



PoFSA 2024 AGM

RCYC Saturday 23rd November 2024 at 10.00am

Meeting Minutes

1. **Present:** Chris Williams, Nigel Sharp, Jane Wright, Paul Hobson, Robert Talbot, Gaye Slater, Steve Przybylski, Julie Hopkins, Peter Harvey, Jeanette Ruberry, Shane Carr, Tim Rowley, Malcolm Clark, Neil and Jacky Andrew, Malcolm Forrest (Reporter)
2. **Apologies for Absence:**, Christine Torpy, , Sue Treneer, Geoff Trebilcock, John Calvert, Simon Fleming, Tracey Boyne, Abi Pike.
3. **Minutes of last meeting:** Approved.
4. **Matters arising:** None.

5. **Dates**

FSW

2025 Sun 10 - Sat 16 August

Village Regattas 2025

- Loe Beach Jun 7
- St Mawes Social Jul 5
- Point & Penpoll Jul 12
- St Mawes Town Jul 26
- Flushing Village Aug 2
- Portscatho Aug 23
- Percuil Aug 24

Village Regattas 2026

- Loe Beach June 27
- St Mawes Social July 11
- St Mawes Town July 25
- Flushing August 1
- Portscatho August 22
- Percuil August 23
- Point & Penpoll September 12

6. **Chair Report : Gaye Slater**

Appendix A Below.

7. **Hon. Treasurer Report: Chris Williams**

Appendix B Below.

8. **Race Management Group (RMG) Report: Neil Andrew**

RMG includes: Neil and Jacky Andrew, Chris Davis, Nigel Sharp and Malcolm Clark.

8.1 IRC and YTC

As neither of these fleets have local 'Class Associations' a 'Whats App' group was set up for IRC at the end of 2023. This has proved to be very useful in providing feedback to the FSW Committee and a similar group will be set up for YTC.

8.2 NOR and SI were sent out on schedule, only one amendment needed for the SI prior to the start of FSW.

8.3 PoFSA Race Marks

Three race marks were replaced, PoFSA now has 4 older marks that can be laid on a temporary basis in the bay for regattas as needed.

8.4 Mark-Set-Bot (MSB)

MSB deployment for FSW was very successful. Their use reduces the reliance on skilled mark layers and makes course setting and re-setting more accurate, faster and requires less physical effort. PoFSA should consider training volunteers to run the system rather than using paid staff from the MSB supplier.

8.5 Royal Western Yacht Club (Plymouth) has approached the Race Management Group with a view to discussing the creation of a mini-series of West Country regattas to encourage greater participation in each event. (Plymouth, Falmouth, Dartmouth, Torbay and Fowey).

9. Sponsorship Report: Jane Wright Appendix C Below.

10. Election of Officers.

The following are willing to stand for re-election for the forthcoming year and their nomination has been approved at the October 2024 PoFSA Policy Meeting.

- Chair: Gaye Slater
- Vice Chair: Jane Wright
- Treasurer: Chris Williams
- Secretary: Malcolm Forrest

Neil Andrew confirmed that he was willing to continue acting as 'Examiner of the Accounts' and this was approved by the meeting.

11. COGS

COGS was confirmed as being an Associate Member of PoFSA.

12. Falmouth Sailing Week Charity Donation.

A cheque for £975 was presented to Euan Beattie of Mylor Saleability. The 2025 PoFSA Charity was confirmed as the Roseland Sailing Trust

13. AOB

13.1 Agreed to ask the local IRC fleet if they wish to become Associate Members.
Malcolm F.

13.2 The TP52 Racing Fleet are considering Falmouth as one of their venues for 2026. Neil Andrew and a small team are working with them to assess viability and determine resources required to run the event.

13.3 Reminder to all Clubs that additional volunteers are always needed to organise and run events in the port.

14. Date of next AGM is confirmed as **Saturday 22nd November 2025**

15. Meeting Closed at 11.40

Appendix A: Chair Report

Gaye Slater.

Falmouth Sailing Week 2024 took place under fairly mixed conditions. In spite of the cancellation of the first day's Bay Racing due to poor visibility, the remainder of the week was rather more benign. One man overboard in YTC class was speedily recovered by the boat in question.

Much curiosity was sparked by the spectacle of the robotic marks being towed out into the Bay every morning. They were well-received and enhanced the quality of the racing as well as removing the need for mark-layers in the Bay. The Bots are expensive to hire but this was made possible through sponsorship and PoFSA reserves. We are endeavouring to raise funds to hire them again for 2025. Our thanks to Jane Wright who managed to drum up considerable financial support for the Bots.

Entries: We had 155 entries overall excluding dinghies with an overall rise on last year. Carrick fleet has been steadily increasing back up to 2012 levels whereas Bay fleet, where entries were slightly up, there were no discernible trends within the classes. The offering to boats in Falmouth Sailing Week compares very favourably with Regattas up the coast. Firstly we are the only port between here and Dartmouth to offer 7 days of racing. Secondly our entry fees represent good value for money. Furthermore we have the unique backdrop of Carrick Roads, Falmouth Bay and the hospitality shown by each PoFSA club.

We have held a series of Wash-Up meetings which have provided us with valuable feedback. It would be easy to think that this feedback is ignored but this is not the case. If suggestions are made and considered practical, they are put into action. For example, the allocation of one prize per class for the Champagne Race proved deeply unpopular and it has been agreed that we will revert to awarding 3-2-1 bottles as 1st, 2nd and 3rd prizes to all classes competing in the Bay on Wednesday in 2025.

2025 will mark the 70th Anniversary of the Champagne Race.

The Bay Fleets in particular, have requested the setting up of a Social Race Hub and this is now being investigated. It is not seen as detracting from the events in the host clubs but as an enhancement of the experience for competing crews.

We will be meeting in December to discuss entry fees particularly for the Bay and covering some of the hire costs for Mark Set Bots.

In the Harbour in general, safety management has been high on the Agendas of a number of meetings and discussions. Following on from the report into events which took place during Falmouth Classics this summer, we invited the Harbourmaster, Coastguard, Chair of Classics and Safety Lead to join us at the end of the last PoFSA Policy Committee meeting. At a recent meeting of the HUG, PoFSA was thanked for engaging in the discussions.

Recently we hosted an RYA Seminar on Safety Management and are pleased that they will be engaging more in helping us settle our concerns.

Finally and most importantly, we must thank all who volunteer to run sailing events in and around Falmouth. Class representatives who attended the Competitors Wash-Up meeting expressed their gratitude for all that is done by PoFSA volunteers.

Appendix B Treasurers Report.

Chris Williams

The accounts for financial year to 30th September 2024 were distributed with the Agenda. Three schedules – Income & Expenditure Summary, Balance Sheet and Income & Expenditure Detail

The overall result for Income & Expenditure was a deficit of £307 compared to a surplus of £5,837 in 2023. The deficit was close to budget.

Falmouth Sailing Week

Result was a deficit of £1,172 compared to a surplus of £4,953 in 2023.

MSBs - Dominant feature was the use of Robotic Race Marks (known as MSBs) in the Bay for first time. The cost was £10,695 (hire cost £7,906 incl. reusable covers plus operator costs incl. accommodation £2,789) and Sponsorship raised £4,290 so net is £6,405. Background is that a year ago the FSW Committee was asked by the Policy Committee to consider spending some of the 2023 surplus on improving the competitor experience in 2024. Later the Policy Committee agreed a proposal for PoFSA to cover half the cost of MSBs with the rest to be covered by sponsorship which was a challenging target and the achievement of 40% is significant.

Other FSW

Sponsorship excl. MSBs was £5,080 being an increase of 47%

Entry Fees at £18,315 increased by 2% with a small increase in entrants

Prizes – cost increase of 80% as in 23 used stock from previous years

Payment to the Regatta Charity, Mylor Sailability, is £975 from donations by entrants, matching grant, lunch allowances and other

New Items - Income of £300 from a Marketing Franchise for Merchandise. Costs for CB Berthing £673, Drone £480, FSC Launch service during FSW £422.

General POFSA

No significant changes from 2023.

Balance Sheet

Bought 3 race marks

Small increase in cash to £34,347

Known 2025 FSW Budget Issues

MSB's – Planning to use in 2025. Provisional quotes show costs are likely to increase and we have already discussed ways to reduce them. Lot of work has already been done to raise sponsorship to cover all the cost

Entry Fees - Small increase likely and maybe more for Bay entries dependent on MSB Sponsorship. Considering Bay fee based on boat length

FSW Laptop - new required

Entry Website – recoding required

Appendix C: Sponsorship Report.

Jane Wright.

Sponsorship income in 2024 Total of £18,654

Race Mark Sponsorship

15 sponsors of the 16 PoFSA race marks in Carrick Roads and Falmouth Bay in 2024. New sponsors were Heather and Lay (R) and Superyacht Services (P) For the first year We retain them all for 2025. A very popular option for supporting all the yacht and sailing clubs that use them throughout the racing season. Thank you each and every one of these marine businesses for your support.

The race mark buoys are due to be brought ashore any day now.

MarkSetBots

5 very generous sponsors backed our ground breaking initiative in the port with autonomous GPS positioning race marks for the Bay fleet. This was a leap of faith for the avant-guard from Marlow Ropes, Pendennis Shipyard, Cornish Lithium and Mylor Chandlery and Rigging as we just had to throw out opportunities with unknown or operationally tested in FSW at least, technologies.

We were also fortunate to secure funding from the Fal & Helford MPA so together with commercial sponsorship we brought in £4290

PoFSA financed the other half of the cost and the risk.

In 2025, we turn to businesses to shoulder all the costs.

Thankfully a doubling of the sponsorship rates has unfazed Pendennis, The Fal and Helford MPA, Cornish Lithium and Marlow Ropes. We have intention from Tugdock for FSW25 with a total of £11.5K now available to order the MSBs from ForthCape Ltd for FSW25. We will be putting out a call for one final sponsor for an additional 8th bot.

Thank you to Malcolm Forrest for the considerable work he undertook in writing up a new Safeguarding policy for PoFSA that was required as part of our application for funding from Cornwall Council.

Series and Class sponsors

17 businesses partnered with PoFSA for FSW24, bringing in £5,380 plus over £5k extra as *Goods in lieu*, including champagne from Ancasta Boat Sales for their 8th consecutive year and rum and gin from Mainbrace Spirits who have sponsored our standalone race for the Carrick fleet for 4 years now.

Both have agreed to continue their support for FSW25

It is worth noting that we will see the 70th anniversary of the Champagne Race and intend to mark this in some way.

We welcomed onboard Velos Insurance Group, Evelyn Partners Wealth Management, River Boatyard, Indidog, The St Mawes Scent Room, The Mariners Supply Company, Gill Marine and Turnip Taxis who emailed to say how much the partnership with Falmouth Sailing Week affected their start up income and business reach.

Shoreside

Due to conflict of a double booking and short staffing we didn't have a FSW Reception but will endeavour to organise one for the first Saturday of Falmouth Sailing Week. We need someone to step up to take on the organisation of this convivial event.

Congratulations to our 6 yacht and sailing clubs who gallantly host the post regatta teas and prize giving each day of the regatta. It isn't an easy thing to do due to the variance in numbers attending and the vagaries of the weather.

We are looking at options for holding a regatta centre in Falmouth in addition to the daily prize giving at the club.

Thanks go again to FTC and SW Bars and Events who gave generously VIP tickets for sponsors and PoFSA volunteers alike. SW Bars & Events are arranging for competitors discounted tickets to be able to be booked online in FSW25. We make a strong triumvirate as the three organising bodies of town run week both on and off the water.

Resources

Yet again we are putting calls out for someone to take on the social media accounts, the publicity role, a volunteer coordinator, a prizes trainee, a FSW regatta lackie as well as the FSW reception coordinator from myself.

...With a view to navigate a new course and fill our sails with fresh breeze, and look for more hands to man the deck and the engine room.
