

Bob Geary/OSC Board members

In Bob's email below he asked a couple of questions about the extent of entry fee increases needed to make our Spring and Fall regattas breakeven. Without getting into the exact numbers game, keeping in mind that Greenport has had a few tough entry years due to weather, and 2003 was a much better year for entries for us at Block compared to 04 and 05, on average it would take about a \$25-\$30 entry fee increase to break these events even. With a continuing \$6000 deficit at Greenport and 120 entries, that event rises by \$50 to \$100! Even with 150 entries a \$40 increase (\$90 entry fee) is needed to cover a \$6000 deficit.

For many reasons I won't get into here I think we should accept some level of event subsidy from our membership dues. The problem is this subsidy is trending higher. It is, in large part, due to rapidly rising costs, although participation is also a problem. I offer the following observations/opinions and then will get out of town, and if it is safe, will creep back in for the Oct 29 meeting.

It seems to me that modest rise in entry fees, \$5 or \$10 per boat, a continuing but more modest subsidy from our membership dues, and a concerted effort to reduce costs is the way to go.

Two years ago a concerted effort to significantly reduce printing costs was successful. We should make a similar effort to reduce some of our other costs. I see the following cost reduction opportunities worth considering:

Launch Service - \$2300 at Block and \$1500 at Greenport - very expensive on a per boat (using the service) basis. Do we need to provide or even subsidize this service? Many boats use slips at both Block and Greenport (50%?), many leave early on Saturday, Greenport has town slips, etc. Maybe drop this service or reduce it significantly?

Trophies - Excluding Perpetual Trophies the cost of the Spring and Fall trophies are now cost close to \$2400 each event - up \$600 ea event over 2004. Good trophies are a hallmark of OSC but maybe its time for a different approach, and supplier.

Party cost - I think \$9/person for 2 parties is very reasonable, maybe \$10/person works as well. But as usual I'm pretty sure that there is substantial inequitable value distribution in this system. Many do not get their value (get one draft beer, stay for only one party, etc) and many get more than they pay for. Without offering a specific proposal maybe this is an area of opportunity. Maybe a controlled admission process, or a \$10 donation gets you 2 beverage tickets, and an opportunity at the tent to purchase more tickets - all structured in a way to achieve the legal and social objective we want.

I'm outta here!!

Ron

Ron Breault

Subj: **Re: OSC Draft 2006 budget**  
Date: 10/9/2005 3:09:36 PM Eastern Standard Time  
From: [gearys@tvconnect.net](mailto:gearys@tvconnect.net)

Ron,

Thanks for the good thoughts and a start on the 06 budgeting process.

The trends indicated are not good, but certainly not catastrophic at this juncture. However, our view should be that the specific events outlined should be planned to at least break even.

The annual meeting dinner loss last year largely resulted from a misunderstanding on the cost. Save the few RC gratis dinners, we will price this event to break even this year.

As an exercise for the meeting, it would be useful to know what the race entry fees and party fees would need to be to likewise make the spring and fall events breakeven. Use historical average participation here. This should be available from Steve if you don't have it. I think we could certainly consider an increase in the entry fees for 2006. The party fees are also quite reasonable for two parties; however we should remember that several boats often forego Saturday party participation. An increase here might be harder to sell this year.

See you on the 29th.

Regards  
RBG