

Merrimac River Rowing Association

Year 2018 Review

Dec 11, 2018

Prepared by Karen Scammell

With input from Chur Masors and program managers

Agenda

- Call to order
- Reading and Approval of November meeting minutes
- Introduce Officers and Candidates for election
- Review of CY2018
 - ❖ Membership
 - ❖ Financials
 - ❖ Regattas
 - ❖ Equipment
 - ❖ Safety
- Proposal for Base Membership and Payment
- Volunteer Recognition and Call for Committee Volunteers
- Elections for Officers
- New Business
- Adjourn



Reading and Approval of November Meeting minutes

3

- ❑ Introduce current officers and candidates for election



11 December 2018

Safety Message



11 December
2018



From Dr. Mark Romanowsky

During the rowing season

- Access the MRRRA website to monitor for the "when to row" recommendations.
- Follow the rules for safety equipment including lights and flotation devices.
- It is important to follow the course when rowing for safety reasons. Challenge your navigation skills.
- Winter time is a good time to check your health out as Spring is never far away.
- Below the sign-in table are our first aid supplies.
- For more information, contact safety@merrimackrowing.org

2018 – Budget and Program Objectives

- RESULT

6

- We were budgeted to make an operating profit of \$5,465 from operations/programs
 - Final Result: Operating profit of \$10,008
 - TRR 2017 Transfer \$9,000
 - Festival Regatta \$3,587
 - = Total Net Income from all Sources=\$ 20,465
 - 119 Paid members (82 Full, 37 Reduced)
 - Successful Learn to Scull – 2 full sessions
 - Successful Learn to Sweep - 3 full sessions
 - Successful Restart of Summer Open Sweep

11 December 2018

Membership: 82 Full Members

	Log Book Sculling	Private Rack space	LT Scull 1	LT Scull 2	Open Sweep Summer	LT Sweep	Masters Sweep
2018	40 Full 16 Reduced	18+ 2 out	8	8	24	45 in 3 sessions	12 (I) 13 (II)
2017	38 Full 23 Reduced	18+ 2 out	8	8	0	16 (I) 17 (II) 13 (III)	19 (I) 13 (II)
2016	55 +5 reduced	19	7	7	3	12-13	17
2015	60 plus 7 stud.	19	8	6	12	10 - 17	8
2014	41 plus 24 Student	19	0	9	4-6	7	8-10

11 December 2018



Chur Masors
And Karen Scammell
December 11, 2018

MRRA 2018 FINANCIAL RESULTS

11 December
2018

MRRA 2018 Results vs. 2017

MRRA 2018 Operating Vs. 2017

9

excludes regattas, equipment purchases/sales

Revenues		2017 Actual	2018 Actual	2018 vs 2017
Membership		\$12,065	\$14,075	\$ 2,010
Rack Fees		\$6,620	\$8,150	\$ 1,530
Learn to Scull		\$4,400	\$4,950	\$ 550
Sculling Income		\$12,100	\$17,550	\$ 5,450
Sweep Programs		\$16,150	\$18,850	\$ 2,700
subtotal Revenues		\$51,335	\$63,575	\$ 12,240
Expenses				
UML Payments		\$14,400	\$15,120	\$ 720
Insurance		\$4,594	\$4,607	\$ 13
Equipment Rentals		\$5,100	\$2,500	\$ (2,600)
Maintenance		\$673	\$5,285	\$ 4,612
Tax Prep, Post, Misc		\$4,716	\$3,522	\$ (1,194)
Scholarship/charity		\$530	\$1,800	\$ 1,270
Annual Party/social		\$2,900	\$2,519	\$ (381)
Sweep & Programs		\$6,930	\$7,180	\$ 250
Legal for new Bhouse / TRR Inc		\$5,028	\$4,340	\$ (688)
subtotal Expenses		\$44,871	\$46,873	\$ 2,002
Operating Profit		\$6,464	\$16,702	\$ 10,238

11 December 2018

Commentary on P&L

10

- Legal expenses for TRR incorporation should be substantially concluded in 2018
- Sculling and sweep program participation increased
- Rack fees increased \$50
- Large Maintenance increase due to boat damage
- Equipment Rentals for launch and sweep boats from UML were lower than expected
 - ▣ In the fall, boat sharing of pairs eliminated sweep boat rentals
- Strong cash position - \$111,452

11 December 2018

Program P&L 2018

11

Program P & L		Base	Club Scull	Rack	Learn To Scull	Learn To Sweep	Master Sweep	Open Sweep	TOTAL
Revenue		\$ 14,075	\$ 12,600	\$ 8,150	\$ 4,950	\$ 5,625	\$10,725	\$ 2,500	\$ 58,625
Expense		\$ 18,424	\$ 6,979	\$ 6,739	\$ 2,916	\$ 4,216	\$ 5,976	\$ 2,896	\$ 48,147
Operating Profit		\$ (4,349)	\$ 5,621	\$ 1,411	\$ 2,034	\$ 1,409	\$ 4,749	\$ (396)	\$10,478
Members		82 Full price 37 reduced	45 full/ 10 reduced	18+2	9,9	3*15	12, 13	24	
Per member rate		\$ (43.49)	20 Rack Holders						
Per member rate w/o Legal		\$ (0.09)							
Per member rate		\$ 184.24							

Festival Regatta

12

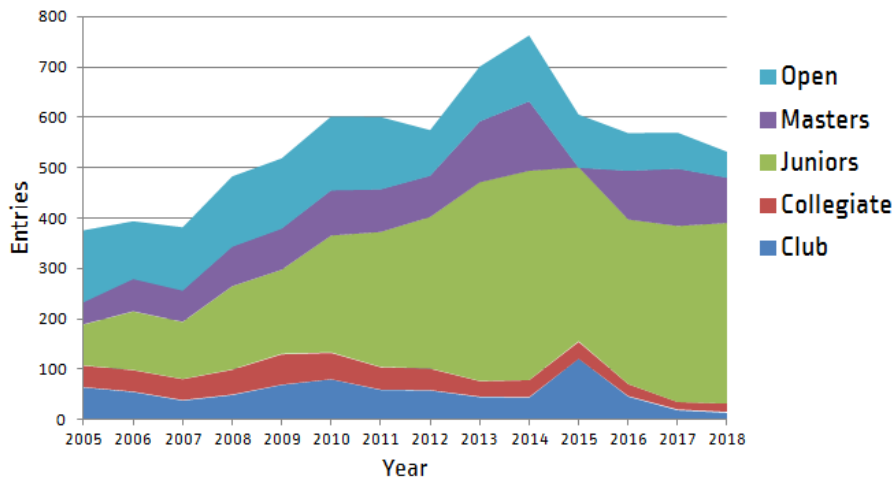
- Dottie Semonian, Regatta Director
- 170 entries (226 entries 2017), 28 clubs
- Profitable at \$3,587
- Recommend June 23, 2019 for Festival

- Considering going to 1K for all races in 2019 to increase race slots and still finish by 3pm
- Consider capping at 200 entries (unless all are 1K)
- Thank you to LRRA for loaning supplies at no charge

TRR'18 Highlights



TRR Entries by Age Group



TRR Committee: Carl P, Peg L, John B
Karen S, Dottie S, LRRRA

- 533 entries, 70 clubs... Down from 571 and 75 in 2017
- TRR is financially sound, but has significant contingency risks.
- New rev source \$2000 from Sponsors, and \$1875 from 22 Team Tents
- 2019 will be 40th Anniversary TRR
- Regatta-Day Analysis – looking for TRR Intern for special project

TRR 2018 – Estimate Profit

14

- Still waiting for invoices – this is the major reason for the delay in settling the books
- Revenue **\$65,000 for 2018** and **\$65,106 for 2017.**
- Fewer registrations conflict with Worlds in FL but sponsors were a new addition
- Expenses (before distributions) **\$49,000 for 2018** (estimate) and **\$48,000 for 2017**
- So more or less same expenses (higher medical)
- Overall Profit from regatta is approximately **\$16,000 for each of past two years**

11 December 2018

Safety Committee

15

- Mark Romanowski, Chair
- members: Bob Lynch, Joe LaFreniere
 - Monitored lights and other safety items for proper usage
 - First Aid kits stocked
 - Provide monthly safety tips at meetings
 - Assist with posting rowing conditions and safety notices
 - Visible signs with rowing course mounted on fence for all rowers to see

Membership Committee

16

- Andy Hutchinson, Chair
- Members: Terry Freeman, Jody Decarolis, Carl Popolo, Linas Alinskas, Andy Hutchinson
 - ✓ Successful Learn To programs in Sweep and Scull
 - ✓ Learn to Sweep continued for 3 sessions!
 - ✓ Masters Sweep raced in Festival and TRR
 - ✓ Open Sweep was successfully re-started

Learn To Sweep

17

- Terry Freeman, Program Manager
- Coach Jonah Sakala
- Coxswains: Scott Emrick and Charlotte Skolnick
- **LTSWEEP Session I = 18 participants**
June 11th - July 9th
- **LTSWEEP Session II = 15 participants**
July 11th - August 06th
- **LTSWEEP Session III = 11 participants**
August 08th - September 06th
- Program cost: \$125.00 per session - Sign up with a buddy and you both pay \$99. ea.

Learn to Scull

18

- Linas Alinskas and Andy Hutchinson – program managers
- Marcia Beckett and Paul Hoffman
- LTSCULL1 had 8 participants. 4 of whom subscribed to LTSCULL2
- LTSCULL2 had 8 participants.
- Of the total, 8 LTSCULL graduates signed up as Logbook Scullers for the remainder of the season.
- This year we trialed having a Double Class (3 hours on one Saturday). Participants seemed to enjoy going for a longer row "up past the bridge".
- LTSCULL will do something similar next season.

11 December 2018

MRRA Open Sweep 2018

19

- Mike Carenza-Sholz, program manager
- This was the first year of the program after a several year hiatus and after some bumps along the way was an overall success!
- We ended up with 24 total members; 14 men and 10 women.
- We had good representation of the program at TRR and Cromwell Cup, and even had enough to bring a trailer of boats to both Narragansett Sweeps and Sculls and Methuen City Sprints.
- Special thanks to Mark Lewis for coaching the program!

Equipment Committee

20

- Andy Raitto- Chair

- Members:

Joe LaFreniere, Boat Captain

Board Liaison: Bob Sengstaken

Linus Alinskas	Mike Carenza
----------------	--------------

Bob Bowen	Jay Feenan
-----------	------------

Karen Scammell	Terry Freeman
----------------	---------------

Tim Wheatley	Jody DeCarolis
--------------	----------------

Base Assumptions for Equipment for 2018

1. Board allocated up to \$12K for equipment purchases for 2018
 - No boats were purchased - \$6500 deferred to following year
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 \$2,500 through 31 Aug
 - No charge for UML launch Fall 2018 due to boat sharing
4. Sweep boat rental rate from UML was \$2,000 through 31 Aug
 - two Eights and two Fours
 - No charge for Sweep boats from UML in Fall 2018 due to boat sharing

Purchases and Sales 2018

22

□ Sold

- Swift MW \$1,000
- Swift HW \$1,200
- Peinert P1 \$ 7,00

□ Purchased

- Set of 8 sweep oars
- 4 sets of sculling blades
- Defer \$6,500 into 2019 budget for equipment purchases

MRRA LOGBOOK STATS 2018

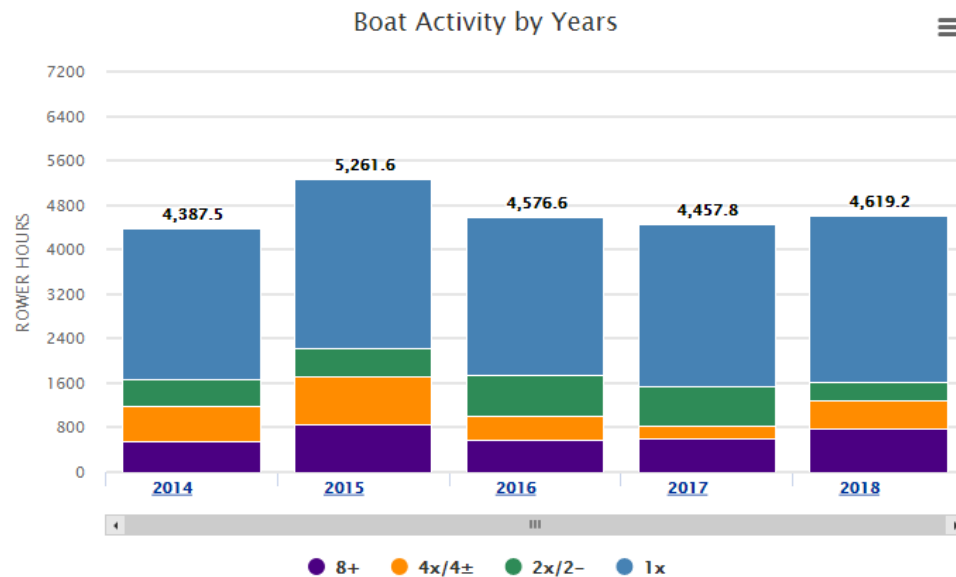
11 December
2018

MRRA Logbook

Sunburst Rower by Boats Boats by Year

Show

Rower Hours

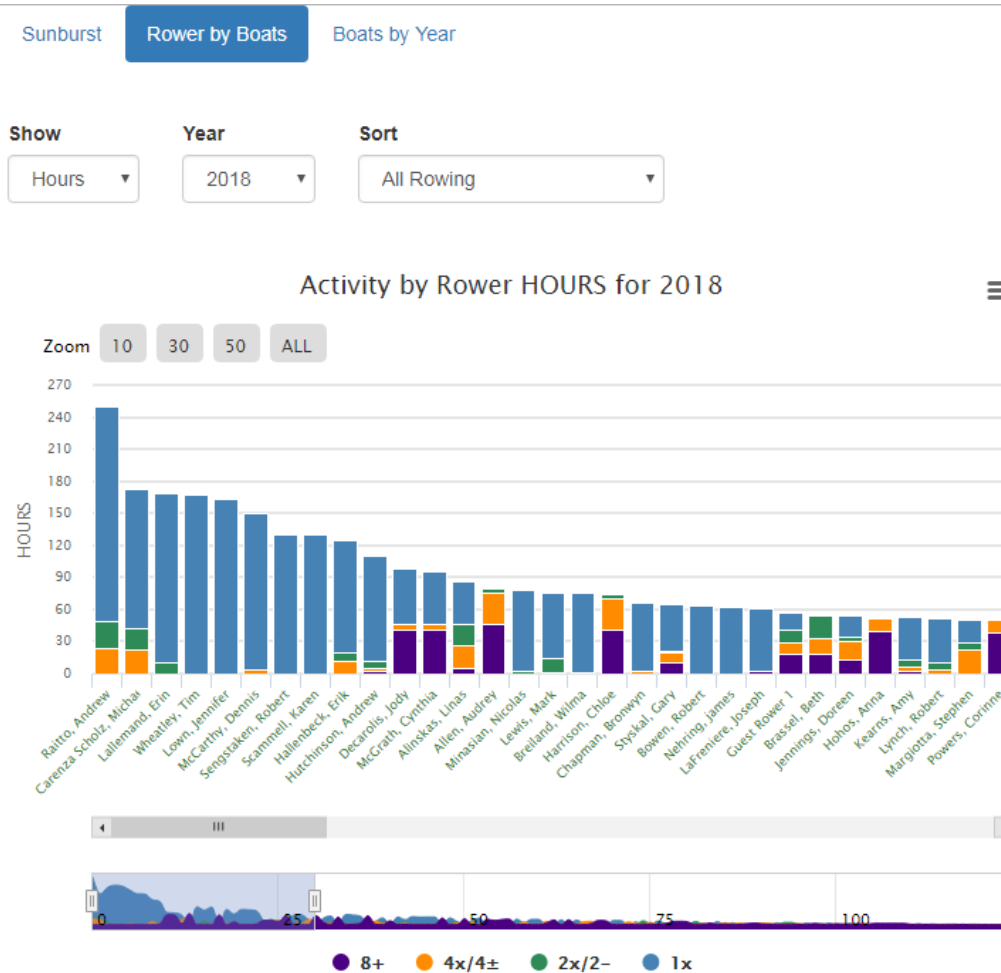


- 2018 was +3.6% over 2017 on royer-hours
- Slightly down in terms of boat-hours
- More 8+ and 4x rowing than 2017

□ <http://logbook.merrimackrowing.org>

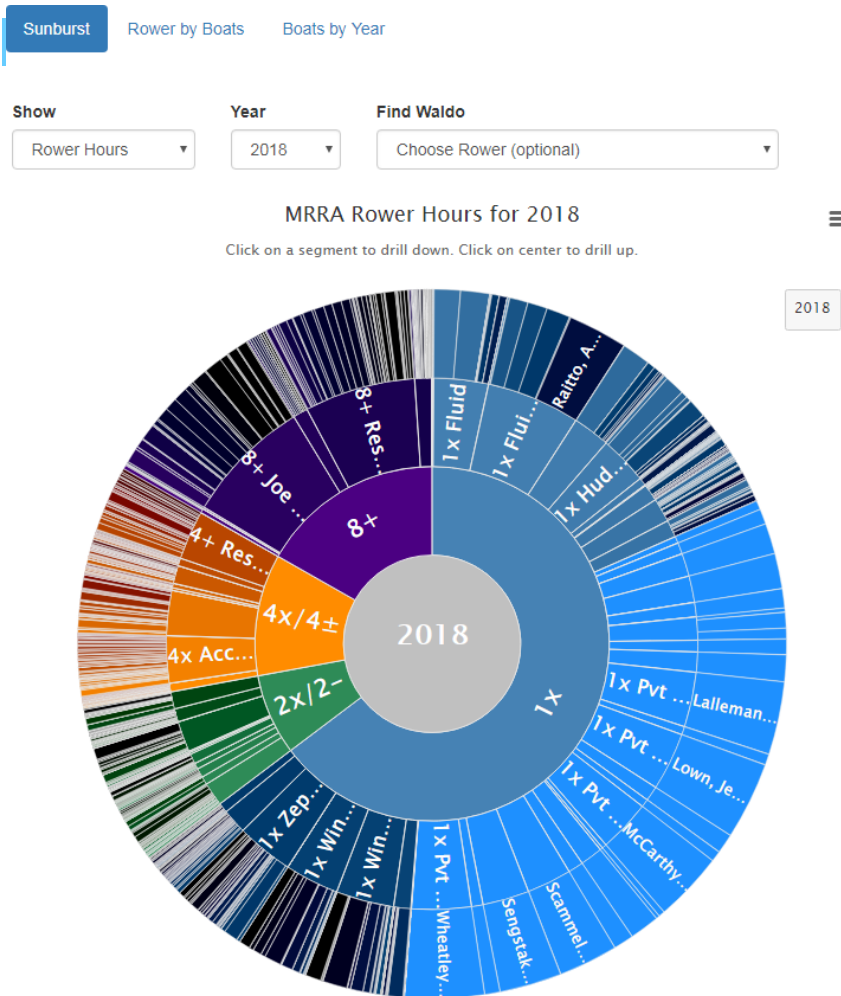
□ Click on HISTORY > CHARTS

MRRA Logbook



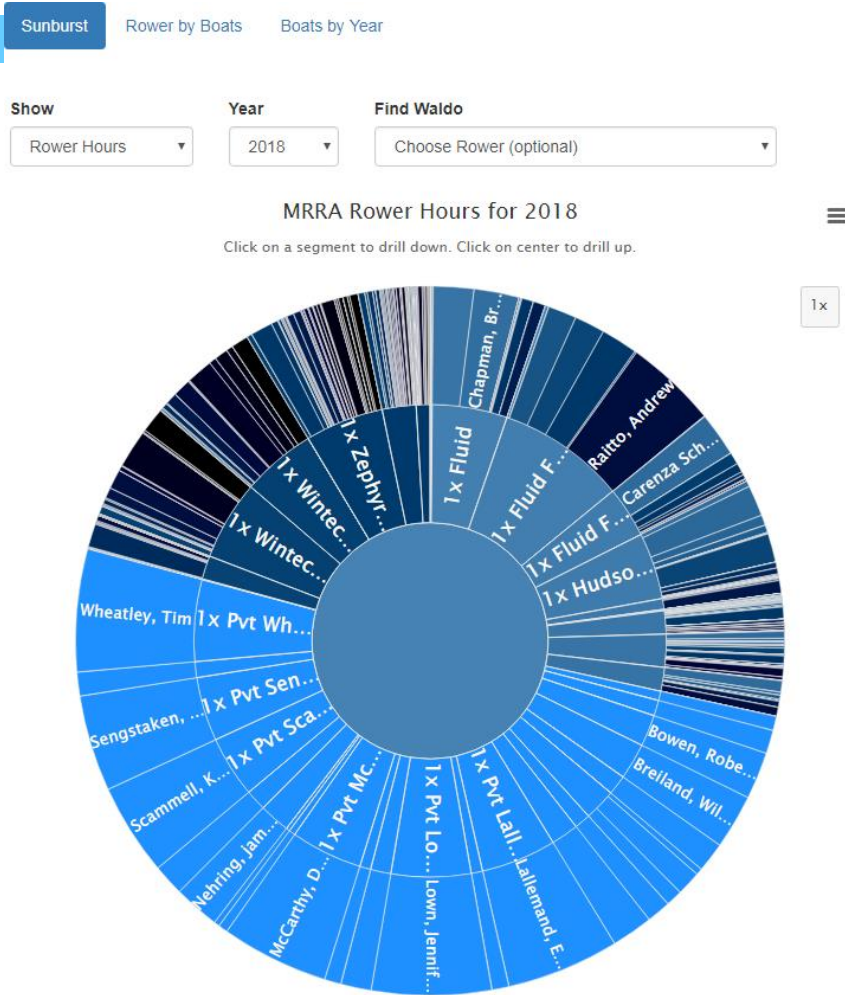
- Top 30 rowers all had 50+ hours on the water
- Most volume rowing occurred in 1x
- Andy Raitto wins Most Hours on the Water 2018!

MRRA Logbook



- 65% of rower-hours in 1x
- 50% of that was in Private boats = about 33% of all rowing

MRRA Logbook



- 65% of rower-hours in 1x
- 50% of that was in Private boats = about 33% of all rowing
- Click on a slice to drill down

MRRA Logbook

Sunburst

Rower by Boats

Boats by Year

Show

Rower Hours

Year

2018

Find Waldo

Choose Rower (optional)

MRRA Rower Hours for 2018

Click on a segment to drill down. Click on center to drill up.



1x Wintech HW

Raitto, Andrew

Alinskas, Linas

Gavriel, Fred

Hallenbeck, Erik

Hutchinson, Andrew

Lewis, Mark

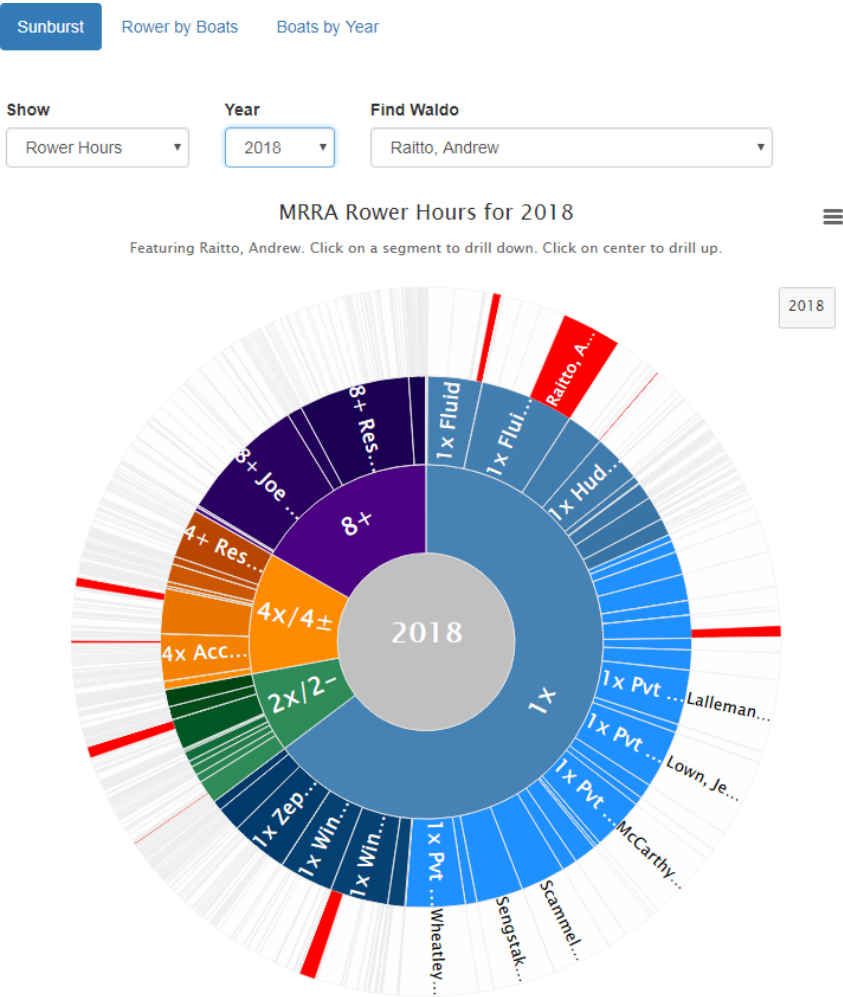
Minasian, Nicolas

1x Wintech HW

Minasian, Nicolas = 51.9 of 163.1 = 31.8% of 1x Wintech HW Rower Hours

- 65% of rower-hours in 1x
- 50% of that was in Private boats = about 33% of all rowing
- Click on a slice to drill down

MRRA Logbook



- 65% of rower-hours in 1x
- 50% of that was in Private boats = about 33% of all rowing
- Click on a slice to drill down
- Other features

Committees Open Enrollment

30

- **Equipment Committee**
(equipment@merrimackrowing.org)
- **Safety Committee** (safety@merrimackrowing.org)
- **Membership/Programs committee**
(president@merrimackrowing.org)
 - Develop the programs for CY2019
 - Secure coaching
 - program management training
- **Social** (secretary@merrimackrowing.org)
- **Bylaws** (president@merrimackrowing.org)

Approval of Base Membership

31

- Increase Base Membership to \$175 for 2019
- Payment of Base Membership due by 15 January
- Discount of \$25 for payments postmarked or delivered to the hand of Treasurer/Secretary by 15 January
- Student rate of \$100 membership and \$175 off-peak logbook sculling/sweep in a program
- Rationale
 - Base Membership defines voting rights
 - Club has cash flow needs before rowing season starts for insurance, boathouse user fees
 - High % of members paid by 15 January 2018

Volunteering in Club

32

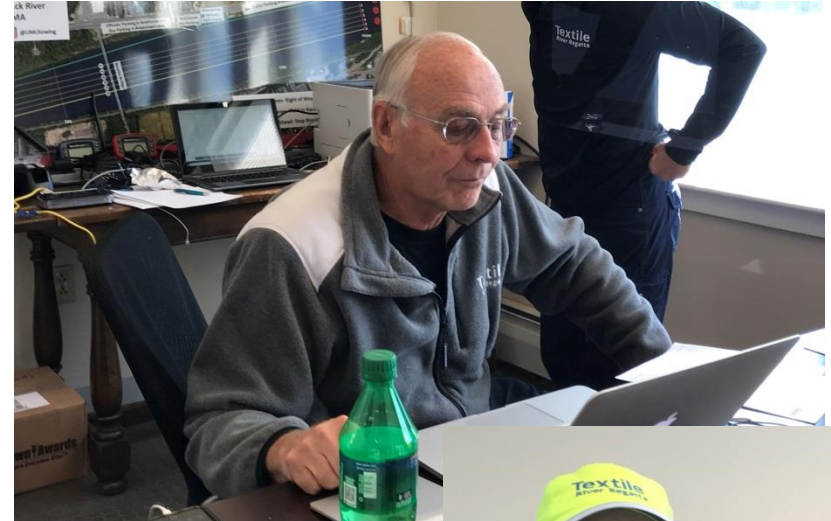
- As an all-volunteer organization, it is imperative and a requirement of membership to volunteer
- Need new faces & skills on Equipment committee
 - Very active committee – supporting boat captain
 - More help makes less work for all
- **Looking for assistant secretary to help audit payments and registration**

Volunteers of the Year:

Wilma and John Breiland

33

- For tremendous time commitment for Registration and Results for regattas
- Their work starts months before the regattas
- And John is not even a member!
- Thank you Wilma and John for your fabulous support of the MRRA !



11 Dec

Appreciation

34

- ***Thank you to our Program Managers***
 - Linas Alinskas and Andy Hutchinson– Learn to Scull
 - Terry Freeman– LT Sweep
 - Jody Decarolis - Masters Sweep
 - Mike Carenza-Sholtz, Open Sweep Summer
- ***Thank you to our fabulous Coaches***
 - Mark Lewis - Marcia Beckett
 - Jonah Sakala - Paul Hoffman
 - Alex Gavriel

Dedicated Coxswains -

35

- **THANK YOU :**
- Scout Emrick, Dean Little, Lourenco Martins, Nicole Quintal, Charlotte Skolnick and Brittany Sollinger

Appreciation

36

- Thank you to our Regatta Directors
 - Peg Landry
 - Carl Popolo
 - John Ballantine
 - Dottie Semonian
 - Karen Scammell
- **Thank you to all tremendous spouses and partners who often put in as much volunteer time as a member!**
- Thank you to our Webmaster Carl Popolo !!

11 December 2018

Appreciation

37

- Thank you to Committee Chairs
 - Equipment: Andy Raitto
 - Social Committee- Dottie Semonian
 - Safety: Mark Romanowski
 - Membership/Programs: Carl Popolo, Terry Freeman, Jody DeCarolis
- Thank you retiring board members
 - Terry Freeman, Trustee
 - Betsey Shew, Secretary
 - Karen Scammell, President

38

Annual Election of Officers

11 December 2018

Adjourn