

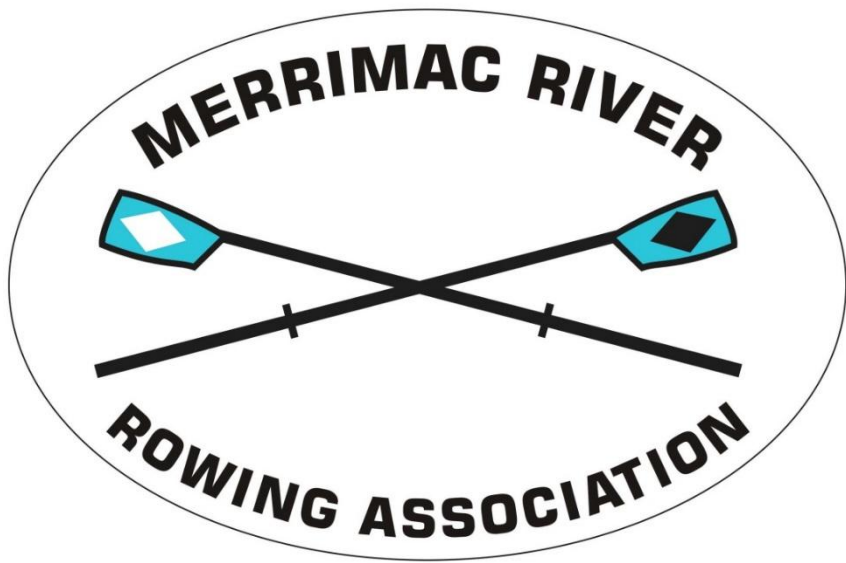
MRRA Budget 2017

Budget Presentation March 21, 2017

Prepared by Karen Scammell,
And program managers

MRRA Meeting minutes

- ▶ MRRA Member Meeting - 3/21/2017 MINUTES
- ▶ The scheduled meeting was postponed from 3-14-17 because of a snow storm.
- ▶ Meeting held at Boathouse Conference Room.
- ▶ Safety video shown prior to meeting. Bob Bowen, Peg Landry, Barbara Sherman, Bob, Sherman Tim Wheatly Steven Quince, David Morley, Mark Romanowsky,
- ▶ Meeting attendees: Bob Bowen, Peg Landry, Barbara Sherman, Bob, Sherman Tim Wheatly Steven Quince, David Morley, Mark Romanowsky, Michael Carenza Scholz, Andrew Raitto, Bob Bowen, Linas Alinskas, Karen Scammell, Chur Masors, May Lynch, Cindy McGrath, Bob Lynch, Sandy Bell, Joe Bernard, Jody DeCarolis, Terry Freeman, Kathy McGowan, Dennis McCarthy, Carl Popolo, Bob Sengstaken, Tom Barrington
- ▶ Quorum achieved. Meeting called to order at 7:01PM by President Scammell.
- ▶ February 2017 meeting minutes accepted by unanimous vote of those present.
- ▶ Even though docks are in and UML is rowing, the water temp is still too cold for MRRA to row without a coaching launch
- ▶ Safety message from MarkR. Recommendation that PFD be worn rather than just carried in boat especially during early and late season rowing. Impairment can happen quickly. Valuable time could be lost fumbling to get PFD on.
- ▶ Presentation of 2017 Budget. Please refer to slides.
- ▶ Slide # 12: Learn to Sweep -Masters start date changed to June 12
- ▶ Slide #29: Rack Rental Rate should be \$350
- ▶ Something new for Learn to Scull, Learn to Sweep, Masters Sweep - sign up on Regatta Central.
- ▶ New chair of Equipment Committee is Andy Raitto. Equip Comm needs to meet SOON to make final decision on what to sell and what to buy.
- ▶ URGENT NEED FOR SOMEONE TO STEP FORWARD AS 2017 TRR REGATTA DIRECTOR.
- ▶ Information about possible lease/buy of TopLine Granite site presented. Discussion followed.
- ▶ Motion to accept 2017 Budget, 2nd, voted to accept unanimously by those present.
- ▶ Announcement from MRRA Secretary Tom B - When renewing, members need to be sure to fill out on-line waiver. Click on link referring to USRowing. You will be redirected to NOARA waiver. MRRA is now using NOARA waiver even though website still says USRowing waiver. Failure to complete all steps correctly will result in member not being designated as "OK to Row".
- ▶ Having lost control of the meeting, Karen called for adjournment at 8:26PM (as scheduled).
- ▶ Minutes taken by Chur Masor with thanks from Tom Barrington



MRRA Budget Package Mar 21 2017

1. Programs and Membership Fees
2. Equipment Purchase & Sale
Recommendations
3. Budget 2017
4. Boathouse Site Discussion

MRRA 2017

Programs and Membership

March 21, 2017

Base MRRA Membership Fee

Base Membership **

- \$150 membership fee
 - Discount of \$25 if paid by January 15, 2017
 - \$75 for college students
 - Base membership fee is paid by all club members
 - Base fee covers fixed costs of operating the club
 - Maintain principles of club membership fees
- Additional fees based upon program and equipment

*** Already approved at December 2016 annual meeting*

Summary Sculling Fees: No Change

- Rack fees at \$350/year. Due March 15
 - Outdoor rack space (if available) offered at \$150
 - High Storage (if available), offered at \$50 for season
- Logbook sculling \$250 - unlimited use of club sculling boats (and as 2-)
- Family membership of \$150
 - Same privilege as full paying member
 - Married /domestic couples, children <24 , living at same address
- Restricted Logbook sculling: \$150
 - Row after 9am; no reservations; no off-site racing
- Racing Associate: \$150
 - Member of a Regatta Central registered club; rows with a member always
 - Priority to paid Logbook sculling/ Sweep program in case of conflict

Summer Student - Rules

- ▶ Full Time Student enrolled at an accredited School or University
- ▶ Age 18 - 24 years
- ▶ Rowing Allowed from 1 June through 31 August
- ▶ After 8am weekday; 9am weekend
- ▶ No reservations for boats
- ▶ No off-site boat use/racing, unless approved by boat captain
- ▶ \$75 Membership Fee PLUS
- ▶ \$150 restricted logbook sculling or sweep
 - Keep consistency between sculling and sweep
 - OK from Boat captain for use of “A” boats
 - If sweep, must go out with OSweep or as a fill-in for MSweep
 - Since is restricted, pay same price as logbook restricted rowing
 - Scullers must pass the boat captain’s test

Coaches

- ▶ All Coaches must be approved by the boat captain or MRRA president (or designee)
- ▶ Must register as a *non-voting member* on the MRRA website
- ▶ Must have CPR and preferred to also have First Aid certification
- ▶ Must have launch training
- ▶ Are provided with off-peak sculling privileges and can row as a substitute in Sweep programs
 - ▶ Must pass boat captain's test for sculling

Advanced Coached Sculling

Target improved racing performance

Coaching One Weekday morning

- * 5:30 – 7am
- * 6 people max
- * Start: April

Coach: TBD

Program Manager: Karen Scammell

Cost: To be arranged without MRRA involvement;
directly with the coach

Masters Group Sculling

- Objective is to offer camaraderie and fun of rowing with others; Target team boats with rowers rotating in singles based on availability
- Informal group that will meet one or two mornings - Mon, Wed, Fri @ 5:30 AM – 7:00 AM
- Starts May
- Initially no coaching – if group wants to add, will arrange coaching 1-2 days and group pays for that
- Program Manager: TBD
- Cost: \$0 without coaching; TBD with coaching

Learn To Scull

LTS I/II: each a 6 week program, with 2 sessions/ wk

- LTS I : Late May/ Early June
- LTS II: Mid July
- Tuesday evening /Saturday morning
- Program Fee \$275 each session
- \$75 for MRRA base membership when pass captains test and \$125 for logbook sculling
- Program Co-Managers, Linas Alinskas & Andy Hutchinson

Coach: Marcia Beckett

Come Back to Sculling Days

- ▶ MRRA pays for 2 coaching sessions
- ▶ Welcome back prior years LT scull (email going 4-5 years past) and Sweep Rowers
- ▶ Current members welcome
- ▶ Refresher on how to carry boat, puts the oars in, row
- ▶ Estimate late May and Learn to Row Day (June 3)

Learn to Sweep – Masters

Need commitment of at least 8 -10 sweep rowers (max 20)

- Three @ 4-week sessions, 2 rows/week
- Start June 12th
- Mon & Wed evening 6 - 7:30pm
- Saturday only program – 8 rows (try this if enough interest)
- Program Fee
 - \$125 or Sign Up with a Friend special – both pay \$99 each
 - Must become non-voting members after Session 2 at \$75 each

Coach: TBD

Coxswain: TBD

Program manager – Jody Decarolis and Terry Freeman

Masters Sweep I/II

- Session I: May 1st – July 19th
- Session II: July 24th – October 9th
- 2 rows/wk = 22 rows per session
- Mon-Wed evening
- No classes May 29th, July 3rd, Sept 4th
- Includes coaching and coxing;
- More experienced may try the 4-

Recommended Fee : \$325

Coach: Alex Gavriel

Program manager – Terry Freeman and Jody DeCarolis

Open Sweep Men/Women SEASON

All season for experienced sweep rowers looking to train and compete at local and national races

- Structure like Logbook Sculling
- \$250 for the season – pay up front
- Coach: None
- Coxswain – Not paid; gets free base membership
- Row 1 – 3 times/week depending on sweep boat availability
- \$150 for off-peak sculling (peak privilege pays + \$250)

Program Oversight – Karen Scammell

Men – Michael Carenza

Women – TBD

Programs Summary

MSweep - (M/W, 6:00 pm)

OSweep Men/Women (T/Th 6, Sat 8am)

LTScull I - (Tu 6:30pm, Sat at 7am; start after LT Row Day)

LTScull II - (Tu 6:30pm, Sat at 7am; starts late July)

LTSweep I thru IV - (M,W 6pm, starts mid June after LT Row Day)

Adv Coached Sculling (Tues or Thurs 5:30 am, start April/May)

Masters Group Sculling (M/W/F - 5:30am, starts early May)



Equipment Committee

- Chairperson: Andy Raitto
- Board Liaison: Bob Sengstaken
- Historically use regatta funds for boat purchases
- Will be given \$12K for 2016 Regattas
- Should not use “future” regatta funds – just prior year funds



Equipment Committee

- Equipment Sales Recommendation- sell 2 boats from the following:
 - Sell the oldest Vespoli 2X
 - Sell one other 1X (Vespoli HW or Swift MW)
 - Sell the Peinert P1
 - Net proceeds \$4.5K

- Purchase
 - Two singles - \$12K
 - Considering the following but TBD per the equipment committee
 - One Intermediate/Raceable LW
 - One Intermediate/Raceable HW

Base Assumptions for Equipment

1. Board allocates up to \$12K for equipment purchases for 2017
2. Base assumptions
 - No additional space inside or outside boathouse
 - Accomac 4X will go on trailer outside
3. Rental fee for one UML launch any day is \$2000 through 31Aug 2017
 - Addendum agreement for after Sept 1 @ \$1,000 if needed
4. Sweep boat rental rate from UML will be \$1,400 through 31 Aug 2017
 - two Eights and two Fours
 - Usage after Sept 1 to be mutually agreed with UML/LHS

Safety Committee - Budget 2017

- Board Liaison: Jay Feenan
- Chairperson: Mark Romanowsky
- Refreshments for flip clinic \$ 50
- First Aid supplies for kit and an additional kit for launch \$ 100
- Miscellaneous / rock buoy \$ 450
- ▶ **Total Request \$ 600**

Safety Agenda items 2017

- Schedule FLIP CLINIC
- Show Safety Video at Meetings and
- Arrange for small group showings of Safety Video
- Develop Cold Water Rowing Education and Waiver
- Work with boathouse user group on any other safety activities

7.



Social Events Planned 2017

Board Liaison: Dottie Semonian

- Request \$500 for Social Committee – mostly refreshments for below:

March Member Meeting: St. Patrick's Day Snacks, samples of MRRA outerwear

April/May: Group Rows

June: Learn To Row Day First Saturday June 3rd Will provide refreshments

-> Breakfast after Learn to Scull Session on Saturday AM

- > Festival Regatta Sunday June 25; coordinate volunteer lunch and snacks

July Member Meeting: Deck meeting with Cocktails, invite new Learn To Members

-> Full moon Row

August: Full moon Row

September/ October: TRR Regatta prep

-> typically end of season row down, clean up and Pot Luck

December: Will organize food, decorations for: Annual Member Meeting- Party

MRRA 2017 Budget

MRRA Club Meeting
March 14, 2017

Historical Programs / Revenues \$

		2017 BUDGET	2016	2015	2014	2013	2012
Income							
	Membership	\$ 12,625	\$ 9,235	\$ 9,730	\$ 10,535		
	Sculling	\$ 24,650	\$ 22,995	\$ 23,945	\$ 22,045	\$ 35,020	\$ 29,214
	Sweep	\$ 13,538	\$ 12,478	\$ 14,050	\$ 5,692	\$ 29,190	\$ 22,966
	TOTAL	\$ 50,813	\$ 44,708	\$ 47,725	\$ 38,272	\$ 64,210	\$ 52,180
Expense							
	Operating	\$ 31,350	\$ 30,981	\$ 30,265	\$ 27,618	\$ 37,366	\$ 32,964
	Programs	\$ 11,380	\$ 9,180	\$ 9,620	\$ 8,625	\$ 20,328	\$ 19,215
	TOTAL	\$ 42,730	\$ 40,161	\$ 39,885	\$ 36,243	\$ 57,694	\$ 52,179
Net Revenue		\$ 8,083	\$ 4,547	\$ 7,840	\$ 2,029	\$ 6,516	\$ 1
Regattas and Equipment Buy/Sell							
	Festival Regatta	\$ 4,000	\$ 3,600	\$ 4,340	\$ 9,000	\$ 4,500	\$ 5,000
	Transfer from TRR	\$ 9,000	\$ 8,000	\$ 13,000	\$ 13,000	\$ 12,000	\$ -
	Sale of Boats	\$ 2,500	\$ -	\$ -	\$ 2,500	\$ 1,200	\$ 350
	Equipment Purchase	\$ (12,000)	\$ -	\$ -	\$ (19,500)	\$ (25,000)	\$ (2,730)
	TOTAL	\$ 3,500	\$ 11,600	\$ 17,340	\$ 5,000	\$ (7,300)	\$ 2,620
Net Cash Increase (Decrease)		\$ 11,583	\$ 16,147	\$ 25,180	\$ 7,029	\$ (784)	\$ 2,621

Program P&L 2017

<u>Program P & L</u>	<u>Base</u>	<u>ClubScull</u>	<u>Rack</u>	<u>LTScull</u>	<u>LTSweep</u>	<u>MasterSw</u>	<u>OpenSw</u>	<u>TOTAL</u>
Revenue	\$ 12,625	\$ 13,950	\$ 6,300	\$ 4,400	\$ 3,938	\$ 7,800	\$ 1,800	\$ 50,813
Expense	\$ 12,730	\$ 7,460	\$ 6,160	\$ 4,440	\$ 4,300	\$ 6,840	\$ 800	\$ 42,730
Operating Profit	\$ (105)	\$ 6,490	\$ 140	\$ (40)	\$ (362)	\$ 960	\$ 1,000	\$ 8,083
Members	104	45 Full	18	16	3 x 12	2 x 12	8 Student	
Per member rate	\$ 121	18 Reduced						

Note: The value of our fleet for insurance purposes is \$92,000
 Plus we carry \$30K borrowed boat insurance for UML Sweep boats

March 21, 2017

MRRA Cash Position

Bank Balance (3/18/17)	\$95,651
Transfer from TRR	<u>9,000</u>
Total MRRA Balance	\$ 104,651

Textile River Regatta Account (after distributions)

Bank Balance ~ \$27,000

TRR board to determine capital purchases for about \$5K

Karen and Jay working with Lawyer on TRR LLC.

Summary Budget

- Keep Increasing Sculling –
 - Full Logbook and Restricted/Summer
- Programs operating above break-even
 - Learn to Sweep – Regatta Central for increased exposure for this program
- MRRA is profitable before Regattas
- Replacing / upgrading equipment ongoing
- Strong cash position after purchases
- Prepared for future plans – Boathouse Site
- Advertise for all programs ASAP

Initiatives 2017

- Increase volunteerism for committees
 - More help on Safety and Equipment committees
- Run Successful Festival Regatta and TRR
 - Dottie Semonian will be Festival Regatta Director
 - TRR Board assigned by MRRA Board and determine regatta chair
- Assist LRRA with Masters Nationals (early July) with share of proceeds
- Sign agreement for new boathouse site
 - See next slide

Possible MRRA Boathouse site

- ▶ Formerly Topline Granite Bldg @ 7 Middlesex Rd, Tyngsboro
 - Available late April 2017; Could be out of UML Boathouse by 30June2017
 - Have another party interested in the site - so may not happen
 - MRRA Board has authorized Site Committee to negotiate with Bldg Owner for Lease/Buy
- ▶ Prepare Budget for the building - see very preliminary budget next page
 - \$3300/Month to lease vs. Purchase Price of \$500K (est)
 - 3X rack space (without using 3rd bay) plus outdoor storage
 - Take TRR dock sections from UML boathouse
 - MRRA may need to buy more docks
 - Agree on terms and sign lease by May 1, 2017
 - Build racks indoors for singles and doubles and fill from rack waiting list
 - Advertise for available rack rental space in ROW2K
- ▶ Secure Partner Program with Sweep Boats
 - Westford Littleton Rowing very interested; would provide more launches
 - Talk with other towns and private/charter schools

Very Preliminary Boathouse Budget

Sources of Income							
		Qty	Rate	Total Annual	Total monthly		
Membership		100	175	\$ 17,500	\$ 1,458		based on current membership; estimate YR2 @ 120
Rack Rentals		45	375	\$ 16,875	\$ 1,406		3 lengths of rack, 5 high, 3 long; more outside if needed
Increase in regatta fees		2000	5	\$ 10,000	\$ 833		raise Festival and TRR
Regatta launch fee back to MRRRA				\$ 4,000	\$ 333		\$1K Festival, 40% of TRR
Partner program in 3rd bay		1		\$ 18,000	\$ 1,500		Westford thinks they can pay \$2K
Partner program #2 outside		1		\$ 12,000	\$ 1,000		talk with Chelms, Tyngs, Innov Academy, ND, Nashua
Total revenue				\$ 78,375	\$ 6,531		
Expenses							
normal operating				\$ 15,000	\$ 1,250		Insurance, Usrowing, maintenance, operating costs
Mortgage, taxes				\$ 37,500	\$ 3,125		5% on \$450K, 30yr; lease is \$3300/mo
Additonal expenses				\$ 10,000	\$ 833		Estimate for property improvements, racks
total				\$ 62,500	\$ 5,208		
Net Income				\$ 15,875	\$ 1,323		

March 21, 2017

Motion to Accept the
Budget

* Additional Business*

Motion to Adjourn