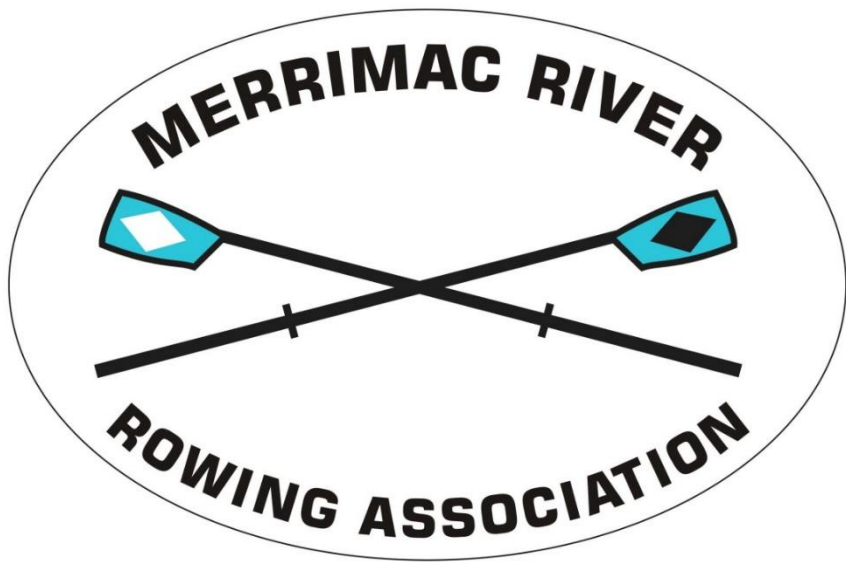


# MRRA Budget 2018

Budget Presentation April 3, 2018

Prepared by Karen Scammell,  
And program managers



# MRRA Budget Package April 3, 2018

1. Programs and Membership Fees
2. Equipment Purchase & Sale  
Recommendations
3. Budget 2018
4. Vote on Budget
5. Discussion on additional items

# MRRA 2018

## Programs and Membership

April 3, 2018

# Base MRRA Membership Fee

## Base Membership \*\*

- \$150 membership fee
  - Discount of \$25 if paid by January 15, 2018
- \$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 2017 annual meeting*

# UML Boathouse User Fee 2018

- ▶ Increase of 5% for user fee for FY 2018/2019
  - Takes effect with July 1 Payment
  - MRRA has paid the same amount for about 10 years
  - \$720 total increase
- New: Fee of \$500 per regatta; this is on top of the \$2 per head fee
- Fee of \$500 per regatta to use launches (payable to UML Rowing)

# How Boathouse User Fee is Applied

- ▶ Boathouse User fee from 2010 through June 30, 2018:
  - ▶ \$14,400
    - ▶ \$4,000 attributed to number of members (Membership Fee)
    - ▶ \$4,900 attributed to MRRA club boat space (Logbook Sculling)
      - (Presently 10 singles, 5 double/pair, 2 Quads
      - Not counting 3 Zephyrs stored outside
    - ▶ \$5,500 attributed to Rack Holders (18 indoor spots)
- ▶ Boathouse User fee starting July 1, 2018 -> 5% increase = \$15,120
  - ▶ \$4,200 to members
  - ▶ \$5,145 attributed to MRRA club boat space (\$6 per Logbook sculler increase)
  - ▶ \$5,775 attributed to Rack Holders (\$15 per rack holder increase)

April 3, 2018

# Summary Sculling Fees: 2018 YEAR

- Rack fees at \$400/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, each member
  - 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 offsite 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

# Program Fees to be discussed

- ▶ The Membership/programs committee is being asked to look at offering
  - Reduced logbook sculling fee for rack holders
    - The rationale is that rack holders are interested in very limited access to club equipment early and late in the season and to train in team boats
  - Reduced logbook sculling fee for full paying Masters Sweep
    - The rationale is that Masters Sweep only goes out 2X/week and there is interest in sculling at other times.
- ▶ We need to balance the interest of our current members to have access to club sculling equipment at peak times vs. having this equipment available to new members to grow the club.



# 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
- ▶ \$125 restricted logbook sculling or Open Sweep
  - Keep consistency between sculling and sweep
  - OK from Boatcaptain 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 (Tuesday)

- \* 5:30 – 7am

- \* 6 people max

- \* Start May –

Coach: Mark or Karen Crouthamel

Program Manager: Karen Scammell

Cost: \$70 per 6 week program, if 6 members

- otherwise adjusted proportionally for # members

# 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 TBD
- Initially no coaching – if group wants to add, will arrange coaching 1-2 days and group pays for that
- Program Manager: Linas Alinskas
- Cost: \$0 without coaching; TBD with coaching

# Learn To Scull

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

- LTS I : May 29<sup>th</sup> through July 10<sup>th</sup>
- LTS II: July 17 through August 21st
- 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
- ▶ Use Barge for Sweep
- ▶ Estimate mid May and Learn to Row Day (June 2)

# Learn to Sweep – Masters

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

- Three @ 4-week programs, 2 rows/week
- Start mid June
- Mon & Wed evening 6 - 7:30pm
- Saturday only program – 8 rows (try this if enough interest)
- Recommended Fee
  - \$99 for MRRA Members who are already paid sculling
  - Non-member \$125 or Bring a Friend special – both pay \$99
  - Must become non-voting members after Session 2 at \$75 each

Coach: Jonah Sakala

Program manager – Terry Freeman

# Masters Sweep I/II

- 12 weeks each
- 2 rows/wk = 24 sessions:
- Mon-Wed evening
- Start late April/ early May
- Includes coaching; coxing if available; more experienced will try the 4-
- Race in Masters Regionals in July, TRR, HOCA

Recommended Fee : \$325

Coach: Alex Gavriel

Program manager –Jody DeCarolis



# Open Sweep Men/Women Summer

Summer Student for experienced sweep rowers looking to compete at local and national races

- Structure like Logbook Sculling
- \$125 for summer student (plus \$75 summer student membership)
- Coach: Yes, TBD
- Coxswain – Not paid; gets free base membership & restricted sculling (must pass boatcaptains test)
- Row 2 times/week on Tues – Thurs evening
- \$125 for off-peak sculling
- Will be racing and will pay those fees separately

Board Liaison– Karen Scammell

Program Manager – Mike Carenza Scholz

April 3, 2018

# Programs Summary

MSweep - (M/W, 6 pm)

OSweep Men/Women (T/Th 6pm )

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 5:30 am, start 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
- Should not use “future” regatta funds – just prior year funds
- Responsible for managing rack space, equipment maintenance & purchase/sale

# Base Assumptions for Equipment

1. Board allocated up to \$9K for equipment purchases for 2018  
(which is TRR 2017 Transfer)
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 \$2500 for 2018
  - Through Aug 31<sup>st</sup>; budget another \$500 for Sept-Oct
4. Sweep boat rental rate will be \$2,000 through Aug 31<sup>st</sup>
  - no boat conflicts spring or summer
  - budget \$600 for Sept-Oct; schedule TBD



## Equipment Committee 2018

- Equipment Sales Recommendation
  - Sell the Swift HW and MW (\$1000 each, min)
  - Sell the Peinert P1 (\$800 offer accepted by MRRA)
  - Net proceeds \$2,800
- Purchase
  - 8 sweep oars - \$3,000
  - 4 sets sculling oars - \$2,000
  - Various tools for toolbox and pitch - meter: \$300
  - Total Equipment purchases: \$5,300
- Net Equipment Expenditures: \$2500
- Request to put \$6,500 into 2019 Allocation
- Also Reserve the right to purchase a boat, should the committee and board agree, if something that fits our fleet needs becomes available in 2018
  - Because the above boat sales leaves 1 MRRA-owned equipment spot.

# Safety Committee - Budget 2018

- Board Liaison: Joe LaFreniere
- Chairperson: Mark Romanowsky
- Safety Committee Proposed Budget 2018
- Replenish First Aid Supplies.....\$50
- Buoy (Overtons Item # 309779 w/ Hazard/Rocks label).....\$320
- anchor.....\$20
- Line.....\$20
- Air Horns (small).....\$50
- Air Horn (large).....\$25
- Stern facing white lights.....\$120
- Water thermometers.....\$20
- Miscellaneous.....\$100
- Total: \$725

# *Safety tentative Agenda items 2018*

- Schedule FLIP CLINIC suggest co-ordinate with LTScull
- Show Safety Video at Meetings and  
Arrange for small group showings of Safety Video
- Post Traffic pattern inside boathouse and at dock
- Work with boathouse user group on any other safety activities
- Conduct Launch training class (very popular in 2017)

7.



## **Social Events Planned 2018**

**Board Liaison: Terry Freeman**  
**Chair: Dottie Semonian**

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

### **March Member Meeting:**

- St Patrick's Day Snacks

### **April/May:**

- Group Rows (tbd)

### **June:**

- Learn to Row Day: Saturday, June 2nd - ill provide refreshments
- Breakfast after Learn to Scull Session

### **July:**

- Member Meeting: Deck meeting with cocktails, invite new Learn to Members
- Full moon row (7/27)

### **August:**

- Full moon row (8/26)

### **September/October:**

- End of season row down, clean up and pot luck

### **December:**

- Organize food, decoration for annual member meeting/party



# MRRA 2018 Budget

MRRA Club Meeting  
April 3, 2018

# Detail on membership -Target 99 members

	Price \$	# members
Membership discounted	125	41
Membership full price	150	40
Membership Student or Half Year	75	18

# Historical Programs / Revenues \$

		2018 BUDGET	2017	2016	2015	2014
Income						
	Membership	\$12,475	\$ 11,250	\$ 11,250	\$ 9,730	\$ 10,535
	Sculling	\$25,500	\$ 24,835	\$ 24,835	\$ 23,945	\$ 22,045
	Sweep	\$17,390	\$ 16,150	\$ 16,150	\$ 14,050	\$ 5,692
	TOTAL	\$55,365	\$ 52,235	\$ 52,235	\$ 47,725	\$ 38,272
Expense						
	Operating	\$36,320	\$ 35,341	\$ 35,341	\$ 30,265	\$ 27,618
	Programs	\$14,440	\$ 12,980	\$ 12,980	\$ 9,620	\$ 8,625
	TOTAL	\$50,760	\$ 48,321	\$ 48,321	\$ 39,885	\$ 36,243
Operating Net Revenue		\$4,605	\$ 3,914	\$ 3,914	\$ 7,840	\$ 2,029
Regattas and Equipment Buy/Sell						
	Festival Regatta	\$4,500	\$ 6,487	\$ 3,600	\$ 4,340	\$ 9,000
	Transfer from TRR	\$8,000	\$ 9,000	\$ 8,000	\$ 13,000	\$ 13,000
	Sale of Boats	\$2,800	\$ 2,500	\$ -	\$ -	\$ 2,500
	Equipment Purchase	\$5,500	\$ (12,000)	\$ -	\$ -	\$ (19,500)
	TOTAL	\$20,800	\$ 5,987	\$ 11,600	\$ 17,340	\$ 5,000
Net Cash Increase (Decrease)		\$25,405	\$ 9,901	\$ 15,514	\$ 25,180	\$ 7,029

# Program Budgets 2018 (\$)

Program P & L		Base	Club Scull	Rack	Learn To Scull	Learn To Sweep	Master Sweep	Open Sweep	TOTAL
-	-	-	-	-	-	-	-	-	-
Revenue		\$ 12,475	\$ 13,500	\$ 7,600	\$ 4,400	\$ 4,840	\$ 11,050	\$ 1,500	\$ 55,365
Expense		\$ 20,460	\$ 5,726	\$ 6,465	\$ 3,639	\$ 4,820	\$ 7,260	\$ 2,390	\$ 50,760
Operating Profit		\$ (7,985)	\$ 7,774	\$ 1,135	\$ 761	\$ 20	\$ 3,790	\$ (890)	\$ 4,605
Members		99	45 full/ 10 reduced	18+2	16	3*12	18, 16	12	
Per member rate		\$ (80.66)	20 Rack Holders						
Per member rate w/o Legal		\$ (30.15)							

April 3, 2018

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

# Budget with Amendment - per Kscammell motion

		2018 BUDGET	2017	2016	2015	2014
Income						
	Membership	\$ 12,475	\$ 11,250	\$ 11,250	\$ 9,730	\$ 10,535
	Sculling	\$ 25,500	\$ 24,835	\$ 24,835	\$ 23,945	\$ 22,045
	Sweep	\$ 17,890	\$ 16,150	\$ 16,150	\$ 14,050	\$ 5,692
	TOTAL	\$ 55,865	\$ 52,235	\$ 52,235	\$ 47,725	\$ 38,272
Expense						
	Operating	\$ 36,320	\$ 35,341	\$ 35,341	\$ 30,265	\$ 27,618
	Programs	\$ 14,920	\$ 12,980	\$ 12,980	\$ 9,620	\$ 8,625
	TOTAL	\$ 51,240	\$ 48,321	\$ 48,321	\$ 39,885	\$ 36,243
Net Revenue		\$ 4,625	\$ 3,914	\$ 3,914	\$ 7,840	\$ 2,029
Regattas and Equipment Buy/Sell						
	Festival Regatta	\$ 4,500	\$ 6,487	\$ 3,600	\$ 4,340	\$ 9,000
	Transfer from TRR	\$ 8,000	\$ 9,000	\$ 8,000	\$ 13,000	\$ 13,000
	Sale of Boats	\$ 2,750	\$ 2,500	\$ -	\$ -	\$ 2,500
	Equipment Purchase	\$ 5,000	\$ (12,000)	\$ -	\$ -	\$ (19,500)
	TOTAL	\$ 20,250	\$ 5,987	\$ 11,600	\$ 17,340	\$ 5,000
Net Cash Incr (Decr)		\$ 24,875	\$ 9,901	\$ 15,514	\$ 25,180	\$ 7,029

# Programs with KScammell Amendment

Program P & L		Base	Club Scull	Rack	Learn To Scull	Learn To Sweep	Master Sweep	Open Sweep	TOTAL
		-	-	-	-	-	-	-	-
Revenue		\$ 12,475	\$ 13,500	\$ 7,600	\$ 4,400	\$ 4,840	\$ 11,050	\$ 2,000	\$ 55,865
Expense		\$ 20,460	\$ 5,726	\$ 6,465	\$ 3,639	\$ 4,770	\$ 7,210	\$ 2,970	\$ 51,240
Operating Profit		\$ (7,985)	\$ 7,774	\$ 1,135	\$ 761	\$ 70	\$ 3,840	\$ (970)	\$ 4,625
Members		99	45 full/ 10 reduced	18+2	16	3*12	18, 16	12	
Per member rate		\$ 207	20 Rack Holders						

# Summary Budget 2018

- Continue growth of sweep / sculling membership
- Increase use of sculling boats across the day
- 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
- Consider increasing Member Fees for 2019 by \$25-\$50
  - Extraordinary legal fees in 2018

# Initiatives 2018

- Run Successful Festival Regatta and TRR
  - Dottie Semonian will be Festival Regatta Director
  - TRR Board assigned by MRRA Board and determine regatta chair
  - TRR will be incorporated spring 2018
- Increase awareness of Community Rowing aspect of the MRRA by promoting Lowell Community Rowing for Learn To programs.
  - Social media, print media, free and paid advertising
- Improve retention by welcoming back Learn To Sweep and Scull members; offer mentoring



## New MRRA Boathouse site

- ▶ Keep Active with Pawtucketville Citizens Group, Lowell Government, Chelmsford and Tyngsboro Government to stay in the loop on any opportunities
- ▶ Keep in touch with Bertos family on the site at 7A Middlesex Rd, Tyngsboro
- ▶ Committee members: Karen Scammell, Jay Feenan, Bob Bowen, John Murphy, Dennis McCarthy, Mark Romanowsky

# Motion to Accept the Budget

April 3, 2018

# Other Business

- ▶ Current Rowing Restrictions
- ▶ Accident Report - on website. Please report all accidents and email to [safety@merrimackrowing.org](mailto:safety@merrimackrowing.org) and [board@merrimackrowing.org](mailto:board@merrimackrowing.org)



**MRRA** Merrimac River Rowing Association


Member Login

Home | Contact



 **Learn to Scull**  
Professional MRRA coaching for all experience levels

 **Learn to Sweep**  
A team approach to rowing in the bigger boats

 **Emergency?**  
Emergency Info & Accident Report

 Visit the Current Conditions web page for status..

Members Menu

- > My Membership
- > MRRA Committees
- > Membership Listing
- > Nominations

**2018 National Learn To Row Day**

Free Introduction to Rowing on the Merrimac River

Saturday, June 02, 2018, 9:00am to Noon

Tour the Boathouse, Row on our Barge, Try an Erg. For additional information [Download the Flyer](#) or send an e-mail to [info@merrimackrowing.org](mailto:info@merrimackrowing.org)

# Motion to Adjourn

April 3, 2018