917             | 3500             |                |
| Bank Interest                  | 3.07             | 3.05             | 3.43             | 3                | 0.82             | 1                |                |
| Membership Dues                | 7,957.00         | 8,545.00         | 11,577.63        | 10,500           | 8479.7           | 10200            |                |
| Race Income                    | 1,550.00         | 1,145.00         | 1,815.00         | 1,800            | 1,380.80         | 1300             |                |
| Misc Income                    |                  | 125.00           | 1,279.16         | 800              | 2379.99          | 1500             |                |
| Sub-Total Actual Income:       | 12,195.07        | 12,968.05        | 16,925.22        | 16,303.00        | 15,158.31        | 16501            | 0.00           |
| <b>Total Income:</b>           | <b>20,635.86</b> | <b>21,469.13</b> | <b>24,298.14</b> | <b>26,640.59</b> | <b>25,495.90</b> | <b>20,879.26</b> | <b>0.00</b>    |
| <b>EXPENSE CATEGORIES</b>      |                  |                  |                  |                  |                  |                  |                |
| <b>Administrative:</b>         |                  |                  |                  |                  |                  |                  |                |
| Website                        |                  |                  |                  | 115              | 115.4            | 115              |                |
| Association Fees               | 125.00           | 331.00           | 425.00           | 275              | 356.00           | 356              |                |
| Bank Charges                   | 12.25            |                  | 3.95             | 0                | 33.72            | 3                |                |
| Banquet Expenses               | 3,718.06         | 4,167.94         | 3,963.75         | 4,000            | 4,443.74         | 3800             |                |
| Boat Show Expenses             |                  | 171.00           | 0                | 200              | 94.99            | 100              |                |
| Donations                      | 100.00           | 150.00           | 0                | 150              | 100.00           | 0                |                |
| Meetings                       | 126.93           | 49.01            | 865.90           | 800              | 693.54           | 700              |                |
| Trophies                       | 3,856.92         | 3,160.57         | 3,462.13         | 3,400            | 3446.43          | 3000             |                |
| Insurance                      | 995.00           | 1,045.00         | 1,055.00         | 1,100            | 1283             | 1280             |                |
| Social Functions               | 709.72           | 1,213.72         | 1,198.73         | 1,200            | 887.34           | 800              |                |
| Cruising                       | 317.40           | 175.00           | 200.00           | 325              | 0.00             | 0                |                |
| <b>Membership:</b>             |                  |                  |                  |                  |                  |                  |                |
| Burgees and pennants           | 422.62           | 425.26           | 451.88           | 450              | 667.74           | 400              |                |
| Roster Print/Postage           | 482.02           | 571.13           | 560.88           | 600              | 657.80           | 325              |                |
| Postage & PO Expenses          | 165.75           | 61.60            | 88.00            | 75               | 46.00            | 50               |                |
| <b>Racing:</b>                 |                  |                  |                  |                  |                  |                  |                |
| Race Books                     |                  | 34.90            | 500              | 500              | 500              | 500              |                |
| Race Equipment Purchases       | 360.00           | 357.51           | 274.47           | 350              | 815.16           | 400              |                |
| Pancho Maintenance             | 447.86           |                  | 0                | 1,000            | 2522.95          | 1000             |                |
| Pancho Moorage                 | 0.00             | 775.00           | 680              | 775              | 1080             | 720              |                |
| Pancho Fuel                    | 237.87           | 376.61           | 290.91           | 400              | 425.44           | 400              |                |
| Pancho Misc                    |                  |                  | 14.95            |                  |                  |                  |                |
| Race Committee Fund/PRO        |                  |                  | 0                | 2,000            | 2150             | 1800             |                |
| <b>Miscellaneous:</b>          |                  |                  |                  |                  |                  |                  |                |
|                                | 57.38            | 102.15           | 30               | 100              | 135              | 100              |                |
| <b>TOTAL EXPENSES</b>          | <b>12,134.78</b> | <b>13,167.40</b> | <b>14,065.55</b> | <b>17,700.00</b> | <b>20,454.25</b> | <b>15849</b>     |                |
| <b>Actual income/ expenses</b> | <b>60.29</b>     | <b>-199.35</b>   | <b>2,859.67</b>  | <b>-1,397.00</b> | <b>-5,295.94</b> | <b>652</b>       |                |

Bank Balance: 4,378.26



# SYSCO December 2012 Meeting Minutes

## From the Board

December's meeting was held Monday Dec. 3 at the Delta Park Elmer's. All elected board members were present as well as numerous active members in SYSCO.

Michael Nance started the meeting at 7 p.m. and began with brief introductions of all attending members.

## Reports

Tod Bassham's financial report was the first order of business. Two balanced budget scenarios were given. The first laid out SYSCO's status with membership fees remaining the same as last year and described approximately \$1,000 dollars in cuts needed to balance revenue and expenses. The second scenario took into account a \$15 increase in the membership fees from \$85 to \$100. At current spending levels without an increase in membership dues, the projected shortfall would be in the ballpark of \$1,000 dollars. With the increase in membership dues, the speculated increased income would cover the gap.

Detailed discussion exploring reduction in expenses as well as increases in income ensued. Ultimately, the board conducted a vote on the existing motion from the November meeting. When put to a vote, the motion to increase next year's membership dues \$15 failed with a final tally of three in favor and an overwhelming majority opposed.



Shortly after the failed motion was put to rest, an alternative motion was made and seconded. Bruce Newton moved to increase the non-SYSCO race fees for the spring and summer weeknight series from \$40 to \$50 members of PIYA yacht clubs and \$55 for nonmembers of any PIYA club. The motion passed unanimously with hopes that increased fees for non-SYSCO members would encourage new membership.

Membership chairwoman Jan Burkhart had little to report on the membership front aside from one anonymous SYSCO member's desire for membership







cards or badges. Little discussion or interest followed.

Race chairman Warren Dalby had his hands full with the all for the extensive discussion with whether or not to raise race fees for members or nonmembers. Ultimately, there was no new race news.

Poncho chairman Gary Bruner flirted with the idea of stepping down from his duties as Poncho guardian but was urged by numerous supporters to stay on and contribute one more year. (Thanks Gary!) Poncho is otherwise still safe from winter's wrath.

Program chair is still without a permanent occupant; however Randy Poff agreed to stand in on SYSCO's behalf for the December OCSA meeting.

Social chair is vacant for the time being as well.

### **New Business**

We are currently looking for 2013 Portland Boat Show volunteers.





# Racing a Cal 20

By Fred Hazzard, Cal 20 Fleet Captain

As many of you know, the Cal 20 fleet is the largest and most active fleet on the river. With over 45 boats in the fleet we often have more than 15 boats out for a regatta or series. While the racing is serious, we try to maintain an air of camaraderie and cooperation. We pride ourselves helping new members learn to sail and race their boats.

The incentives to join our fleet are many. The boats are relatively inexpensive and reasonable to maintain. As a fleet we manage and rent moorage to 46 Cal 20 owners. This helps maintain the closeness of the fleet while keeping costs down.

Each year we bring in a top regional sailor to conduct a classroom seminar on racing and an on the water coached event. After the on the water activity the fleet gathers for a little debriefing and some food and drink.

Socially, the Cals are very active. Each year we have a Christmas gathering. In February or March we sponsor our awards dinner at a local eatery. In April we get together to measure new sails have a social evening over pizza and drinks. In July we have a golf tournament. In August we have our annual Cal 20 cruise and campout at Government Island's east dock. In November we have our annual bowling night.

And of course, we race in most if not all the events on the river.



If all of this sounds interesting to you please contact Dennis Damore, our membership chairman, to find out how you can buy a boat and become active in the fleet. You can email Dennis at: [ddamorecal20@gmail.com](mailto:ddamorecal20@gmail.com).

You can also talk with Schooner Creek about finding a Cal 20.



# SYSCO Fleet Night

**Monday, Jan. 28, 2013**

**6:30 p.m.**

**Rose City Yacht Club**

On Monday, Jan. 28, all members and friends of SYSO are invited to an All Fleet Night at Rose City Yacht Club at 6:30 p.m. We will use this night to learn about how SYSCO sets up races on the river and what might be new for the 2013 racing season. We will also choose fleet captains for the new season. Our fleet captains serve an important role in the SYSCO system. The fleets take turns acting as race committees and the fleet captains help facilitate this. To state the obvious: without race committees there wouldn't be any racing, so our captains are an extremely important part of the system. Without them, the system wouldn't work. Fleet captains are also voting members of the Board of Directors. This night is also a good opportunity for the different fleets to plan their own events and share racing ideas.

We are still in need of program and social chairpersons. Anyone?

Pizza and refreshments will be available for a small 'donation.'

