

**Minutes of the 2019 J/24 World Council Meeting
Phone Conference October 9, 2019**

- 1) **Call to Order, Roll Call and Welcome:** Nancy Zangerle, IJCA Chair, called the meeting to order at 10:05 a.m. EDT and welcomed all to the meeting. We have a quorum. Attendees: Nancy Zangerle (Chair, USA), Marianne Schoke (Vice Chair, SWE), Kenneth Porter (Technical Chair, MEX), Nick Jako (Finance Chair, CAN), Will Welles (Executive Committee, USA), David Cooper (Executive Committee, GBR), Aris Pallikaris (GRE), Mate Kakas (HUN), Monica Persson (SWE), Molly White (USA), Christopher Howell and Julie Howell (ODAM, USA).
- 2) **Appoint Secretary:** Nancy Zangerle appointed Julie Howell as the secretary.
- 3) **Approval of 2018 WCM Minutes:** *Molly White made a motion to approve the 2018 WCM minutes as posted at <http://www.j24class.org/organization/class-documents/wcm-minutes/>, seconded by Nick Jako. Approval of the minutes passed unanimously.*
- 4) **Chair's Overview:** Nancy Zangerle will prepare a written report before the October 27th meeting.
- 5) **Review of Reports:**

Executive Director Report: See Attachment A. Christopher Howell highlighted the Class Office's proficient process of updating measurement certificates, including almost 100 in the past fiscal year. This is a good indication that boats are changing hands and remaining active in the Class. Hopefully everyone has been reading the quarterly newsletter, 23 of which have been compiled since One Design Association Management began working with the Class in 2012. Chris and Julie have attended major Championships to conduct public relations activities, including photos, videos, blogging, press releases, and ramping up our social media endeavor (Facebook, Twitter, Instagram). The photos and videos have the most "reach," often in the tens of thousands during the Championships. The coverage during the Italy Worlds is the highest we've reached so far. *Molly White made a motion to approve the report as written, seconded by David Cooper. Approval passed unanimously.*

Financial Report: See Attachment B. Nick Jako presented the year-end Profit & Loss statement and Balance Sheet for Fiscal Year 2018-2019. The IJCA has about an \$8,200 loss on the year, due to a slight shortfall in membership dues but more significantly was the drop in sail royalty tag sales (only 55% of what we budgeted). On the expense side, we came in under forecast. There are some discretionary expense lines that we monitor to stay on plan. Moving forward, the proposed budget will return us to the black. FY 2019-2020 expenses are mostly based on our actuals from FY 2018-2019. Changes on the revenue side include estimating the sale of 500 sail royalty tags. Some discussion had ensued about budgeting a lower number, but Nick expects a rebound from the 389 sold this year. In order to balance the budget and the current level of service to our membership, the Executive Committee approved a \$5.00 per member increase in membership dues (from \$15USD to \$20USD). The last dues increase (to \$15 USD) was in 2007. Nancy thanked Nick for his ongoing work as Finance Chair.

Regarding the Balance Sheet, the Class has a \$72,000 balance. The “Other Current Assets” of \$2,325 is the three sets of measurement templates, which are for sale.

Marianne Schoke made a motion to accept the Year-end Financial Statements as presented, seconded by Kenneth Porter. The motion passed unanimously.

Marianne Schoke made a motion to accept the 2019-2020 Budget as presented, seconded by David Cooper. The motion passed unanimously.

Technical Report: Kenneth Porter summarized that there were no Rule change requests or Rules proposals to consider this year. He thanked Alex Finsterbusch of the International Technical Committee for keeping us involved with World Sailing news. Tim Winger of the USA will be the Event Measurer for the Miami World Championship this month and in Poole next year. ITC nominations will be voted upon October 27.

Copyright Holder/Builders Report: Chris Howell spoke with Jeff Johnstone. There are no new boats being built, although Jeff is planning to issue a written update on J/24 general interests, which the Class Office will distribute. Jeff will be in Miami for the Opening Ceremony with memorabilia on display.

6) **Championship Reports:**

2020 World Championship: September 12-18 at Parkstone Yacht Club, Poole UK. David Cooper said they are finalizing a major sponsorship to be announced soon. Parkstone YC welcomed several members of the Executive Committee last month to review onsite plans, and some OA committee members will also be in Miami.

2021 World Championship: March 6-12 at Lake Potrerillos, Mendoza Argentina: Nicolas Cubria reported via e-mail:

--Organization has confirmed Potrerillos hotel as main base for the event. Complete hotel will be blocked just for the event. We are planning to have after-race events at the hotel, at the sailing club on the lake and also in some wine cellars. Room reservation will be for foreign crews. The place is amazing and super comfortable, lots of great common spaces to share wine or a fire looking to the lake. We think this will be a completely different experience. See <http://granhotelpotrerrillos.com>.

--Argentine qualification process will start in February and end in April 2020. May 2020, we will have available rental boats at our internet site.

--We are having elections in October 2019 and the new government will start in December 2019. A team will start working in January 2020 with the new government to get logistics and economy help (also from private companies). Due to the political changes, it is impossible to start working on this before the elections.

--We will be sailing/working hard this summer to test the best part of the lake to put the course on, and also decide if we put the boats at the club or at the hotel bay.

--We will take a video to Miami to present the Worlds 2021 event and also put our online site soon + Facebook + Instagram.

2022 World Championship: July 17-23 at Corpus Christi Yacht Club, Texas USA: Mark Foster reported via e-mail that Brad Stokes has been appointed as the Regatta Chair, and Willii Gohl and Leo Reise have been signed on as Jury. Brad will be attending the 2019 Worlds in Miami to get a better feel.

Chris Howell clarified that the 2023 Worlds venue will be voted on at the October 27th meeting. The only proposal received was from Greece, which will be distributed this week to NJCAs. Aris Pallikaris hopes that the European nations will support the proposal/event. One of two sailing clubs would lead the Championship—Sailing Club of Patras (host of the 2019 European Championship, possibly to receive government subsidy for more local infrastructure) or Nautical Club of Thessaloniki (in the north, home of *Hellenic Police J/24* teams, already with a solid infrastructure). There are some “politics” involved in finalizing the best fit to host. Marianne noted that we often struggle with available charter boats, and we all need to work together to implement an improved process. Mate thinks that Hungary can help with charter boats for Greece. Aris added that Italy assisted with boats for this year’s Europeans, and perhaps a sponsor can help out with charter transport.

- 7) **Regatta Regulations:** The IJCA Regatta Regulations have been updated and approved by the Executive Committee and were distributed via e-mail for review by all NJCAs. This is an active document that can be updated regularly and ratified as needed by the World Council. Nancy pointed out a few new highlights: Appendix G fleet split, Appendix J penalties on breaking Class Rules, added new term “OC,” meaning the Regatta Organizing Committee (not Organizing Authority) and language on the driver qualification process for Worlds. These are not major changes but just bringing the Regulations in line with the Class Standard World Championship NOR and SI documents. Chris recapped that the Regulations were totally rewritten in 2017 into a new format. *Molly White made a motion to ratify the Regatta Regulations, seconded by Marianne Schoke. The ratification passed unanimously.*
- 8) **Old Business:** Nancy Zangerle stated that we have previously discussed revamping of the IJCA website. She met with the IJCA webmaster about a modernization. Our website is document-heavy, as the Class is 42 years old. Thank you to Monica who has shared some language for a new mission statement. Several people are working on the website upgrade, and anyone can feel free to send suggestions to Nancy. Monica asked that we keep the history but also with a simple feel.

Marianne Schoke recalled a discussion about whether a European Championship should be held in the same year when the World Championship is in Europe. The next year for this to be considered is 2023. Chris said that the European countries must decide how to proceed, and if both events do occur, it is vital to separate the Championships timewise.

- 9) **New Business/Projects & Initiatives:** Aris wondered if we could hold these calls via Skype. There are concerns about this, such as noted by Marianne when classified data is on the

phone/computer. Chris said the IJCA will test this idea with a small group.

10) **Closing Remarks:** Nancy Zangerle thanked everyone for calling in. The meeting was adjourned at 11:05 am EDT. See you soon in Miami!

ATTACHMENT A: Executive Director's Report, Christopher Howell

The following are brief descriptions of recent activities. If you have questions, we are always available to discuss.

Financial

As this year's financial report illustrates, there was a shortfall in royalty tag sales and memberships over FY 2018-2019. The overall profit and loss numbers will show a negative for the year. While membership income has stayed relatively stable, royalty tag sales fell dramatically. My inquiries to the sailmakers have not given me any solid reasoning for the drop-off. The five-year average before this year was 776 tags annually. This fiscal year, only 389 were sold. We all thought that a year with the World Championship in Miami USA with 82 boats registered would have generated a large number of sails sold, but that has not been the case. Fortunately, the Class has a strong financial reserve, which, even with this FY loss, sits at \$72,000—almost 1.5 times the average yearly expenses. For FY 2019-2020, the Executive Committee has approved a \$5 increase in member dues. The last dues increase was from \$13 to \$15 USD in 2007, so we have held the membership dues at \$15 for 12 years. The dues increase, along with relatively conservative projection expenses in FY 2019-2020, should allow the Class to continue to function without a decrease in services.

Measurement Form Administration

In the most recent FY, the Class Office has processed new measurement certificates or changes of ownership for nearly 90 hulls. This procedure starts with working with Measurers around the world to obtain accurate and completed Measurement Input Sheets. The data is then inputted at the Class Office into the master measurement file and merged into a Word document for conversion to PDF when distributed to the owner. This merge process is also utilized when revising certificates following a change of ownership.

Newsletter

In 2013, we reinstated the International newsletter with the first two editions of the International Pulse. This is a service that had not been done in the preceding many years. Since 2013, we have distributed 23 editions of the newsletter with four per year since 2016. The archive of all editions is at <http://www.j24class.org/newsletter/>. The Class Office distributes these via e-mail in a PDF format to supplement the distribution of Class information amongst all NJCAs. The next issue will be sent in December. We appreciate the continued photographs and content from NJCAs and from North Sails as a consistent advertising supporter.

Public Relations Efforts

The use of social media continues to amplify Class exposure worldwide. This has become the first means of distribution of news and future events. While attending the World, North American and European Championships, Julie and I have done live blogging and posted photos of each day's activities, in addition to daily press releases to the sailing media. As an example, the International J/24 Class Facebook page has nearly 4,945 fans. The J/24 Class Facebook page has more fans than many comparable Classes such as the Etchells, Melges 24, J/22, International Lighting and Star Class, and is closing in on the numbers for modern boats like the Melges 20 and J/70. The Class Instagram account has more than 800 followers, and Twitter has nearly 700.

ATTACHMENT B: Finance Report, Nick Jako

F'18-F'19 Review

Results for the past year reflect a shortfall of \$8,180 USD against plan. A balanced budget was proposed and passed at last year's WCM, however revenue shortfalls have negatively impacted the results.

The primary drivers of the shortfall are:

- Significantly lower (-45% vs. forecast) sail royalty revenues (sail tag revenues were forecast based on a strong F'17-F'18 result which did not carry over into this past fiscal year), and
- Lower membership dues revenue (-7%) played a lesser but contributing factor

Other lines in our revenue channels slightly offset the shortfall, however these represent only 7% of projected revenue and the favourability in the result is muted.

On the expense front, we concluded the year favourable to projection by \$5,050 (10%) driven by lower than forecasted spending in the following main areas:

- Travel (19% favourable)
- Promotion and Advertising (100%)
- World Championship expenses (100%) – this may be a product due to timing of this year's WC

F'19-F'20 Plan

Of primary focus for the upcoming year is to return the Class to a worst-case breakeven state. We are proposing a budget to accomplish this by:

- Taking steps to increase revenue and
- Continuing to cap expenses to the best of our abilities given the likelihood of price increases

On the revenue front, we are proposing a \$5 USD increase in membership dues. The last increase occurred in 2007 (from \$13 to \$15), and a recent increase in sail royalty tags has occurred. This increase conservatively represent ~\$7,000 in ongoing revenue to the Class, allowing us to maintain operations as we have been accustomed to in the past.

We have also taken a more conservative road in forecasting revenue for royalty tags given the result of the past year. We are not yet resigned to last year's result being the new norm going forward, but we have reduced our projection to 500 tags (from 700 prior year).

Our plan includes a 3.7% increase in expenses vs. F'18-F'19 actuals (and ~7% lower than prior year's plan) to account for a rising cost environment. We have reduced expense lines where possible given the soft revenue results of the year and will be managing expenses closely to ensure they are in step with revenue trends.

With the approved increase in membership dues, we are projecting a modest \$580 surplus at year's end.