

# Merrimac River Rowing Association

Year 2017 Review

Dec 12, 2017

Prepared by Karen Scammell

# Agenda

- Call to order
- Reading and Approval of November meeting minutes
- Introduce Officers and Candidates for election
- Review of CY2017
  - ❖ 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



12 December 2017



# Safety Message



12 December  
2017

# 2017 – Budget and Program Objectives - RESULT

5

- We were budgeted to make an operating profit of \$8,000 from operations/programs
  - Operating profit of \$6,464
  - TRR 2016 Transfer     \$9,000
  - Festival Regatta         \$6,487
  - = Total Net Income of \$ 21,951
  - 91 Paid members (down from 94 in 2016)
  - Successful Learn to Scull – 2 full sessions
  - Successful Learn to Sweep - 3 full sessions

# Membership: 91 Members

	Log Book Sculling	Private Rack space	LT Scull 1	LT Scull 2	Open Sweep	LT Sweep	Masters Sweep
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
2013	45 Full +11 Reduced	21	14	9	12 (I) 7 (II) 4 (III)	0	16 (I) 11 (II)

12 December 2017



Chur Masors  
And Karen Scammell  
December 12, 2017

# MRRA 2017 FINANCIAL RESULTS

12 December  
2017

## MRRA 2017 Results vs 2016

### MRRA 2017 Budget & Results

8	Revenues		2017 Actual	2016 Actual	Delta
	Membership		\$ 12,065	\$ 9,235	\$ 2,830
	Rack Fees		\$ 6,620	\$ 6,820	\$ (200)
	Learn to Scull		\$ 4,400	\$ 4,420	\$ (20)
	Sculling Fees		\$ 12,100	\$ 11,395	\$ 705
	Sweep Programs		\$ 16,150	\$ 12,478	\$ 3,672
	subtotal		\$ 51,335	\$ 44,348	\$ 6,987
	Expenses				
	UML Payments		\$ 14,400	\$ 14,400	\$ -
	Insurance		\$ 4,594	\$ 4,085	\$ 509
	Equipment Rentals		\$ 5,100	\$ 2,000	\$ 3,100
	Maintenance		\$ 673	\$ 5,285	\$ (4,612)
	Tax Prep, Post, Misc		\$ 4,716	\$ 4,437	\$ 279
	Scholarship/charity		\$ 530	\$ 500	\$ 30
	Annual Party/social		\$ 2,900	\$ 2,500	\$ 400
	Sweep & Programs		\$ 6,930	\$ 7,180	\$ (250)
	Legal for new Bhouse		\$ 5,028	\$ -	\$ 5,028
	subtotal		\$ 44,871	\$ 40,387	\$ 4,484
	Operating Profit		\$ 6,464	\$ 3,961	\$ 2,503



# Commentary on P&L

9

- Revenue was lower than budgeted due to  $\approx$ \$5K Legal Expense for new boathouse
- All programs were profitable, even after overhead allocations
- Equipment Rentals for launch and sweep boats from UML were higher than expected
  - ▣ Will get this agreement on fees before budget 2018
- Strong cash position - \$98,426

# Program P&L 2017

10

Program P & L	Base	Club Scull	Rack	Learn To Scull	Learn To Sweep	Master Sweep	Open Sweep	TOTAL
-								-
Revenue	\$ 12,085	\$ 12,100	\$ 6,600	\$ 4,400	\$ 5,750	\$ 10,400	\$ -	\$ 51,335
Expense	\$ 19,362	\$ 5,528	\$ 6,189	\$ 3,274	\$ 4,454	\$ 6,064	\$ -	\$ 44,871
Operating Profit	\$ (7,277)	\$ 6,572	\$ 411	\$ 1,126	\$ 1,296	\$ 4,336	\$ -	\$ 6,464
Members	91	38 Full	18+2	16	16,17,13	19, 13	0	
Per member rate	\$ 212.77	23 reduced						

# Festival Regatta

11

- Dottie Semonian, Regatta Director
- 226 entries, 28 clubs
- Profitable at \$6,487
- June 24, 2018 will be Festival 2018
  
- Increase from 172 entries and 23 clubs in 2016
- Fantastic feedback on the operation.
- Considering going to 1K for all races in 2018 to increase race slots and still finish by 3pm

# Textile River Regatta 2017

TRR Committee: Carl Popolo, Peg Landry, John Ballantine, Jess Murray and Rob Walters

12

- Revenue – around \$66K
- Expenses- around \$40K
- Profit for distribution: \$20 - \$22K
  - Profits will be distributed to MRRA, Lowell high and other groups who helped like Westford Rowing and Brandeis
- Distributions determined January 2018

## TRR 2016 Results:

- Revenue     \$ 65,770
- Expense     \$(43,393)
- Profit        \$ 22,373
- higher expenses of approximately due to timing (500) and LRRA (6000) and other/security (2000)
- Paid \$9,000 to MRRA, \$4500 each to LHS and UML

12 December 2017

# Equipment Committee

13

- Andy Raitto- Chair

- Members:

Dennis McCarthy, Boat Captain

Board Liaison: Bob Sengstaken

Linas Alinskas

Mike Carenza

Bob Bowen

Jay Feenan

Karen Scammell

Barbara Sherman

Tim Wheatley



# Safety Committee

14

- Mark Romanowski, Chair
- members: Bob Lynch, Joe LaFreniere
  - Marked rocks along Tyng Island
  - 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

15

- Dorothy Semonian, 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

# Base Assumptions for Equipment for 2017

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~~ \$2,500 through 31Aug 2017
  - Addendum agreement for after Sept 1 @ \$1,000 if needed
4. Sweep boat rental rate from UML will be ~~\$1,400~~ \$2,000 through 31 Aug 2017
  - two Eights and two Fours
  - Usage after Sept 1 to be mutually agreed with UML/LHS

# Equipment Committee 2017

17

- No boats were sold in 2017
  - Swift HW 1X and MW 1X are in Bob Sengstaken barn – pending boathouse purchase
- Carolina Skiff remained in good working condition due to intervention of Linas, Jay, others
- Purchased 2 Single Sculls
  - Fluid Fleet MW @ \$7250
  - Fluid Fleet HW @ \$7250
- Consider more cox boxes for 2018?
- Additional sweep boats from LHS?

# Boathouse Purchase - Unsuccessful

18

- ❑ Small committee of K. Scammell, J. Feenan, B. Bowen, D. McCarthy and J. Murphy
- ❑ Attempted to arrange lease with option to purchase 7A Middlesex Rd, Tyngsboro MA
- ❑ Received approval from Tyngs Consv Comm for docks
- ❑ Secured partner program with Westford Rowing
- ❑ Property owner did not want to sell at this time – wanted 10 year lease @ \$48K triple net
- ❑ Property value around \$350K - \$450K

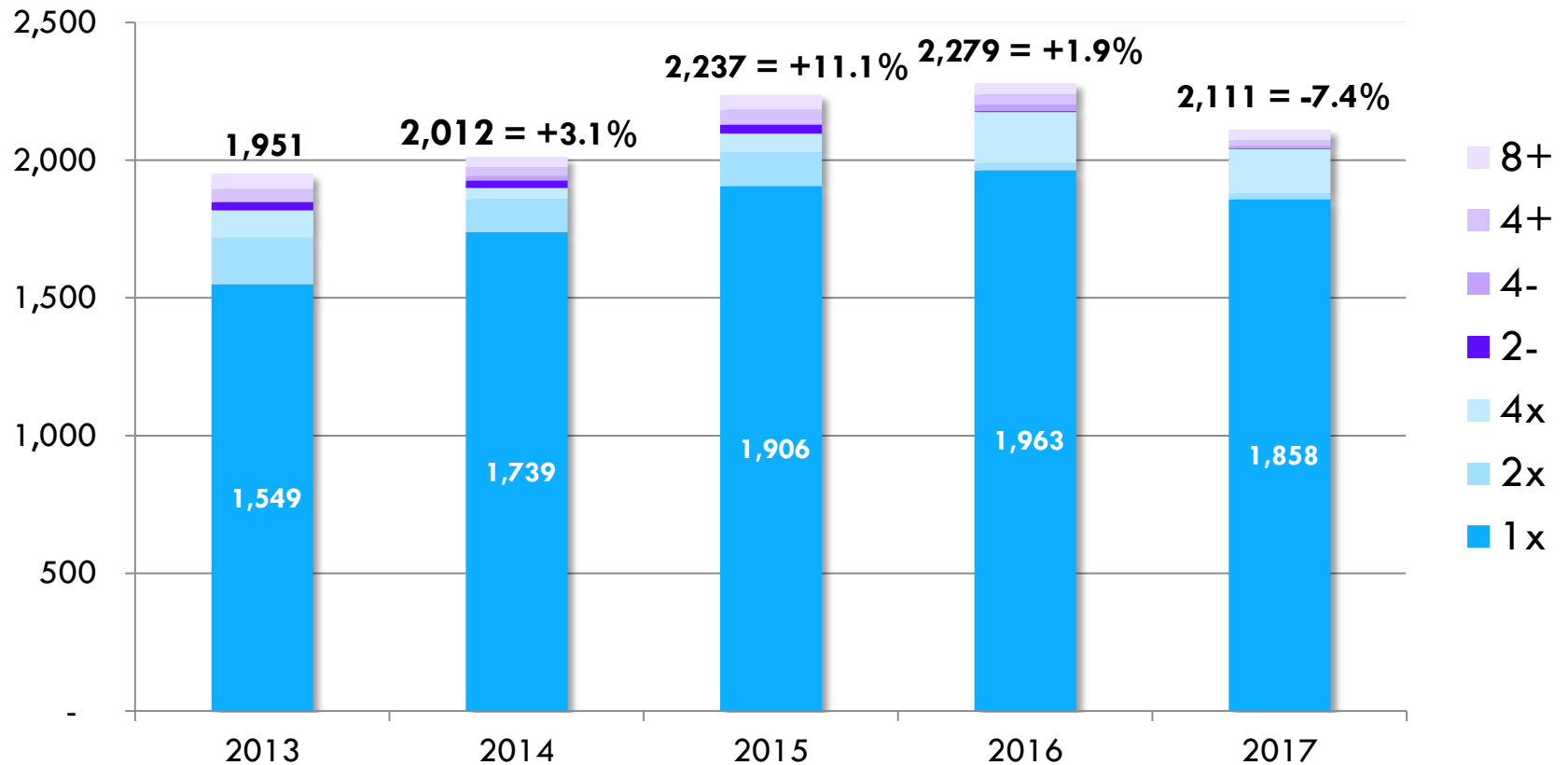
12 December 2017



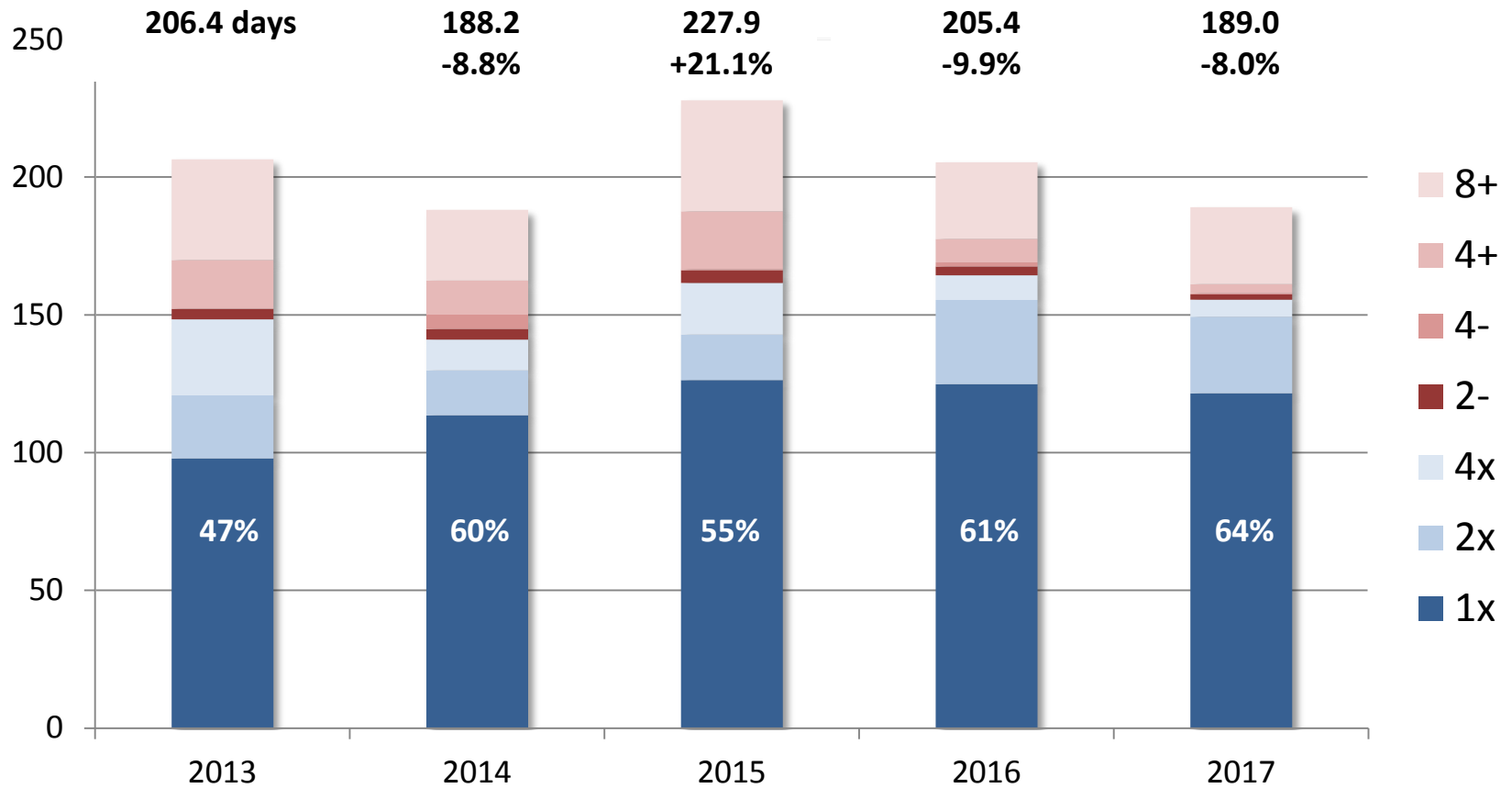
# MRRA LOGBOOK STATS 2017

12 December  
2017

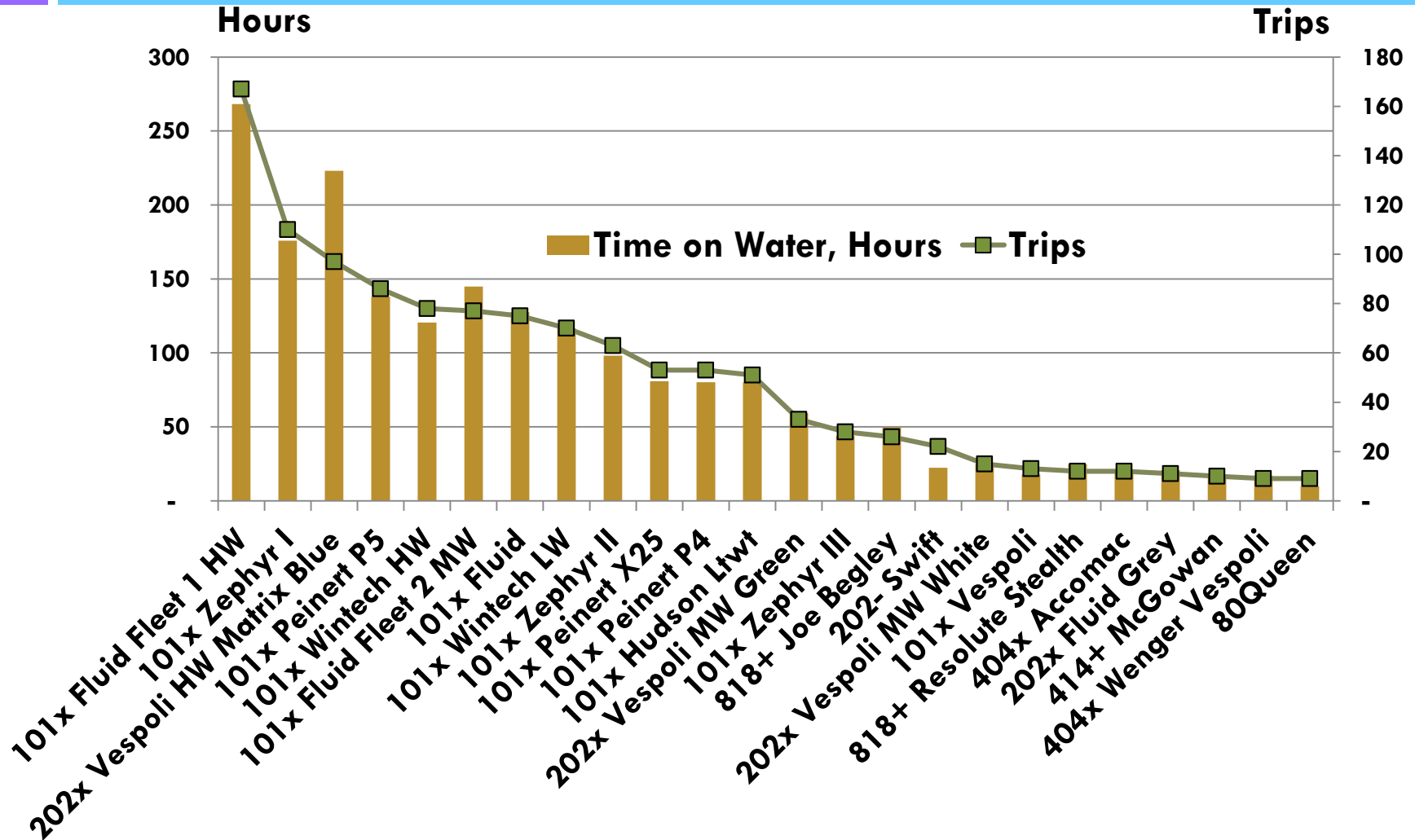
# Total Rowing Trips



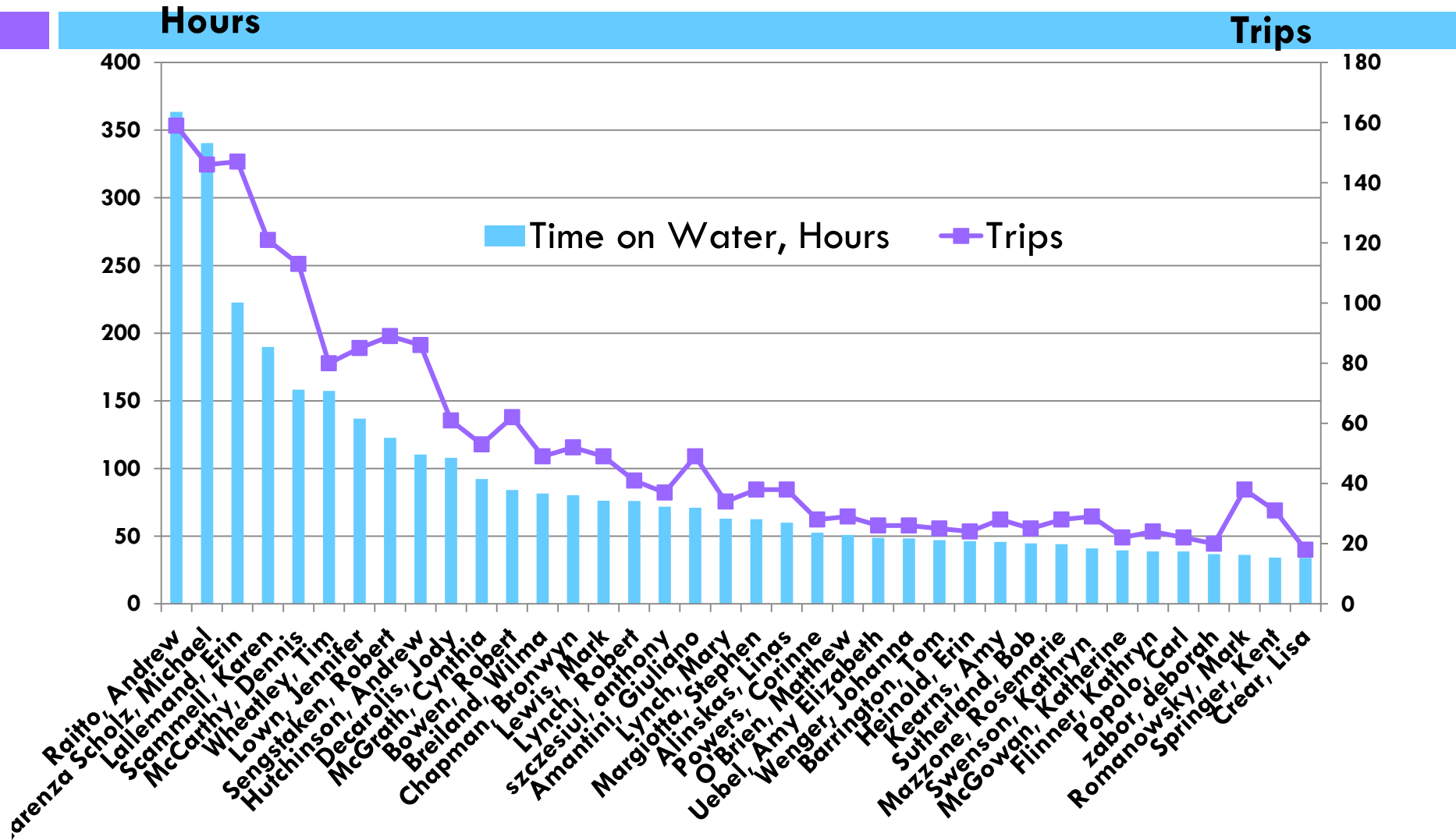
# Total Rowing Time



# Club Boat Popularity



# Rower Hours by Rower





# Committees Open Enrollment

24

- **Equipment Committee**  
([equipment@merrimackrowing.org](mailto:equipment@merrimackrowing.org))
- **Safety Committee** ([safety@merrimackrowing.org](mailto:safety@merrimackrowing.org))
- **Membership/Programs committee**  
([president@merrimackrowing.org](mailto:president@merrimackrowing.org))
  - Develop the programs for CY2018
  - Secure coaching
  - program management training
- **Social** ([secretary@merrimackrowing.org](mailto:secretary@merrimackrowing.org))
- **Bylaws** ([president@merrimackrowing.org](mailto:president@merrimackrowing.org))

# Approval of Base Membership

25

- Keep Base Membership at \$150 for 2018
- 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 \$75 membership and \$150 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 2017

# Volunteering in Club

26

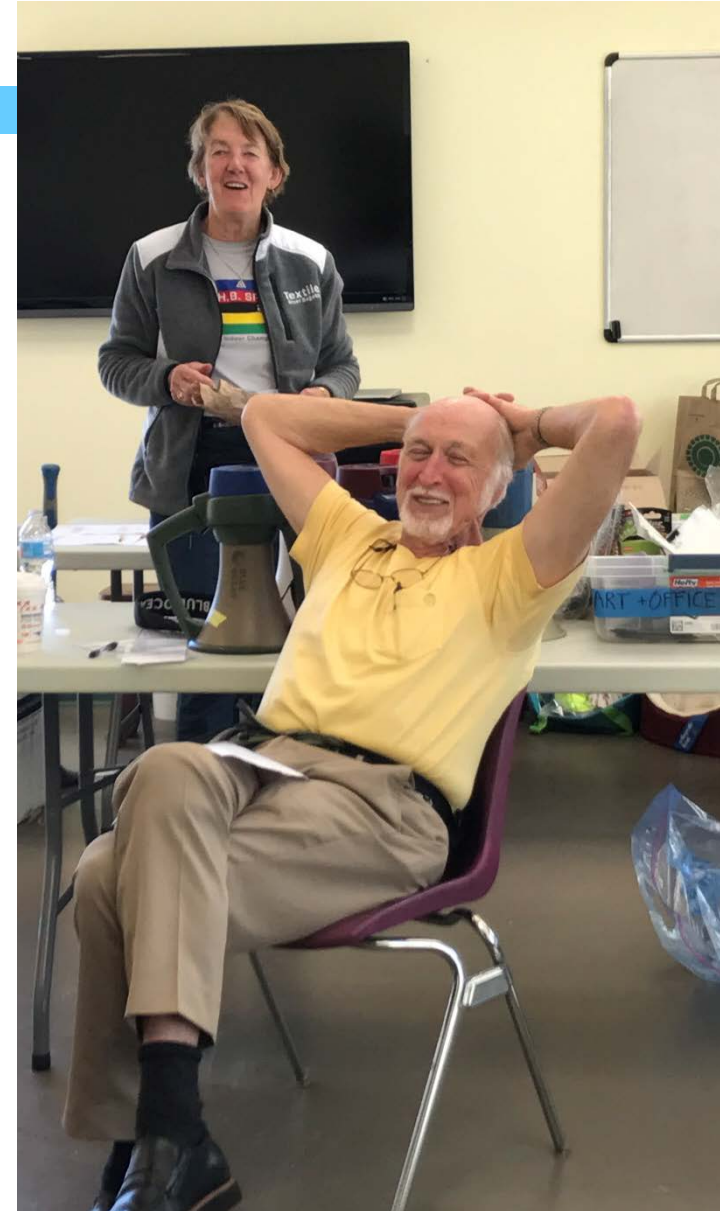
- As an all-volunteer organization, it is imperative and a requirement of membership to volunteer
  - Very high response for TRR and Festival volunteering
- Need new faces & skills on Equipment committee
  - Very active committee – supporting boat captain
  - More help makes less work for all
- Looking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

# Volunteers of the Year:

## Bob and Mary Lynch

27

- For tremendous time commitment as Supply Central for regattas
- They are at the regattas before and after everyone else!
- And still find time to help with Learn to Scull
- Thank you Bob and Mary for your fabulous support of the MRRA !



# Appreciation

28

- ***Thank you to our Program Managers***
  - Linas Alinskas and Andy Hutchinson– Learn to Scull
  - Terry Freeman– LT Sweep
  - Jody Decarolis - Masters Sweep
- ***Thank you to our fabulous Coaches***
  - Alex Gavriel                      - Marcia Beckett
  - Michelle Lawler                - Matt Laraba



# Appreciation

29

- Thank you to our Regatta Directors
  - Peg Landry
  - Carl Popolo
  - John Ballantine
  - Dottie Semonian
- **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 !!

# Appreciation

30

- Thank you to Committee Chairs
  - Equipment: Andy Raitto
  - Social Committee- Dottie, Mary Theresa, Barbara,
  - Safety: Mark Romanowski
  - Membership/Programs: Carl Popolo, Terry Freeman, Jody DeCarolis
- Thank you retiring board members
  - Jay Feenan, Trustee
  - Dottie Semonian, VP
  - Tom Barrington, Secretary
  - Dennis McCarthy, Boatcaptain

12 December 2017

31

# Annual Election of Officers

12 December 2017

Adjourn