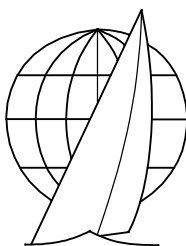


OFFSHORE RACING CONGRESS

World Leader in Rating Technology

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MINUTES of meeting of the **Management Committee** of the Offshore Racing Congress held on 5th & 8th November 2010 at the Hotel Grande Bretagne, Athens, Greece

Present: Bruno Finzi (Chairman)
Jose' Frers (Deputy Chairman)
Wolfgang Schaefer (Deputy Chairman)
George Andreadis
Don Genitempo (Honorary Treasurer)

Consultants: Zoran Grubisa
Vivian Rodriguez
Nicola Sironi
Dobbs Davis

1 Minutes of Previous Meeting

Minutes of previous meeting were approved as circulated by the secretariat.

2 ISAF submissions and ORC report to ISAF

ISAF submissions regarding offshore sailing and rating systems were reviewed by the Committee. ISAF submission 133 will be monitored in its way to the approval by the ISAF Council. The ORC report to ISAF was sent together with the reports of the various events. (Report attached to these minutes).

3 ORC/RORC relationship

The following Press Release was circulated on 3rd November 2010:

“The Royal Ocean Racing Club (RORC) and Union Nationale pour La Course au Large (UNCL), joint owners of the IRC rating rule, have been in discussion with the Offshore Racing Congress (ORC) about the possibility of creating a unified organization to govern yacht ratings worldwide. This initiative to bring the world offshore rating systems together was endorsed by ISAF following its AGM in 2009 in Korea.

“The intention is for RORC/UNCL and ORC to create a joint venture company which would run the existing rules, IRC and ORC and then in time, using the combined knowledge and resources, evolve new rating systems that combine the benefits of IRC and ORC to create fast, fun and seaworthy boats for unified competition all over the world.

“Bruno Finzi, Chairman of ORC, working alongside Vice-Chairman Wolfgang Schaefer, is enthusiastic and confident about working with the RORC. “We appreciate the work and friendship with RORC and we believe it is finally time to get back to the IOR era and to the ORC founding spirit, when only one single rule was recognised as ‘the international’ rule in offshore sailing.”

“Chris Little, Admiral of the RORC, working with Commodore Andrew McIrvine agree that it is time to bring the development of rating systems under one umbrella. “We have received strong support from a number of countries and potential owners to develop a rule that will allow us to recreate the international yacht racing circuit and we shall continue to work towards this goal.””

4 ORC/US Sailing relationship

Aside from a small fleet using ORC Club in Texas that is administered directly by ORC staff, there remains no current use of ORC ratings in the US. An approach made to US Sailing to offer use of ORC Club was rejected; currently PHRF, IRC, Portsmouth, and ORR are used, and the addition of yet another rule was regarded to be too complex for the market.

However, there are discussions in a Rating Rules Committee of the New York YC to examine what future options are available to reduce this ‘clutter’ of rules options, and ORCi and ORC Club are being considered among the options. An advisor to the Committee, Stan Honey, is also a US Sailing Board member, and has advised that ORC should be considered for the top tier of a 3-level system of handicapping because it fulfills the desired qualities of being scientific, transparent, and available to all.

And while US Sailing is not a party in the proposed merger with RORC, they have expressed interest in wanting to keep apprised developments in this matter. Don Genitempo has been appointed by US Sailing President Gary Jobson to represent the US on the ORC Congress.

5 AGM and EGM Preparation

The Agendas of the AGM and EGM were confirmed without any changes. Memorandum and Articles of the Association amendments were reviewed to be voted by the Congress.

6 Financial Report

The Income & Expenditures of the 1st, 2nd, and 3rd Quarters 2010 was distributed to the ManCom by the Secretariat. They both are well within the 2010 budget. A Financial status report up to 30th September report, compared with the report from 2009 in the same period, will be prepared for distribution at EGM together with the 2011 budget. In view of ORC’s financial situation, the Management Committee will propose to the Congress to keep the levies unchanged.

7 Fleet Statistics & Update on Levy payments & Invoicing from and to MNAs

7.1 Fleet Statistics

Fleet statistics has been presented based on number declared by the rating officers (CRO, EST, FRA, GRE, MLT, RUS, SLO, SUI, SWE) while for other countries numbers for data feed were used. Total number of certificates is showing increase over previous year and some more certificates may be expected by the end of year. Current fleet statistics will be presented to the Congress at the AGM

7.2 Levy invoicing

Vivian updated on Levy Payments & invoicing. 3rd quarter invoices were already issued at the beginning of October. At 30th September approx. 50% of levy payments have been received.

8 Update about ORC rating offices and relationship with MNA's

A Confidentiality Declaration form has been sent to all Rating officers with some of them already replying by returning signed forms. Confidentiality Declaration forms will be also discussed together with the contracts with MNA's on the Rating Officers Committee meeting on Sunday, November 7th.

9 Measurement report

See Measurement Committee Minutes.

10 ITC and ORC Club report

See ITC Committee Minutes.

11 Race Management report

See Race Management Committee Minutes.

12 Promotion and marketing report and ORC Publications, Yearbook, Website

The reported increase in certificates in new areas such as Australia, the eastern Baltic, and Russia, as well as numerous inquiries in non-ORC regions such as the USA, Hong Kong, New Zealand, South Africa, and elsewhere, indicates the recent efforts made in promotion and development have been successful at reaching these new potential markets. This has been done through website stories, ORC columns in Seahorse, editorial contributions in numerous national and international publications, press releases, a monthly newsletter included in the Seahorse online edition.

Website tracking reveals improving interest in the ORC website and its utility as a delivery tool for news and promotions. New content is posted in this site on average of three times/week, and the average number of "unique visits" is approx. 700/day; there are over 800 subscribers to ORC e-mail news and releases. This compares favorably with similar statistics among other popular European blogs and websites. Suggestions have been made to enhance the appearance and content on the site, which include links, more analytic articles such as design reviews and ITC minutes, and a new additional links section.

But work must continue to improve the reach into non-English markets, as well as solidify the communications within current ORC cultures, so a select group of ORC publications and communications will be made available in 2011 in Italian and Spanish. These include newsletters, press releases, some select web stories, measurement and scoring guides, Yearbooks, etc. Official rules will remain in English.

13 Review of Committees and Congress Members and relationship with MNA's

Committee Members

- ITC Research Associates: Axel Monnhaupt is stepping out from the Research Associates.
- Measurement Committee: Javier Mendez is stepping out of the committee. Robert Jacobsen is joining the Committee in substitution of Gerd Kall.
- Offshore Classes & Events Committee: Martin Billoch (GP26 Class representative) to step out of the Committee. Eva Holmsten is joining the Committee in substitution of Hans Broman stepping out of the Committee. Vadim Mekhanikov is joining the Committee as representative of the Sportsboat Class).
- Race Management Committee: Joachim Majander is joining the Committee in substitution of Timo Sarainmaa.
- Promotion & Development Committee: Don Genitempo to step out of the Committee. Vadim Mekhanikov is joining the Committee.

Congress Members

The situation of the current Congress membership as prepared by the secretary was reviewed. New Congress members nominations in representation of Korea and Malta. Nominations from Chile and Canada are still pending. Substitutions of Congress members were received from: Austria, Cyprus, Greece and Spain.

14 Submissions 2010

14.1 ESP 3 - GPF BOX IN CERTIFICATE

The Committee does not agree to change the GPH mainbox but, as suggested by the ITC, inshore time on distance coefficient will be changed to 50% upwind and 50% leeward.

14.2 GER 2 – ILC SINGLE NUMBER HANDICAPS

The Committee supports the submission. See Submission ESP 3, second part only.

15 Paypal and services through ORC web

ORC Tech staff has completed all the web services that were presented in 2007 when new ORC operating system was designed such as:

- DXT files database on the web for the Rating officers
- Offset files database on the web for the Rating officers
- RMS files on the web
- Stability Data sheet
- Speed Guide
- Certificates copies on the web
- Trial certificates on the web

All web services will be discussed on the Rating officers Committee meeting on Sunday, 7 November