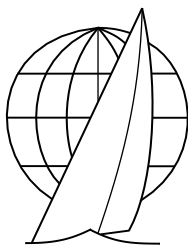


# OFFSHORE RACING CONGRESS

*World Leader in Rating Technology*

*Secretariat:*  
c/o Vivian Rodriguez  
Casella Postale 21  
07026 Porto Rotondo (OT), Italy



Tel. +39 347 6029085  
Fax: +39 0789 398034  
secretariat@orc.org

[www.orc.org](http://www.orc.org)

MINUTES of the **Management Committee Meeting** of the Offshore Racing Congress Limited  
held on 7<sup>th</sup> & 10<sup>th</sup> November in Sanya, China

**Present:**  
Bruno Finzi (Chairman)  
Wolfgang Schaefer (Deputy Chairman)  
Jose' Frers (Deputy Chairman)  
Patrick Lindqvist  
Don Genitempo (Honorary Treasurer)

**Consultants:**  
Zoran Grubisa  
Vivian Rodriguez  
Nicola Sironi  
Dobbs Davis

**Apologies for absence**      George Andreadis

## 1. Minutes of previous meeting

The Minutes of previous meeting in Porto Cervo were approved as circulated by the Secretariat.

## 2. ISAF Submissions and ORC report to ISAF

The ORC annual report to ISAF was assembled presenting the fleet statistics up to 2<sup>nd</sup> November 2015 together with reports from the ORC Championships held in 2015.

ORC set up meetings with RORC and ISAF Offshore Committee Chairman to find a possible compromise to avoid vote on ISAF Submission 136-15 from IRC Congress.

## 3. ORC Submissions 2015

### - ESP 3 – IMS APPENDIX 1 – CRUISER/RACER REGULATIONS

The ManCom does not support the submission. The cruiser/racer regulations are well defined in IMS Appendix 1.

### - ESP 4 – DYNAMIC ALLOWANCE

The ManCom does not support the submission. The ManCom asks the ITC to study the possibility to update the Age Date whenever the offset file is modified.

- ESP 5 – SAIL SERIAL NUMBER

The ManCom recommends not to introduce redundant information and leaves therefore final decision to Measurement and Rating Offices Committees.

- GER 4 – LIFELINES

The ManCom supports the submission.

- GER 6 – FIX VPP IF POSSIBLE

The ManCom does not support the submission as research and development continues to provide chances possibility for the VPP to be updated with the agreement of the Congress.

- ITA 3 – DACRON SAILS

The ManCom supports ITC suggested reduction for Dacron sails allowance. The ManCom supports as well the restriction only to Cruiser/Racer boats for the reduced allowance.

- MANCOM 1 – ORC SY RULE

The ManCom supports the submission.

- MANCOM 2 – SAIL MEASUREMENT ABBREVIATIONS

The ManCom supports the submission as a step forward for UMS.

- POL 1 – PROMOTIONAL CERTIFICATES

The ManCom supports the submission for 2016.

- RUS 7 – ORC SPORTSBOAT CLASS CERTIFICATE

The ManCom defers this decision to a dedicated WP for Sportsboats.

#### **4. ORC/US Sailing**

Dobbs Davis reported that there is a growing demand for ORC Club certificates in the US, due mostly to the offering of an ORC Class by the Storm Trysail Club at Key West Race Week and other high-profile events.

A contract between ORC and US Offshore will be completed to certify that US Sailing will be the sole authority to issue ORC certificates in the US. Currently this relationship is in place, with the USO office selling ORC Club certificates to users in the US after receiving the data from the ORC staff. USO Director Jay Hansen has stated he wants his office to take over all functions of processing ORC Club starting next year, but there is concern about the proposed high retail price USO intends to charge for 2016.

ManCom therefore suggests meeting in the near future with USO to understand how ORC products will be used and supported in the US.

## 5. ORC/SUPERYACHT/SYRA

The SuperYacht project has been a great success for ORC in 2015. There were 7 events and 107 certificates have been issued.

This project has been helping raising ORC image and respect all over the world between top sailors and owners.

The project has been also key to reenter the US market and to start negotiation with many Race Organizers for 2016.

SYRA Consultants, Alessandro Nazareth, Paolo Massarini and Gennaro Aveta, have been, together with Bruno Finzi, attending, in teams of three at a time, all SY events this year where they were in charge not only to issue certificates, but also to do the scoring.

The Chairman anticipated that ORC will run a possible deficit for the first year, but he is confident that already in 2016 the SY project will not only increase revenues, but also create some surplus. The promotional effect and feedback from the sailing constituency justifies this ORC investment.

## 6. Sailor Services report

Use of Sailor services is showing increase in distinct user with steady numbers in Speed guide, Target speeds and Test certificate usage as follows:

<i>Speed Guide</i>	<i>Target Speeds</i>	<i>Test Certificate</i>	<i>Distinct user</i>
2011 – 10	2014 – 221	2011 – 1052	2011 – 149
2012 – 52	2015 – 220	2012 – 1097	2012 – 212
2013 – 104		2013 – 1967	2013 – 340
2014 – 240		2014 – 2065	2014 – 399
2015 – 212		2015 – 1804	2015 – 485

## 7. AGM and EGM preparation

The Agendas of the AGM and EGM were finalized.

## 8. Financial Report, Budget Update, Fleet Statistics

### Financial Report

Don Genitempo reported. The 2015 Report and Accounts Year ended 31<sup>st</sup> December 2014 and these were distributed to Congress members for email approval.

It appears that 2015 outcome will be positive even if not at same level of 2014 surplus, which was another successful year with 58.329 Euro surplus.

These surplus allow ORC for the development of special projects such as the SuperYacht and the Swan ones.

The 2015 expenses provided by the Secretariat for first 3 quarters are on target with the budget.

General sales and sponsorships are exceeding last year's numbers.

Since the financial situation of the Company is in good shape, it will be proposed to Congress that levies will remain at the same amount as for the past six years as follow:

ORC Int.	70 Euro
ORC Club	42 Euro
IOR	42 Euro plus ORC Club certificate for free
Speed Guide & Stability Datasheet	50 Euro when issued locally
Target Speed	10 Euro

### **Budget Update**

The budget for 2016 was updated and will be distributed to all Congress Members for approval.

### **Fleet Statistics**

Fleet Statistics together with ISAF report will be distributed to the Congress.

#### **9. ITC and ORC Club report; R&D and SYRF update**

See ITC Committee Minutes.

#### **10. Chief Measurer report and UMS update**

See Measurement Committee Minutes.

#### **11. ORC Rating Offices update**

During this year a replacement of rating officer was noted in France with Luc Gelleseau replacing Jean-Louis Conti as already announced at the last AGM. Co-operation with all rating offices was at highest level.

#### **12. ORC Scoring software and tracking**

There are several scoring software available and presentation of some of them is planned on the Race Management Committee meeting. The use of scoring software is still at discretion of the ORC championships organizers while ORC is providing its own software only for ORCs with special options for pursuit start.

There was no much progress in use of RaceQs tracking system as it mainly depends on competitor's wish to use it. Nevertheless, it is strongly recommended not only for tracking features but also to get information about the course needed for scoring.

### **13. Promotion and marketing report**

Dobbs Davis reported that the interest in ORC is growing in the US and the Caribbean, coming from not only Storm Trysail events, but other local fleets and events as well. This is in reaction to dissatisfaction with the use of local PHRF. The use of Triple Number ratings and having an objective open access system are the main attractions, along with inexpensive certificate pricing.

To help with marketing, ManCom agrees to develop a new ORC Guidebook to explain the system to the first-time users: this is intended for sailors and race organizers, but will also have content to interest industry members and race officers as well. The information will also help with the requests made in Submissions GER 5, POL 3 and RUS 5 for more public information on race management and scoring.

A proposal from Sailing World magazine for publishing a hard-copy version of this Guidebook will be evaluated in the P&D Committee, but in general ManCom supports this effort.

Zoran Grubisa reported that there is an ORC seminar being planned in UKR for 17 November, the fleet there is growing, and there is a capable person who is interested in becoming the rating officer for that country. ManCom supports his going there to help in the training of this new officer, with help from Vasily Alexeev.

There are other regions starting to use ORC: the advent of a new ORCi fleet in West Australia in addition to a new ORC Club fleet in Melbourne; and additional inquiries from Quebec, GBR, Turkey (especially Sportboats) and South Africa.

An event manager in Cyprus has asked for ORC endorsement of his annual event, and this is supported by ManCom pending OCEC approval, and so long as it is not defined as a Championship if it does not meet Green Book standards. Its thought this would help attract more boats from the Eastern Med region (CYP, TUR, ISR) to use ORC.

The situations in Asia are stable, yet with slow growth potential noted. The situation in Japan and a new contract with JSAF was addressed during a meeting is made with them on Monday.

### **14. ORC Publications, ORC Website**

Statistics on the ORC website indicate an increase in visits to over 13.000/month in recent months, a large increase compared to the same months in years past, with the news section still getting the most number of visits. Its felt this new traffic is related to not only the increase in number of participants in the ORC system, but also the offering of ORC in the US and the development of the Superyacht pages on the site.

The current content style and structure of the site seems OK with no new changes needed, but suggestions are always welcome.

Downloads of rules and publications also receives a high percentage of website traffic, and the new Guidebook (described in PDC report) will be put online once published. Other than the Guidebook, there are no other new publications planned at this time.

#### **15. Staff interview and staff responsibilities**

All ORC staff members were interviewed and confirmed for 2016.

#### **16. Meeting with Committee Chairmen**

All Committee Chairmen were interviewed to comment about possible allowance for special project budget and for suggestion on Committee Memberships.

#### **17. 2015 MNAs relationship and review of Committees and Congress Members**

Relations with all MNAs was reviewed with particular attention given to:

- Management Committee will hold a meeting with representative of Japan Sailing Federation to discuss further development of ORC in Japan
- A letter of intention to form new rating office is received from Netherland Antilles (AHO) from the organizers of Saint Marteen regatta. The staff will evaluate and possibilities and contact AHO MNA.
- After being supported by the Central rating office for one year, Israel expressed a wish for starting its rating office. The intention is supported subject to final confirmation after education of the new rating officer. The plan to start ISR rating office is 2016 if possible, if not 2017.

Management met with JSAF to start an ORC committee inside JSAF to issue ORC certificates in Japan starting January 1<sup>st</sup> 2016.

Committees and Congress Members composition was reviewed and a final list will be proposed to Congress for approval.

#### **18. Review of 2015 International Events and provisional calendar of 2016 International Events**

See Offshore Classes & Events Committee Minutes

#### **19. ORC Memorandum & Articles**

The Management prepared an amendment to the Articles of the Association: Article 15, 34, and 36 to be proposed and voted at the EGM.

#### **20. Any other business**

The venue of next Management Committee meeting was discussed and will happen either in US upon call from US Offshore or in Europe either end of February or beginning of March.