



Annual Meeting Agenda
November 10th, 2018
6:00pm at the Legends Club
Augusta, Georgia
Commodore: Daniel Fodera

Vice Commodore: Jeff Annis
Past Commodore: Jim Claffey
Rear Commodore: Rocky Kight
Secretary: Tim Tyler
Treasurer: Mike Walsh
Governors: Mike Carstensen, Harry Garcia,
David Poss, Eli Putnam, Chum Balk, Don
Brigdon, Candace Dermody, Palmer Russell

6:00 Social

7:00 Dinner

8:00 Call to order (Commodore)

1. Welcome
2. Motion to suspend the normal order of business and conduct the Annual Meeting as required by the ASC Bylaws (Jeff Annis)
3. Dock Authority – Report (Mark Yarbrough)
4. F Dock and Shawondassee (Dan West)
5. Commodore's Report
 - a. House and Grounds
 - b. Financial
 - c. Membership
 - d. Looking Forward – Motion to accept the four strategic goals approved by the Board of Governors (Bob Williams, Second Tony Coy)
6. Awards
 - a. Acknowledge Commodore's Cup and Junior Champions
 - b. Castleberry-Robertson
 - c. Cruiser of the Year
 - d. Service Awards
 - e. Gilbert Lacy Kleman Service Award
 - f. William Dearing Harden Memorial Trophy
 - g. Pottie Award
 - h. Special Recognition
7. Board Acknowledgements
 - a. Governors
 - b. Officers
 - c. Committees
8. 2018 Election of Officers and Governors
 - a. Nominations from the Committee – Bob Williams
 - b. Call for Nominations from the floor – Johnnie Poole
 - c. Vote
 - d. Presentation of Officer Flags – Daniel Fodera to Jeff Annis, Jeff Annis to new Officers.
9. Commodore Remarks – Jeff Annis
10. Adjourn

Augusta Sailing Club

9/11/18

Nominating Committee Report

ASC 18-19 Flag Officers and Board of Governors

Flag Officers

Commodore	Jeff Annis
Vice Commodore	Eli Putnam
Rear Commodore	Rocky Kight
Secretary	Tim Tyler
Treasurer	Mike Walsh
Past Commodore	Dan Fodera

Governors (Returning-1 year remaining)

Chum Balk
Don Brigdon
Candace Dermody
Palmer Russell

Governors (New 2 year term)

Michael Gaines
Steve Perun
Kim Bagnoni
Marge Brosseau

Respectfully submitted,

Dan West

Johnny Poole

Tony Coy

Bob Williams



Annual Report
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Commodore's Report for 2018

First, please remember the club members who have passed on in the last, especially Graham Addie, Yates Villepigue, Max Miller, Jean Kirby, Arthur Balk, and Scott's son, Blake Mitchell. They are missed

State of the Club

I'm pleased to report that the state of the club is healthy. In my remarks to you a year ago, I talked about four things, F-dock, the club owned fleet, Shawondassee, and growing new members.

House and Grounds.

The condition of the facilities is good. The roads are stable and drainage has been improved. We put down 36 truckloads of rock this year. The utility mule failed and was replaced. The clubhouse is structurally sound. The pump lift station was repaired. All storm damage repairs, as well as replacement of the oven hood are complete. We closed the old playground set as a hazard and then replaced it. We replaced the water heater in East Point. Both the kitchen equipment and the restroom facilities are showing their age.

All powerboats and their trailers are operational. We retired four sunfish from the club boat inventory and brought two JY-15s out of storage for sail camp use. We purchased four used Club 420s and three used open Bics for our junior racing program.

We took one permanent camper site out inventory to provide a storage area for the new boats. We established a standing board policy to exercise the club option on campers that come up for sale, and resell them to the next member on the waiting list. We added a fee to the camper waiting list and cleared ineligible or uninterested members.

We added new fees for the rare cases where non-member boats or campers remain on club property. The fees may be applied in cases where a damaged boat is transferred to an insurer, or when a boat or camper remains for an extended period after a member dies. The fees are consistent with local market rates and ensure that non-members do not pay less than members for storage at ASC.

The docks and mooring field are in good condition. Docks slips are near capacity with a few people waiting for specific slips. Mooring balls are being inspected and maintained, and we still have room on the permit for additional moorings. F dock has been the big project. We retained two 25 foot sections of the old F dock to use as temporary dinghy docks on West Point. The F dock replacement, with its

integrated wave attenuation features and double the deck area is almost complete. The F dock project completes the long-term dock replacement cycle we began in 2010. The original plan was to replace one dock every two years, so we have finished two years early.

There has been progress on Shawondassee. Commodore Dan West provided remarks at the meeting.

The financial condition of the club is healthy. Club events remain affordable and except for Halloween, typically break even. Our fees are stable, and have not increased since 2014. Members pay well below market rates for storage and slips. Well below means that we pay 3-5% of market for dry storage, and 20% of market for slip fees. We had planned a deficit budget in 2018, but we expect to end the year with a small surplus. Adding members helps (thank you sponsors and new members). The F-dock project was the most expensive in the history of the club, with a total contract cost of \$420,000. We paid \$150,000 in cash and are financing \$270,000 with a five-year loan. This is longer than we financed the other five docks, so with our current cash flow, we have limited flexibility for other major projects in the near term.

Membership.

Our membership is growing. As of today, we have 279 members in all categories. This includes 188 Active member members and 47 Associate members. Adult sailing school continues to be an excellent pipeline for new members. We added 25 new members in the last year. In 2017, less than two years ago, we had 257 members, including 186 active members and 21 associate members. Our membership has grown. We have more than doubled the number of associate members. Many of the new members are younger and have school age children.

Our junior program is new, flourishing, and exciting. Three years ago, we had no junior sailing outside of sail camp. Then we got two juniors. This year we have a 12-member racing team and kids have traveled to James Island, Hobcaw, Beaufort, Columbia and others. For Halloween Regatta, we had 21 of our own ASC juniors on the water. This is good for the long-term health of the club. (Many sailing clubs would love to see this kind of growth.)

The success of these efforts are the results of years of planning and work. Two years ago, we started with a member survey to help us identify some of the needs of the club and where to focus. Our long-range planning committee has used that to propose projects and policies that have made the club better. The next step is to lay out a framework that will ensure the continued health of the club.

This year the board adopted four strategic goals to provide that framework. You should have seen the emails, the tiny letters, and the pamphlet tonight. Our vision is to promote the sport of sailing and provide a place for the enjoyment of members and their guests. The goals that will achieve that vision are to Host Events, Develop our Members, Maintain the Facility, and Communicate with Members.

The next steps will be to use these goals to develop strategies for success that look out over several years. To keep us on this path, the board has asked that these goals be presented to you tonight for approval. (Motion Bob Williams, second Tony Coy – voted and approved)

I'd like to make one more ask of the long-term members. If you have children who grew up sailing, or grandchildren that you want to sail, and they are not members. Now is the time for them to join. They've enjoyed the club for years, it's a great time for them to be a part of it.

Awards

I'd like to recognize the winners of the **2018 Commodore's Cup** – the winner of the largest one-design fleet that sailed at the Castleberry-Robertson Regatta, sailing an Open Bic, was Kaitlyn Bagnoni. I'd also like to recognize our **2018 Junior Champion**, the first winner of the trophy since 2011, hard won in a long day of double elimination match-racing, sailing an Open Bic, Alex Bagnoni.

The **Castleberry-Robertson Regatta** is named in honor of Clem Castleberry of Castleberry Foods and his close friend and Club member Jim Robertson. This Handicap Regatta is the oldest of the Club's traditional regatta's. *After the cup was awarded this year, we found a scoring error that changed the final results. This winner of this year's Castleberry-Robertson Regatta was Marcus Moehlman sailing a Lightning. Accepting the award on his behalf are his crew, Eli Putnam and Dan Bagnoni.*

Gilbert Lacy Kleman Award for Service: The Service Award is presented by the Commodore to an ASC member or members who have unselfishly given themselves to the betterment of the Club or made a significant contribution to the Club or the sport of sailing. *This year's award goes to a member who has provided many years of service to the club. His leadership, vision, and work on both long-range planning and other committees have directly contributed to the success of the club today. Congratulations to Bob Williams.*

William D. Harden Award. The Harden Award is presented by the Commodore to an ASC member or members who have through their actions demonstrated the values of sportsmanship and the Corinthian spirit in an exemplary way. (The original trophy is still lost, but we have made a replacement. If anyone knows where the original trophy is, please let me know.) *This year's award goes to a racer who has made significant effort to sail competitively here on the lake, as well as off-shore. At the same time, he has continued his dedication to the club that exemplifies the spirit of Judge Harden. For sportsmanship and Corinthian spirit, Congratulations to Dan West.*

ASC Cruiser of the Year Award. The Cruiser of the Year Award recognizes the ASC member or member couple who embraces or, by example, personifies non-competitive sailing (cruising). The member or member couple will have participated in local or blue-water cruising, entertained in a cruising environment, embarked on a cruising lifestyle, provided coaching during cruising, derived joy from cruising and/or imparted enthusiasm for cruising. *This couple cruises, races, and volunteers like no other. They are a great example of both getting the most out of being members, while giving the most to better the club. Congratulations to Jay and Rene Hopkins.*

The **"Pottie" Award:** The Pottie Award is presented by the Commodore to an ASC member or members who have intentionally or by accident produced a result that in retrospect might not be considered well-reasoned. Special consideration is made to plain bad luck. *This year's winner joins an illustrious group of previous winners, including Bob Williams, two-time winner Bob Harkrider, and three-time winner Jeff Annis, and especially Ed Joy – a previous winner under similar circumstances. While there were other candidates this year, they really weren't competitive. Imagine it's three days before Halloween Regatta, expecting the most boats in your one design fleet this year. You've been asked to move another member's E-scow on a trailer down close to the launch ramp. You don't have the right size ball, but it kind of fits. For whatever reason, you decide not to attach the chains. Now imagine the boat and trailer pop off and begin rolling down the hill. You run after it, and are just able*

to redirect it away from the rocks but fall and go sliding on your back down the concrete ramp, almost getting run over by the trailer as it comes to a stop in the ditch and the boat slides off into the sea wall tearing off a rudder and punching a hole in the bottom of not your boat. Congratulations to Palmer Russell, winner of this year's Pottie Award.

Special Recognition Anchor of the Club – Someone who has long been involved in making the club better, sails in every regatta, is always taking new member, potential members, and guests out for a great of racing, let's others race his boat if he can't, his long-term perspective, involvement, and knowledge of the people have made him what some have called "an anchor of the club." I'd like to recognize Jim Claffey.

Special Recognition – Board Members and Committee members for their service – 2018 Board of Governors:

Departing Board members: Mike Carstensen, David Poss, Chum Balk, Harry Garcia

Returning Board members: Candace Dermody, Eli Putnam, Palmer Russell, Don Brigdon,

Officers - Vice Commodore: Jeff Annis, Past Commodore: Jim Claffey, Rear Commodore: Rocky Kight, Secretary: Tim Tyler, Treasurer: Mike Walsh

Committee Chairs and others who have been front and center in making things happen.

Assistant Junior Program Chair: Kim Bagnoni

Manager: Chris Newton

East Point Mayor: Scott Leggio

Harbormaster and Dock Authority: Mark Yarbrough

F-Dock project manager, and Past Commodore: Dan West

Bookkeeper and Past Commodore: Dick Mayne

Long Range planning Chair, Nominating Chair, and Past Commodore: Bob Williams

Boats: Ted Gimble

Commodore's wife, First Lady, and supporter of the club: Maria Luz Fodera

Slate for Augusta Sailing Club 2019 Flag Officers and Board of Governors

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Governors (New 2-year term)

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Marge Brosseau

Submitted by the Nominating Committee,
Past Commodores Dan West, Johnny Poole, Tony Coy, Bob Williams

75 Years of the Augusta Sailing Club - Vision 2028

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Charter. The Augusta Sailing Club exists “to establish, maintain, and conduct a club for the purpose of promoting sailing and boating; to provide a clubhouse, docks and other facilities for sailing, boating, swimming, mooring, keeping, maintaining and repairing boats of all kinds and character for the convenience of its members and their guests; to hold and conduct regattas and races of boats of all kinds and classes and to provide a place for the social entertainment and sport of its members and their guests and to do generally any and all acts and things necessary, convenient, expedient and ancillary to or in aid of the accomplishment of the foregoing.”

Mission: to maintain and conduct a club to promote sailing.

Vision: The Augusta Sailing Club is a private club for promoting the sport of sailing and providing a place for the enjoyment of members and their guests. The club grounds are located on the shores of Clarks Hill lake in the heart of Columbia County, Georgia.

The club is the members who sail, socialize, and volunteer. The club grounds are a place where members and guests sail, race, cruise on the lake, socialize, learn, and safely store and maintain sailboats.

We share our love of sailing, volunteer spirit, and the place on the lake by inviting guests from the community to events and activities. We are good neighbors and they are potential sailors.

The woods, wildlife, architecture, and unpaved roads maintain the rustic, secluded atmosphere that harkens back to the days before it was surrounded by development. The club grounds are a nature conservancy.

The club grounds are a refuge for its small group of members. The club is only crowded when we plan for it to be. Dues and fees are affordable. Members come from different backgrounds with strong representation from medical, industrial, professional, and national security communities. Discussions of work, politics, or religion are frowned upon. This is a place to talk about sailing, sailboats, sailing organizations, travel (on sailboats) and the club.

Values: Friendly, Fun, Easy, Affordable, Service/volunteer, Rustic, Safe, Caring, Competent, Sportsmanship

Strategic Goals – Host, Develop, Maintain, Communicate.

Host events. We host a full calendar of well-attended racing and social events. Our regattas bring the best competitors to Augusta. There is fair competition on the water and fun off the water. Our volunteer race officials are well trained and experienced. We have a mix of adult, family, and junior social events to meet the needs of the members. We are affordable. We are good stewards of club funds and manage our racing and social events efficiently. The primary purpose of charging for events is to offset the cost of hosting, not to generate income.

Develop members. We will develop members as sailors and stewards of the club. Our members teach others to sail and to become better sailors. Our members sail to compete, relax, and travel. We have a culture that values the volunteer spirit. Our members prefer to do the work. All members have a responsibility as stewards of this place – it must be here for future generations of Augusta sailors. Our incoming and upcoming members will fit this culture and accept this responsibility.

Maintain the facility. We will maintain a safe harbor and a place for recreation in a natural environment. Our docks and coves protect our boats from storms, wake, and low water. We are a place to store, maintain, and use our boats and to relax, play, and socialize off the water. We have a mix of temporary and permanent campsites and cabins for use by all members. We are family friendly.

Communicate with the members. We communicate effectively with members and prospective members. Members know what is happening, what is needed, when it will happen, and who is leading the effort. Involvement and volunteering to work or lead is easy. Knowledge about how to run and participate in club activities is passed on from year to year.

//What are the risks to achieving these goals?

Aging membership – if the average age of our members continues to increase, the membership levels will decline, and impacting all areas of operations and the eventual disestablishment of the club.

Lake Level and docks – if the lake level drops below the minimums, then we could lose storage on the docks

Lake level and sailing – if the lake level drops and stays low, then sailing because unattractive or hazardous.

Abuse of juniors -

social trends - (do young people want turn key experiences or ownership)

social trends - (threat - membership clubs are in decline - see Elks, Legion, Masons, etc)

social trends - (opportunity in population curve - after the boomers there was a lull, but the 1990-2010 population growth is bigger than 1940-1960 - how do we get the 10 to 30 year olds to the club?)

non-profit status (do members selling campers more than the camper value jeopardize it)

conservation easement

changes in land use around us

changes in shoreline management plan that do not grandfather our facilities

changes in corps management

development (if we wind up with subdivisions around us)

disposable income of local area residents (if it grows - an opportunity, if decline - a threat)

growth of cyber center (opportunity - will transplants from Maryland bring Chesapeake Bay sailors here)

public perception of sailing - see social trends...

This involves looking at the external environment (social trends in sailing, local community economics and politics, legal, technology, etc) as well as our internals

(capital, people, processes, technology) and identifying what the threats and opportunities to the club are. This is part of strategy development.

I would say one of the risk categories is an aging membership. Some of the specific risks are: If members are not replaced as older members age out, then the finances of the club will decline. If new members do not have the volunteer spirit, then the character and culture of the club will change, (and we might have to pay for more work).

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