

Board Meeting 3.18.21  
7pm EST  
Zoom

Majority decision:

Dues for **Spring 2021** will be billed as follows, with a payment deadline of **April 30**:

Cross Regional Teams - \$200  
Regional Teams - \$100  
Fundamental Teams - \$20

From Fall 2021 and beyond, we will be assessing dues as normal, so plan for at least \$200 a semester. We are waiting on notice from ICSA on what they plan to charge teams next year before deciding on a final dues amount.

MCSA did not charge our teams dues last year but spent nearly all of our funds on paying out ICSA dues, which has caused a cash flow problem. Charging dues this spring to cover our basic necessary expenses (legal fees, state filing fees, insurance, etc.) is the first step to solving this problem. We will also be submitting a grant proposal to the MCSA Foundation to help us make up for the money that was lost on ICSA dues last year. We think that this plan helps to set our organization up for success moving forward.

Proposal:

The main reasons for this one-time assessment would be to (let's finess this wording):

- Fixed costs that the MCSA will incur regardless of sailing season
- MCSA / ICSA expect an active Fall '21 season and will require funds to ensure fixed competition related costs are covered / funds available to cover

<b>Budget Line Item</b>	<b>Cost</b>
State filing & legal fees	\$300
US Sailing - Yearly	\$250
Insurance - June 30th	\$800
Flickr - By May 1st	\$60
Website - No Yearly Maintenance Fee	\$0
Intersectional Fees (never billed needs to	\$50/event, ~\$300 (team expense only)

be included in spring charge) - Not Billed Yet? Soon	
ICSA Dues 2020	\$0
Past Commissioner Reimbursement?	\$260
Total	\$1670.00

***\*Future Cash Flow Needs: \$5,000 ICSA Dues (min \$200/team)***

Fall potential dues structure... @ 50% of normal

Cross Regional - \$500.00 yearly, 250\* 3 → 750

Regional - \$300 yearly, 150\* 7 → 1050

Fundamental - \$100 yearly, 50\* 18 → 800

Total \$2,600

Minimum Cash On Hand Needed by July 1st - \$835

Minimum Cash on Hand Needed by December 30th - \$5,835

***Option 1 - Based on Membership Level - Due by April 30th***

Cross Regional - 3 Teams - \$200

Regional - 7 - \$100

Fundamental 18 - N/A

Total Income Cross Regional → \$600.00

Total Income Regional → \$700.00

Total Income → \$1,300

***Option 2 - Proposed Assessment - All Equal - Due by April 30th***

All Teams - 25 - \$65 → \$1,625

Total Income → \$1,625

Worst Case Income (20% no pay/waiver provided)--> \$1,300

Net income from the assessment would be \$1,000.

For Option 2: it will be necessary to establish an appeal process for any teams who do not believe they would be able to afford the cost:

1. Team to fill out a google form by April 15th, asking to "Describe with a reasonable amount of detail, what this grant will be used for if it is approved." + anything else we deem needed (possibly how they are funded, why they couldn't ask for reimbursement or funding as of now)
2. We can propose each request to George and the Foundation for any pre-approval / teams we still have questions about can join a call to explain their need
3. If the foundation is not able to cover the need / the commissioner and/or board can take a call on the situation