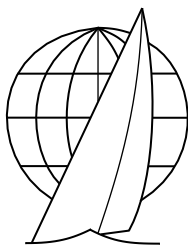


OFFSHORE RACING CONGRESS

World Leader in Rating Technology

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MINUTES of the **Management Committee Meeting** of the Offshore Racing Congress Limited held on 9th & 12th November 2013 in Muscat, Oman.

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

Consultants:
Zoran Grubisa
Vivian Rodriguez
Nicola Sironi
Dobbs Davis

Apologies:
Jose' Frers (Deputy Chairman)

1. Minutes of Previous Meeting

The Minutes of previous meeting in Turin were approved as circulated by the Secretariat. Decision was made that the Minutes should be more summarized for the future listing only arguments and decisions.

2. ISAF submissions and ORC report to ISAF

The ORC annual report to ISAF is being assembled presenting the fleet statistics up to November 1st, 2013 together with reports from the ORC Championships held in 2013. ISAF submission 086-13 about UMS and jointly presented by ORC, RORC and US Sailing was discussed and it was decided to continue to work with ORA and US Sailing to try to reach a common platform and database starting from 2014.

3. Submissions 2013

- GER 1 – OFFSHORE SINGLE NUMBER HANDICAP
The ManCom will send to the ITC a new proposed matrix for calculation of offshore single number to better evaluate effects at 12 and 16 kn wind speed supporting the rationale of the German submission.
- GER 4 – MORE CLASSES AT THE WORLD CHAMPIONSHIP
The Management Committee gives the mandate to the Offshore Classes & Events Committee to form a WP to amend the Green Book to allow the possibility of three (3)

Classes in an International Championship when matching a minimum criteria in number of boats and number of countries for each class.

- ITA 1 – ORC CLASS LIMITS

The Management supports the idea of a general guidance from the ITC of how the world fleet could be divided, but at the same time feels that each MNA has the right to adjust class limits according to their own national fleet; therefore does not support the submission in terms that class limits should be established and mandatory for all MNAs.

- MANCOM 1 – UNIVERSAL MEASUREMENT SYSTEM

According to the latest letter received from RORC, the ManCom decides to withdraw the submission waiting for further discussion with ISAF. ManCom requests the Measurement Committee to implement all features in the Measurement System to accommodate HPR & GP Boats.

- MANCOM 2 – ORC CLASSES

The Management Committee withdraws the Submission.

- NED 3 – SHORT-HANDED CERTIFICATE, RULE 303.5

The ManCom supports the submission and invites the RO Committee to implement the easiest solution to accomplish what the submission is asking for.

4. ORC/RORC/IRC

An official letter was sent to RORC to ask for their final position about the project after having had no reply to several emails commenting the result of the feasibility study performed by the jointly appointed RRWP who determined for a new rule to be transparent and VPP based. RORC officially replied they are no more interested in this project as they are convinced the market has room for more than one rule, while they confirmed their support of the UMS Universal Measurement System as a powerful tool for different rules to use only a single measurement procedure. It is ORC opinion that the UMS would work only if there is a common database of measured fleet.

5. ORC/US/HPR

HPR continues to be used for scoring select regattas in the US, and there are approx. 40 valid HPR certificates issued by US Sailing to date. Momentum continues to build for more events and more participation in HPR racing: 8 inshore events and one offshore race were scored using HPR in the US this year.

The next Version 5 of HPR is under development, with further work needed on age allowances and cost control credits.

ORC programmer Panayotis has delivered to US Sailing a beta version of the HPR certificate generator, which is being tested and reviewed before implementing this function as a web-based tool.

6. Possible new ORC Classes

The submissions that ORC identifies classes at defined levels of GPH was examined by the ITC, who focused on the worldwide fleet and found groups clustered into seven rating bands as follows:

Class A $GPH < 420$
Class B $420 < GPH < 475$
Class C $475 < GPH < 550$
Class D $550 < GPH < 600$
Class E $600 < GPH < 630$
Class F $630 < GPH < 700$
Class G $GPH > 700$

This could be used for the formation of these new classes, however, the worldwide fleet is likely not to represent the fleet in any one region, and therefore the use of these bands may not be relevant to race organizers and national authorities. In the interest of keeping racing as fair and close as possible, it is therefore suggested that these bands are not imposed by ORC, but only offered for information to fleet organizers who may wish to use them

7. AGM and EGM Preparation

The Agendas of the AGM and EGM were confirmed without any changes.

8. Financial Report

The Financial Reports for 2012 were circulated and approved among the Congress Members by email vote.

The amount of levies invoiced up to 30th September 2013 looks higher than previous years, this is due to the new system of levy invoicing.

The budgeted amount of levy invoicing should be exceeded, by year end. The general sales are exceeding the budget so we should easily reach total income expected.

There are still a few Nations that are behind with payments of their previous years invoices.

9. Fleet Statistics, Update on Levy payments, VAT & PayPal

Fleet Statistics

Fleet Statistics up to November 7th 2013 were circulated by Zoran Grubisa, At the moment the number presented is 8.219. This number is already exceeding the total number invoiced in 2012 of 7.009 certificates.

Update on Levy Payments

The secretariat circulated an excel file with the information on levy invoices and relative payments. Third quarter invoices were issued at the beginning of October.

Still to be received the following payments from previous years:

2010 levies from Russia

2011 levies Chile, Portugal, Russia

2012 levies from Cyprus, Russia and Ukraine

2013 1st & 2nd quarter invoices are paid regularly.

Vat & Paypal

The VAT situation will be kept on the working agenda in order to maintain the amount on General Sales via PayPal under the limit to enter the VAT which is of is 75.000 GBP.

10. Report about ORC rating offices and relationship with MNAs

ORC Staff is collaborating with Rating Offices on an almost daily basis.

New ORC activities are started in China and Denmark. Contacts have been taken also with South Africa, Turkey, Hong Kong and the Caribbean.

The automatic certificate request system has been currently set up for Angola, Brazil, Canada, China, Korea, Hungary, Ireland, Montenegro, Romania, Russia.

11. Sailor Services Report

Sailor Services are showing good numbers with constantly increased traffic.

A new product in the form of a simplified polar plot with target speeds upwind and downwind is planned and currently under construction by Panayotis.

12. Measurement report and UMS update

See Measurement Committee Minutes.

13. ITC and ORC Club report – R&D update

See ITC Committee Minutes.

14 Promotion and Marketing report

Promotion and Marketing of ORC has been very active, with many activities, ranging from providing new and fresh content in media outlets, to support the promotional efforts of existing ORC events, to visits and presentations of ORC to emerging markets. The increase in both certificates, countries (eg. DEN and CHN), and participation in ORC events is an indication the success of the promotion and marketing efforts made to date.

15. ORC Publications, ORC Website in 2013

ORC Publications are up to date for 2013, with work to start soon on the new rules as soon as possible after the AGM so that they can be available for public release on 1 January 2014. The ORC website continues to be the primary resource for access to these materials, and the new design this year has shown an increase in visits of sufficient statistical significance to attract the interest of sponsors, who have made advertisements for several months this year on the website and newsletter.

ORC Publications – ORC Rules and Regulations were posted on the website at the beginning of the year with VPP documentation slightly delayed. It was agreed with the ITC that VPP documentation should be edited with other rules and regulation and made available as soon as possible after new VPP is ready.

ORC website – The website has been re-designed at the beginning of the year with content better organized. Web traffic is reporting very good results with number of mailing list subscribers constantly growing. A new web contact form was set up where all e-mails are received by the staff and responded by appropriate persons. So far, 120 persons contacted ORC with different questions about ORC rating systems, measurement, events and other more general questions

ORC Yearbook: It was agreed that a 2014 Yearbook be produced in digital form that would be of the same style as previous versions of this publication, but not be made generally available, only on USB sticks presented to members of the Congress and Committees in Oman

16. Staff interview

All the staff has been confirmed in their position and the matrix of tasks and responsibilities assigned to each was reviewed. The first staff meeting in 2014 will be happening in Milan in January 2014.

17. Meeting with Committee Chairmen

All Committee Chairmen were interviewed and suggestion about Committee compositions and Committee special needs was discussed and agreed.

18. Review of Committees and Congress Members and plans for 2014 MNAs relationship

Congress Members

The updated list of Congress members, modified according to the number of 2012 levies was reviewed and the Secretariat will contact related MNAs to request nominations.

Committee Members

Offshore Classes & Events Committee: Don Genitempo presented his resignation as Chairman of the Committee he will continue to serve as Committee member. The proposed substitute Paolo Massarini will be voted by the Congress at the EGM.

All other amendments will be presented to the EGM.

19. Review of ORC 2013 International Events & Provisional Calendar for 2014 Events

The Chairman of the Committee, Don Genitempo presented to the ManCom the various applications received for future years Championships:

For 2014

- | | |
|--|--|
| - ORCi World Championship in Kiel – Germany | 2 nd to 9 th august - confirmed |
| - ORC European Championship candidates: | - Yacht Club of Greece -Athens – Greece |
| | - Real Club Nautico Palma – Palma de Mallorca – Spain |
| | - Club de Mar – Palma de Mallorca - Spain |
| | - Valencia – Spain - July |
| - ORC Mediterranean Championship candidates: | - San Vito Lo Capo (Palermo) – Italy |
| | 12 th – 15 th June – dates to be confirmed |
| | - Valencia – Spain – July |
| - Royal Cup | - Copenhagen – Denmark – July |
| | 27 th – 30 th August |

For 2015

- | | |
|--|--|
| - ORCi World Championship candidates | - Barcelona – Spain – May |
| | - Valencia – Spain |
| | - YC Marina di Loano – Loano – Italy |
| | - Porto San Rocco - Trieste - Italy |
| - ORC European Championship candidates: | - Cascais – Portugal – June/July 2015/2016 |
| | - Estonia – August |
| | - Palma de Mallorca – Spain |
| - ORC Mediterranean Championship candidates: | - RCNP – Palma de Mallorca – Spain |

For 2016

- | | |
|---------------------------|---------|
| - ORCi World Championship | Denmark |
|---------------------------|---------|

All this applications will be discussed at the Offshore Classes & Events Committee on 10th November.

For final decisions and the reports on 2013 Championships see Offshore Classes & Events Committee Minutes.

20. Any other business

The Management Committee decided to have their next meeting in Miami on February 22-23, 2014. The new Management Committee will include the presence of Patrick Lindquist from Finland.