

## Minutes of a Meeting of the Hansa Class (UK) Management Committee 30th November 2016

An HC(UK) committee meeting was held at 11.00am on Wednesday 30<sup>th</sup> November at Whitefriars SC, Lake 26, Cotswold Water Park, Ashton Keynes, SN6 6QR.

### Present

Bob Scull	Chairman - CIO Trustee
David Durston	Treasurer - CIO Trustee
Lindsay Burns	Chair-Technical Sub-Committee
Mike Stoker	Fundraising
Steve Sawford	UK Hansa Manufacturer
Ron Sawford	Secretary - CIO Trustee

### 1. Apologies

Pat Crowley, Richard Smallwood, John Figgures, Moira Campbell, Andy Sheath.

### 2. Introduction

Bob welcomed us to the meeting

### 3. Brief Update

#### (a) HC(UK) Committee and Sub Committees

Bob reported that a few weeks ago Marcus Frith resigned from the position of Chair and Management Committee with immediate effect. In response to this Bob, from his position of Vice Chair has stepped up to the position of acting Chair until the next AGM.

Lindsay from her position of Chair of the Technical Sub-Committee reported that she has proposed her committee and three "Class Reps" to the Trustees, that her proposals have been accepted by them. Therefore the Tech Sub-Committee consists John Figgures, David Durston and Steve Sawford and the Class Reps are as follows: Paul Philips - Liberty Class Rep, Tim and Angela Scarisbrick - 303 Class Reps and Lindsay Burns - 2.3 Class Rep. Lindsay will compile a brief for the new role of Class Representatives, clear it with the Management Committee and apply it with the Class reps. Ron will produce an email group of sailors according to the class of Hansa they sail which can be used for him to forward each class reps liaison emails. **LB/RS**

We discussed the vacant positions on the Management Committee and decided not to approach anyone at the moment.

#### (b) International HCA Committee

The International Hansa Class Association (IHCA) has recently completed the 2016 AGM. Marcus represented the UK views and made all the necessary inputs to this (and we thank him for this work) The New International committee is as follows:

IHCA President	Bob Schahinger	AUS
Vice President Rules & Measurement	Terry Peek	AUS
Vice President Championships	Zoltan Pegan	HUN
Vice President Development	Akko van der Veen	NED
Hansa 2.3 Representative	Lindsay Burns	GBR
Hansa 303 Representative	Zoltan Pegan	HUN
Liberty Representative	Hanneke Deenen	NED
SKUD 18 Representative	Tim Dempsey	NZL
General Committee	Vera Voorbach	NED
General Committee	Richard Smallwood	GBR
General Committee	John Figgures	GBR
General Committee	Kazuaki Kaido	JPN
General Committee	Russell Phillips	AUS
General Committee	Bernard Porte	FRA
Treasurer	Jackie Kay	AUS

**(c) Para World Sailing**

At World Sailing's General Assembly in Barcelona, Spain on Sunday 13 November 2016 the World Sailing Council voted on the recommendations made from the expert committees across the week.

A number of decisions were taken on the future of the sport. Among them was "Paralympic sailing" laying out strategic priorities for 2017 and beyond.

Para World Sailing Committee Chairman Betsy Alison presented the Committee's decision on the equipment that will be adopted for Paralympic sailing as the sport aims for reinstatement into the Paralympic Games.

The Para World Sailing Committee completed its equipment evaluation and proposed the 2.4 Norlin OD (Keelboat), **Hansa 303** (Dinghy) and WETA (Trimaran). World Sailing will now enter class contractual discussions with the classes.

Extract from the Para World Sailing Strategic Plan:

The plan has the following four main goals:

- Increase worldwide participation to 40 nations on 4 continents by the end of 2020
- Expand competition, female and youth participation
- Deliver effective marketing & communications to increase engagement with Para World Sailors and sailing fans
- Ensure that there is a sound governance framework.

John Figgures added this:

Both the SKUD and the Sonar will be taking part in the next Para Worlds and also the new Para Sailing selected boats (2.4, 303, Weta). The dates and location will be presented later this month. Originally planned for Oslo, the dates were not seen to be suitable, so bids for new venues were sought.

Para World Sailing will be looking carefully at racing formats for the newly selected boats with the intention of creating media friendly racing.

**4. Four year strategic plan – Vision = to achieve more people at more events sailing Hansa boats****(a) Training – how, when, where:**

We have a major project where we are pursuing funding for boats, equipment and running costs for a 4 year Hansa sailing training scheme **See Appendix 1 attached**. Bob outlined a plan for "Blue fleet" (entry level) training that involves RYA Sailability regional Organisers (DDOs) **See Appendix 2 attached** Steve said that he had already been approached for boats for training by a Welsh regional person and was frequently working with Warren Price.

When – The above scheme is at an early stage and therefore will not come on stream soon. Bobs plan for "Blue fleet" training involving RYA Sailability DDOs, could start during 2017 if we can get the support of the RYA. Lindsay suggested that we include in the discussion questions about our possible involvement in promoting inclusion in the Special Olympics. David will arrange a meeting with Joff McGill which Bob, David, Ron and Steve will attend. **DD**

Where – We would like to have the advanced training at Rutland or Weymouth if possible. This may be covered in our "international regatta planning" below. **DD**  
We would like to hold "blue Fleet" entry level training at sailability clubs. This will form part of our negotiation with RYAS DDOs, possibly holding an event in each of their regions. **BS, DD, RS, SS**.

**(b) Events – number, locations**

Re 2017 UK Racing events we decided to have a National TT Series consisting 9 events with 5 to count, A Scottish TT Series consisting 4 events with 3 to count, two stand-alone GPs and a stand-alone National Championships (with an International Open incorporated only if non-UK boats enter) The programme laying out the Dates and Locations and full details on the website calendar and specific event pages will be completed and distributed to all members by early December **RS**

Re Training Events -Ron has reserved dates in the 2017 Hansa Racing Programme for two Advanced and two Blue Fleet events. The locations need to be decided as the training develops.

(c) Publicity

We had a full discussion about marketing and publicity The following decisions were made:

- We will take action, through Tom our lead on Marketing and social Media, to spread the more information through our HC(UK) Facebook and Twitter sites.
- A good starting point for this would be to publicise the Para World Sailing decision to include the Hansa 303 in its equipment evaluation for inclusion in its campaign for the reinstatement of sailing into the Paralympic Games.
- We could also announce and periodically update information on the 2017 Hansa Euros in Meze, France and the 2018 Hansa Worlds in Hiroshima, Japan.
- David will work with Tom to put together a brief plan. **DD**

Andy Sheath has agreed to take the lead re the 2017 Dinghy show and Steve has agreed to take care of planning the stand with RYA, Providing and transporting the boats, Setting it up and taking it down. **AS, SS**

Mike explained that RYA is often happy to include an Association's articles in their publications. He has the publicity Officers name and contact details which he will send to Ron. **MS**

(d) RYA Sailability involvement

See 4a above, 4c last two paragraphs and Appendix 2 attached.

(e) Finance / Fund Raising

Finance – David circulated a paper laying out the Hansa Budget Plan 2017-2020 **See Appendix 4 attached**. It was completed up to 2018. After a discussion on this the following decisions were made:

- The current Standard Life account will be kept as our "Reserves" account. We will make every effort to keep a reserve of £4,000 in this account
- We have a total of £6,500 of which £750 is restricted for use in our "Team GB at the 2017 Hansa Euros" project.
- David will find out how to reclaim gift Aid **DD**
- David reported that the new CAF bank were now applying charges and asked for approval to look for another less costly bank. This was approved and David will do this. **DD**
- Lindsay noted that the cost of annual trophies is high and suggested that we look for sponsors for these. Ron will look into this. **RS**

Fund Raising - Mike presented a paper laying out a "Funding Strategy" see Appendix 3 attached After a full discussion on this the following decisions were made:

- The Champion for making applications to Grant Funding Bodies will be Mike. **MS**.
- We will produce a new HC(UK) Letterhead with gift aid details on it. **RS**
- Bob has sent Mike an updated funding estimates for the Four years Racing and Training project and asked him to start setting up an application to Sport England. We can then add in the RYAS element as it develops from our meeting with Joff. **MS**
- Mike asked that all Management Committee members feedback to him "What we would like him to say/highlight about us (HC(UK) in his applications". Such as the promotion opportunities we have now the 303 has been chosen as a possible Paralympic boat. Any promotional subject will be helpful. To get this as broad and rich as possible we need all the committee to feedback something. **All Committee please email your contribution to Mike.**

- The Champion for liaison with Sports Equipment Suppliers and developing a “Hansa branded Merchandise for sale” scheme is Steve. **SS**
- Donations – David will ask Tom to change the “Donations” page of the website from the current “Bathhalf” format to a general donations format. **DD**
- Mike will Champion the Give as you live scheme. He will set up a scheme and promote it through our membership. HC(UK) will then receive a % of members who use the schemes purchases on an ongoing basis.
- Re Corporate Advertising - If we are successful with the Four years Racing and Training we will consider selling advertising space on the vehicle and possibly boats (we will need to take account of any rules on this)
- Re- Shows/Trade Stands - We will have a boat/display at the 2017 RYAS Conference and at the 2017 Dinghy show. Steve will work with RYA on the Conference display and with RYAS and Andy on the Dinghy Show. We will need some HC(UK) Fliers for these shows. Ron will look into this, **SS, AS, RS**
- Re Sponsored Events – Lindsay offered to sail a 303 single handed across the channel to France, Mike said that he possibly has a person at Carsington who would like to join her in another single handed 303. Steven pointed out the need for the boats to have a durable and effective splash cover for such a voyage and that Peter Hibbard had designed an ideal one for his “Bridge to Bridge” voyage. Mike and Lindsay will “Champion” this project and all present thanked Lindsay for her brave offer. **MS, LB**

Ron will now compile from the details above and the 2014 documents, an “HC(UK) Strategic Plan 2017 to 2020” Draft 1. **RS**

## 5. International regatta planning

### (a) 2017 Europeans

After a full discussion on this the following decisions were made;

- Paul Philips, after a conversation with someone from the “Andrew Simpson Foundation” believes that they may be open to sponsoring some aspects of Team GB at the 2017 Euros. The contact is Tim Anderton, [tim@bartsbash.co.uk](mailto:tim@bartsbash.co.uk) . David will take this forward. **DD**
- Re 2017 Euros and 2018 Worlds - David will compile an email and Ron will circulate it asking for members to express their interest in one or both these events and let us know how likely you are to go? and to reply to Ron. Ron will then compile an email group of all interested members who will be consulted and kept informed of Training etc **DD, RS**

### (b) 2018 Worlds

- See 5.a paragraph 2.

## 6. AOB.

- a) Special Class Rules – Lindsay will work with these with a view to making sure the situations that they cover are adequately covered by the Hansa Class Rules or can be done without, with the aim of removing the need for any UK Special Class Rules. **LB**
- b) It was agreed that Ron will simplify all the “Running a Hansa Event” literature that is sent to Host Clubs. Bob had already made some suggested amendments to the 2016 TT document and Ron will use this as a starting point of this work. **RS**
- c) Training – We have a vacancy for a “Training Coordinator” Lindsay has a person in mind. It was decided to have our meeting with RYA before we take this forward. Lindsay will hold any approach until we know the outcome of the meeting.

## Appendix 1

### Hansa Class Association (UK)

#### Racing & Training 4 year Funding Estimate

6 x Hansa 303 sailing dinghies

£37500

3 x Launch trolley	£990
Keel hoist A frame	£285
6 x pairs of Sail Covers	£300
Range of dinghy spares	£200
6 x Wind Indicators	£80
6 x Bailers	£30
6 x Sponges	£10
6 x Fenders	£60
Boat Hook	£30
<b>Total</b>	<b>£39485</b>

6 boat road trailer with hoist fixings	£2800
C Crane disabled persons hoist	£2480
Trailer board	£30
Trailer Wheel clamp	£85
Tarpaulin	£50
12 x Securing straps	£100
<b>Total</b>	<b>£5545</b>

Towing Vehicle		
Ford Transit or similar	New	£25000
	(Second hand)	(£15000)
Towbar, ply lining, shelving, storage		£750
Vehicle Graphics		£150
<b>Total</b>		<b>£25900</b>
		<b>(£15900)</b>

Running Costs	
Vehicle Insurance	£900 / yr
Road Tax	£500 / yr
MOT, Servicing and Parts	£500 / yr
Fuel	£1500 / yr

Driver overnight accommodation where required	£1000 / yr
Boat and Trailer Insurance including Public Liability	£1350 / yr

**Total over 4 years** **£23000**

Training sessions	
4 sessions per year for 4 years	£6000

Total 4 year estimate	
Boats and Equipment	£39485
Towing Vehicle	£25900
	(£15900)
Running Costs	£23000
Training	£6000

**Grand Total** **£94385**  
(£84385)

The Hansa 303 sailing dinghy is the main boat of choice for a large number of disabled sailing groups throughout the country.

It can be sailed by one or two people giving scope for two disabled friends to sail together or for a seriously disabled person to sail with an able bodied buddy.

They can be fitted with electronic controls or a puff and blow control system if required.

The trailer will be purpose built with sockets for the disabled person's hoist which can then be used to lift disabled sailors into their boats on dry land prior to launching if they wish. It will also be used to lift the heavy keels in and out of the boats

The hoist can also be fitted on to a socket on the pontoon to give an added facility at very busy events.

The towing vehicle will be fitted out to carry the keels, hoist, launching trollies and other equipment.

Race training sessions will be run for both novice (Blue Fleet) sailors and also for experienced racers who wish to hone their skills

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## Appendix 2

### HCA (UK) – Blue Fleet Training

When I was first asked to join the HC(UK) committee over 3 years ago there was talk about Blue Fleet and Training. 3 years later we are still talking about it but almost nothing has been achieved. Not that people haven't been trying to get things moving, Dave in particular, but it simply hasn't happened.

I believe the main reason is that HCA (UK) is simply too small, too spread out and doesn't have the necessary resources (yet) to achieve what we would like to do and we need a different approach to the idea.

Until 3 or 4 years ago RYA Sailability had a team of 12 volunteer Regional Organisers (ROs) who oversaw the groups in their region and helped new groups to start up. Those posts were then abolished and replaced with 5 part time paid Disability Development Officers (DDOs). Being paid presumably requires the DDOs to produce tangible results and I would suggest that developing racing within Sailability would fall within their remit.

One of the DDOs, Leon Ward, actually ran a race training session on the Friday afternoon of the Multi Class Regatta several years ago. Another, Warren Price, approached me at this year's Multi Class and asked if there was any way that HCA (UK) could become more involved with RYA Sailability.

I believe this is the way forward. Debbie Blatchford is retiring from RYA Sailability in December and Joff McGill is taking over. I suggest that we try to arrange a meeting in January with Joff and the 5 DDOs with a view to finding a way we can all work together for the benefit of both organisations. Being involved in this way would also be a big advantage when applying for funding.

Bob Scull

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## Appendix 3

### Proposed UK(HCA) Funding Strategy

<b>Grant Funding Bodies.</b>	Champion???
Bob Scull's list	
Sport England etc)	
Aviva Community Fund	
Cash for Clubs	

<b>Sports Equipment Suppliers:</b>	Champion???
Nike	
Sports Direct	
Gill	
Crew Saver	
National/Local Chandlers	

<b>Donations:</b>	Champion???
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Associated Sailing Clubs  
Local/National Government Bodies

**Sales:** Champion???  
Hansa merchandise Sponsorships:  
(UK (HCA) Sponsored by....)

**Cash Back Schemes:** Champion???  
Give as You Live (etc)

**Long term partnerships:** Champion???  
Corporate Advertising  
Legacies

**Fund Raising Competitions:** Champion???  
Monthly online raffle (get companies to donate prizes (12))  
Quiz nights after sailing events (proceeds towards HCA (UK) funds)

**Process:**  
Refine/Agree strategy.  
Identify Champions - Volunteers are better than pressed persons!!

**How can we attract funding:**  
Contact funding partners by post, email, phone, in person.  
Shows/Trade Stands.  
Donation Appeals (Road Show).  
Event competitions.

Mike Stoker

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## Appendix 4

### Hansa Budget Plan 2017-2020

		2014	2015	2016	2017	2018	2019	2020
		£	£	£	£	£	£	
Opening Balance	1	8,811.08	3,199.38	1,372.46	7,101.15	5,221.15	3,476.15	
Income								
Sail levies/IHCA	2	600.85	907.12	575.02	600.00	650.00		
Fundraising	3	-	-	1,779.68				
Donations/Grants	4	-	-	5,585.00				
Event entries	5	540.00	516.00	499.50	500.00	550.00		
Members (support)	6	-	-	675.00				
Miscellaneous/Interest	7	71.26	138.14	7.17	10.00	15.00		
		1,212.11	1,561.26	9,121.37	1,110.00	1,215.00	£ -	£ -
Expenses								
Trophies/Flags/Buoys etc	1	2,723.53	1,516.30	1,045.30	1,200.00	1,200.00		
Travel	2	£	£	£	£	£		

		1,009.90	288.80	161.40	400.00	350.00		
		£	£	£				
Support costs	3	-	-	1,308.68				
		£	£	£	£	£		
Marketing/Events	4	1,262.35	660.00	408.80	500.00	600.00		
		£	£	£	£	£		
RYA Affiliation	5	115.00	120.00	125.00	135.00	145.00		
		£	£	£	£	£		
Insurance	6	184.47	189.86	-	195.00	200.00		
		£	£	£	£	£		
Web Hosting	7	-	-	56.50	60.00	65.00		
		£	£	£				
Postage	8	502.00	562.76	-				
		£	£	£				
Miscellaneous	9	1,026.56	50.00	287.00	500.00	400.00		
		£	£	£	£	£		£
		<u>6,823.81</u>	<u>3,387.72</u>	<u>3,392.68</u>	<u>2,990.00</u>	<u>2,960.00</u>	£	-
		£	£	£	£	£		£
Closing Balance		3,199.38	1,372.92	7,101.15	5,221.15	3,476.15	£3,476.15	-

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