



Fayerweather Yacht Club

Fayerweather Yacht Club Club Sailing

November 2020

Fayerweather Yacht Club
51 Brewster Street
Bridgeport CT 06605



Fayerweather Yacht Club

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Executive Summary

The primary purpose of a “Yacht Club” is to promote the development of interest in sailing. Fayerweather Yacht Club (“FYC”) has a long history of sailing, with many members competing in national tournaments. There is an expectation by the membership that the Yacht Club will offer members sailing focused programs that will enhance their membership experience. FYC currently does not offer any opportunities for its members to learn to sail or club boats for the members to use.

An FYC sailing program would offer many more opportunities for members of the club as well as create a consistent revenue stream for more club programs. FYC as a Yacht Club is an integral part of the yachting community. The club sponsors regattas and shares a yachting history along Long Island Sound. A “One Design Fleet” of FYC club boats would offer so many benefits to FYC members. FYC would be able to sponsor Adult sailing lessons, one design Regattas with other clubs as well as offer club members the opportunity to use club sail boats for daily sailing.

The project plan is a proposal to outline how FYC would be able to 1) purchase a fleet of boats, 2) create a comprehensive maintenance program, 3) define a revenue stream for the club, 4) create a learn to sail program as well as define the requirements of eligibility to use club sail boats.

Optimal Sailboat for FYC

FYC is a dynamic club with interests from beginning sailing, day cruising as well as an interest in match racing. The overall objective of a FYC club boat would be a boat that is large enough to hold 6 adults, easy to rig for a day on the water, simple to maintain and has an engine to get in and out of Black Rock Harbor. There is also an interest in a boat that can be match raced or used in local regattas by our members.

The second requirement for a club boat is a boat that FYC can store in our own lot on a trailer, can be lifted out of the water with the FYC lift (maximum weight 5,000 lbs.) and can be easily maintained.

Ideal 18’s

The most common boat for many clubs in our area are Ideal 18’s, Ideal 18’s are an 18ft keel boat with no motor. The boat is very simple to sail, easy to maintain but very cramped for more than 2 people. New boats are \$30,000 with Trailer. There is an active used market boats are priced in the \$5,000 range depending on the quality of the boat.

Schock Harbor 20 Day Sailor

Harbors 20’s are a 20ft day sailor with a built in electric engine. The boat is a great racer and a day sailor with fleets all over the country. They can be single handed easily and will hold up to 6



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people. Harbor 20's are a much newer boat with a modern hull shape and contemporary rig. Used boats are much newer and start in the \$30,000 range.

J-22

J-22 is a very popular sailboat. There are more than 1,500 made, are a great day sailor for up to 6 people and are actively raced in Long Island Sound. The boat is simple to rig, easily trailered and very safe for day sailing in Long Island sound. The boat is a very good platform for an adult learn to sail program as well as a competitive racer for match racing and local regattas. Used boats sell for between \$5,000 - \$10,000 depending on condition and year.

The recommended boat for a diverse FYC program would be a J-22. Based on how FYC members would use the boat, mostly for a learn to sail program and day sailing with families the J-22 fits those use parameters better than the other two boat recommendations.

Obtaining Boats for the FYC Program

A conventional J-22 boat with Trailer, Sails and engine would cost about \$10,000. As an example, the estimate price for a 1996 J-22 from Nada guides is \$8,680. To properly maintain and store the boats, each boat would have a trailer at a cost of \$1,500 each. In addition, the club would purchase a Torqeedo Electric outboard engine with 2 portable batteries. Each unit plus the extra battery would be \$2,500. The net average price will be \$12,500 per boat.

J-22 Used Boat	\$8,500
Boat Trailer – for storage	\$1,500
Torqeedo Outboard + 2 Batteries	\$2,500
Total	\$12,500

Electric engines vs. Gas powered outboard.

The new electric engines are very efficient and need zero maintenance. The engines are very simple to use, light weight and have a range of up to 4 hours at half throttle. The batteries are a separate part of the whole unit and are easily transported from charger to the boat and back. We would recommend having 2 batteries for each boat.



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Torqeedo Outboard Engine

Purchase options for J-22's

J-22's are a very liquid and common boat. There are two avenues for FYC to purchase boats.

- FYC Sailing committee actively searches for boats in the local used market.
- FYC Hires McMichael's Yacht Brokerage to assist with the search, inspection and delivery of the boats.

Maintenance Program

An annual maintenance program for the boats will include general maintenance of the boats, Mooring costs, winter storage as well as an annual assessment to accrue the purchase of new sail inventory every 5 years.

The estimated annual cost:



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Bottom Paint: Effective antifouling bottom paint for Black Rock Harbor would be needed. A 22-foot sailboat uses about 1/2 gallon of paint a year. The cost of a gallon of antifouling Bottom paint is about \$200 a gallon. FYC annual cost is around \$600 per year

Mooring and storage: Not including the purchase of a mooring anchor and float for the boats, the annual cost of a mooring is:

- 1) Annual Mooring Permit - \$215 per boat
- 2) Mooring placement and removal – 120 per boat
- 3) Winter storage – cover, haul out general repairs - \$200 per boat

A trailer is included in the purchase price. The boats would be stored on the trailer for the winter. The boats are small enough to be stored in the Lift area of the club next to the Dink racks.

Annual Sail Inventory accrual:

An annual accrual to account for the need to replace the sails on each boat every 5 years will need to be created. The accrual spreads the cost of the sails over 5 yrs. so that the purchase price of new sails is considered as a part of the general maintenance of the boats.

J-22 sailboats are very popular. As a One Design boat, the sails are standardized among all the sail manufacturers. A typical set of sails for a J22 from Quantum Sails would be:

Mainsail	\$1,735
Jib	\$1,235
Spinnaker	\$1,785
Total	\$4,755

In the proposal, we are recommending \$1,000 per boat be accrued.

Insurance

The club's insurance policy includes club boats. The two sailboats as well as their liability are included in the overall club policy. If the boats were damaged by an FYC sailor, either by the fault of another boater, or the sailor of the FYC boat. Our present insurance would cover those incidents. In addition, if there were an unfortunate accident and someone was injured, again the current FYC insurance coverage is set up for those events.

There would be no additional cost to our insurance, as well as our liability insurance would not increase.



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Boat Revenue

Annual Club Boat program

Any FYC member, including Auxiliary members, would be eligible to purchase a “Club Boat Membership” the annual cost of the membership would be \$1,000 a year. The member would be able to use a Club boat at any time for as long as they want.

Daily Use Fee

Any FYC member, including Auxiliary members, would be able to “rent” an FYC Club boat for a daily rate of \$100 per day. The Half day rate 4hours would be \$50.

The estimate is that there would be approximately 20 members who would want to have an annual Club Boat membership. The annual gross income of this service would be \$20k a year. The daily rental program is estimate that there would be 2 boats per weekend rented. With roughly 13 weeks in the season, the total gross income would be about \$5,200 per year.

Certification requirements / Learn to Sail

To ensure the personal safety of the FYC member using an FYC Club boat, each member must be certified by the club as eligible to take out an FYC Club boat. All members interested in using an FYC Club Boat must complete the “Adult Learn to Sail” certification program. The exception to the rule: The member has a US Keel Boat certificate or has personal sailing experience. The member’s qualifications would be reviewed by the Sailing and/or Yachting chairs.

To legally operate any boat with an engine (even a dinghy), or a sailboat 19 1/2' or longer, you need a Safe Boating Certificate or Certificate of Personal Watercraft Operation. As part of the certification, the Member will have to have or obtain a CT Safe Boating Certificate. The club will be able to off this training by an outside licensed vendor.

Adult Learn to Sail Program

FYC would be able to offer a Keel Boat certification as a prerequisite to being able to sail a club boat. Depending on interest, FYC would hire an instructor to teach the course. The cost of the course would be the cost of the daily boat rental and the instructor’s fee for the class. Classes would be classroom and on the water instruction. At completion of the course, the member would have a US Safe Boating Keel Boat course certificate.



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Purchasing the boats

The program has the potential to be a standard revenue item for the club. Income from the club will be used to support the general fund, as well as accrue money to purchase more boats. There are other clubs in the area that have “One Design” (“OD”) fleets.

So many Yacht clubs across the LIS are starting to struggle; FYC has the ability to attract more members if we expand our club’s offerings. Club Boats that can be used by members and their families expands the reach of our club into our community. There is a lot of interest from club members that want access to sail boats for a variety of reasons. Many members just want to be able to get out on the water without the large expense of owning a boat, other members are interested in learning how to sail.

J-22’s are a very active class of boats. FYC would be able to host J-22 events at the club. The sponsorship of OD regattas would enhance the clubs sailing reputation in our area, as well as promote the club on a national level. Clubs that promote OD fleets, such as Larchmont and Hyannis, host major regatta’s with sailors from around the world.

Management of the program

The Learn to Sail and the management of the rental, maintenance and storage of the boats will be the responsibility of the Sailing committee and the Fleet Captain.

The ability of a member to use an FYC club boat would be determined by the Sailing committee or the Fleet Captain. Only certified members would be allowed to use a club boat. A list of certified members would be maintained by the Sailing Committee.

A calendar and schedule of member sailors who want to use the boat would be held by the Sailing committee. The schedule and fee payments would be handled by the club as a part of the members annual receipts.

Fees would be collected through the club management system; the same way dues and Bar overages are collected.

The annual revenue and cost should be applied to the Sailing budget.

During the season, the boats will be on a Mooring in Black Rock Harbor. Sailors will use the Launch to access the boats.

In winter, the boats will be hauled out using the club lift onto a trailer. The boats are small enough to be stored in the area between the Lift and the White fence to the right of the Dink Racks.



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Purchasing of 2 J-22 Sail Boats		
2 Boats	\$ 8,500	\$17,000
2 Torquedo Elec Outboards	\$ 2,500	\$ 5,000
2 Trailers	\$ 1,500	\$ 3,000
Total Cost of Purchase	\$12,500	\$25,000

Annual Maintenance		
Bottom Paint		
1/2 gallon used for each boat.	\$	200
Sailing Tackle	\$	500

Mooring Permit	\$ 215	\$ 430
Mooring Placement & Removal	\$ 120	\$ 240
Winter Storage estimate	\$ 200	\$ 400
Mooring maintenance	\$ 150	\$ 300

Annual Sail Inventory annuity - for the purchase of new sails every 5 years	\$ 1,000	\$ 2,000
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Total Maintenance Program	\$ 4,070	
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Objective: To grow the FYC's Sailing Program.

An in house sailing program will enhance current members experience at the club. In addition, offering a learn to sail as well as the use of "club" boats will help boost membership.

Annual Estimated Revenue			
Annual Yearly Boat program fee			
An annual fee for a member to use the boat at anytime during the season. Boats used for regattas (WNR series) would be charged a separate fee.			
Annual Boat Membership	\$	1,000	
Number of Memberships	\$	10	
Total			\$ 10,000
Daily Fee			
\$100 per day/ \$50 per half day	\$	100	
13 weekend in the season	\$	26	
estimate 2 boats are used a day	\$	2	\$ 5,200
Total Annual Revenue			\$ 15,200

Adult Learn to Sail Program

FYC will have a program to certify FYC members to use the sailboats. All members interested in renting an FYC Sailboat must complete an Adult Learn to Sail program. Experienced sailors would need to be certified by the Sailing committee or the Fleet Captain. Only certified sailors would be allowed to use the boats. A typical Club Membership rental program is between \$2,100 - \$4,000 a year.

FYC will be able to offer a sailing certification as a prerequisite to sail FYC club boats. The course will be the US Sailing 101 Keel Boat certification. An instructor would be hired to teach the course on an annual or semi annual basis depending on interest. A typical US Sailing Keel Boat course from Sound Sailing cost \$990. For FYC members we would be able to incorporate the materials, the instructor and boat rental for much less. Estimate: \$150 per person.



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Question	Comment
Who will run the program?	The Sailing Program will be run by the Sailing Committee and the Fleet Captain.
Where will the boats be stored?	<p>During the season, the boats will be on a Mooring in Black Rock Harbor. Sailors will use the Launch to access the boats.</p> <p>In winter, the boats will be hauled out using the club lift onto a trailer. The boats are small enough to be stored in the area between the Lift and the White fence to the right of the Dink Racks.</p>
Who will maintain the boats?	The Sailing committee will be responsible for maintaining the boats. Sails, tackle, bottom paint as well as general maintenance. During inclement weather, a sailing committee member will make sure the boats are de-rigged, and safely secured.
Who is allowed to rent the boats?	To rent a boat, an FYC member (including auxiliary) will have to be certified to use the boat. The Sailing committee as well as the Fleet Captain will certify members on the water. The certification will be based on US Sailing Keelboat course structure.
Do I need a State of CT Safe Boating Certificate to rent a boat?	Yes, to legally operate any boat with an engine (even a dinghy), or a sailboat 19 1/2' or longer, you need a Safe Boating Certificate or Certificate of Personal Watercraft Operation.
If I am a beginner, will there be an FYC course to get certified to rent the boats?	FYC will offer a "Learn to Sail" program. The program will be classroom and on the water training. To be able to rent the boat, the club member must have a CT safe boating certificate. The CT safe boating course will be listed on the FYCCT.ORG website.
What is the Minimum age requirement to rent a club boat?	Children of members age 16 and above would be allowed to rent a club boat. All persons would be required to have a CT safe boating certificate and complete the Learn to Sail course. Children 12 – 15 years are permitted to sail and operate a club boat with a person 18 yrs. or older (CT safe boating regulations).



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How will the scheduling for the boat rental work?	A schedule will be maintained by the sailing committee. The Dock Master will be able to see the schedule as well as the approved list of certified members who are able to use the boat.
What type of engine will the boats have?	The boats will have a Torqeedo electric engine. A renter will be able to check out a boat at the dock house, take two batteries and the key. Each battery will run the boat for 3 hours at half speed, and 45 mins at full speed.
How many people can the boat accommodate?	Each boat is designed to carry 4 adults, or 2 parents and 3 children.



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J-22





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The key to J/22's success as a training boat is durability. It's no wonder Sail Newport and College of Charleston love this boat. Hulls and decks are built with Baltek cored laminates to withstand years of hard use. 12-15-year-old boats routinely win major J/22 championships.

J/22 is built for safety with buoyancy tanks and offshore hatches. Her 700 lb. lead keel lowers the center of gravity, creating nearly 1700-foot pounds of righting moment at 90 degrees of heel.

People say the J/22 is the best sailing boat they've ever been on, including other J's. It's responsive, stable with its fixed lead keel and safe, as much fun to single-hand with main only as it is to plane under spinnaker in 18 knots of wind.

J/22 has a comfortable self-bailing cockpit with 7 ft. long seats and room for 4-6 people in the cabin to escape the rain or cold.

J/22 is also the key to financial success in managing public access sailing programs. Such programs around the country can generate annual charter income on each J/22 nearly equal to its cost. People come back because they enjoy sailing a boat which is responsive, comfortable and dry for its size.