



*World leader in rating technology*

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

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

**Minutes of the Management Committee Meeting** of the Offshore Racing Congress Limited held on 5<sup>th</sup> & 8<sup>th</sup> November in Barcelona, Spain

**1. Minutes of previous meeting**

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

**2. World Sailing Submissions and ORC report to WS**

ORC will try to explain to WS Offshore and Oceanic Committee representatives the motivations to vote against support of submission 45 from IRC.

Why opposing to WS Submission 45:

1. The wording of the submission, "*OR WORLD SAILING*," allows for an International Handicap system to run a world championship when its scientific formulation and transparency are available only to WS and not to all participants; this is contrary to the fairness of a top sailing event.
2. Both the principle and wording of the current Regulation 25.5 was the product of over a year's worth of work of an ISAF Working Party.
3. The principles of scientific formulation and transparency is fundamental: participants need to be able to verify that the information on their certificates and those of their competitors is reproducible, verifiable and correct. This cannot be

done in a rule system that has secret parts, is empirical, or is not directly open to an improvement process from the users.

4. The wording of the Submission opens the possibility of a World Championship to be held by organizers using any International Rating system, such as PHRF, if in the future they make the claim that their system is based on measurements and has scientific formulation.
5. As such, then there can be multiple additional World Championships to serve the same genre of boats allowing the same boat to become WC twice or even more times in the same year. This dilutes the significance of the world championship title.
6. The reference to availability of scientific formulation to World Sailing as compared with manufacturer classes makes no sense; in fact, measurement in rating systems are directly affecting results and therefore SHALL be available to all competitors.

Finally it should be noted that WS will put itself in a position to be called in possible measurement protests with liability problems if the regulation 25.3 is modified as requested by IRC.

### **3. ORC Submissions 2016**

#### **- POL 2 – PROMOTIONAL CERTIFICATES**

ManCom agrees, but confirms provisions already in place to promote new comers to our Rating Rules all over the world.

#### **- RUS 5 – RESISTANCE CURVES**

The ManCom does not support the submission and agrees with the ITC; resistance curve will be available on Designer VPP, but not on Sailor Service.

#### **- RUS 8 – GP26 CLASS RULES**

ManCom supports the submission in the following terms:

Proposal A) delete Rule 203.2 all together

Proposal b) reword Rule 205.3 allowing on board while racing:

1 mainsail,

2 headsails set on a forestay

either 2 asymmetric spinnakers

or 1 asymmetric spinnaker plus 1 headsail set flying.

#### **- SUI 1 - ORC CERTIFICATES FOR SAME BOAT**

The submission , while contains some positive aspect, needs to be further studied especially in the handling process and in the limit of the double certificate; therefore

submission is not supported and deferred to a future to be agreed between Sui and ORC staff.

#### **4. USS, SYRF**

Dobbs Davis reported that there is no relationship with ORA since HPR has had no activity or use in over a year. He has had several meetings with the US Sailing office, now with a new Director (Nathan Titcomb) and a new technician hired to handle ORC certificates, to ensure both timely and accurate processing as ORC interest grows in the US (now with >70 certificates and growing). The impression is that, while cooperative, the office remains tied up with the SAP data management programming project, so that the access and management of measurement data is still not easy nor fast. Taking measurements from boats that have ORR certificates, for example, to use in an ORC certificate is still a manual process.

A process to exchange data between SAP and ORC database will be started in the next few months by Panayotis and Nathan to be delivered by march 1<sup>st</sup> 2017.

SYRF is investing in some research projects oriented towards expanding on the White Light study, but also is evaluating an ambitious empirical VPP study proposed by Jay Hansen (perhaps with support from North Sails). SYRF is also administratively supporting the advent of a new Multihull Rule, and a Skype call was held with their Executive Director McKenzie Wilson to explain the scope of the development of a PCS app/database. Wilson explained that the inspiration for developing a "PCS for Dummies" was born out of the multihull rule research this past summer, SYRF would like to see PCS become the standard for handicap racing and acknowledges that PCS needs to become a more convenient scoring option for both racers and race committee. The proposed application will allow for live PCS tracking on the water and greatly reduce the burden on the RC to provide the information necessary to score a race under PCS. SYRF is looking for ORC to be a partner in supporting this project, and Bruno pledged ORC's interest, but more information is needed on the particulars of how ORC can help, so Wilson will reply with more specifics in due course.

It is suggested that Bruno will work directly with US Sailing president Bruce Burton in order to build more interest and fleet participation.

#### **5. ORC SUPERYACHT**

Paolo Massarini reported that IMA appointed three technical experts as the new IMA technical office and to represent three groups: Andrew Yates for the J/Class; James Dadd for IRC and Paolo for ORCs and the Wally Class.

The relationship with SYRA and ORCs events is strong, with much work being done at events and in ORCs rule improvements. However, better definition is needed on what are the roles of ORC personnel in support of each event so that a new business plan can be made. One proposal is to offer a turn-key package of support benefits to an event organizer, because the current model of financial support from SYRA and ORC is not sufficiently covered by certificate costs alone.

There is also a developing problem with the number of Super Yachts desiring full-measurement and the shortage of available and qualified measurers. A seminar on ORCs measurement could be proposed for Barcelona on Tuesday afternoon, 8 Nov. SYRA has also requested an analogue to ORC Club for ORCs which they hope could make for easy application in a new “spirit of tradition” class.

## 6. UK and RORC

RYA confirmed its position not to allow for a UK ORC Rating Office. All UK ORC certificates produced in 2016, many for the Rolex Swan Cup, were done from the ORC central office.

No other approach was made or received by RORC after they denied and turned down the proposal verbally accepted last January in Hamburg.

## 7. Sailor Services report, Fleet Statistics and Sailor Services Statistics

### Sailor Services Report and Statistics

There is a significant rise in all numbers, especially in test certificates, compared to all previous years.

There is also a significant increase in the income compared to previous year (35.2%).

YR	Item	Qty
2011	Speed Guide	10
2012	Speed Guide	52
2013	Speed Guide	104
2014	Speed Guide	240
2015	Speed Guide	212
2016	Speed Guide	220
2014	Target Speeds	221
2015	Target Speeds	219
2016	Target Speeds	276
2011	Test Certificate	1052
2012	Test Certificate	1097
2013	Test Certificate	1967
2014	Test Certificate	2065
2015	Test Certificate	1804
2016	Test Certificate	2722

Month	2014	2015	2016	income	inc%
1	2.390,00	2.752,00	4.290,00	1.538,00	55,9%
2	4.080,00	3.404,00	4.250,00	846,00	24,9%
3	4.350,00	3.944,00	5.968,00	2.024,00	51,3%
4	3.980,00	4.206,00	7.034,00	2.828,00	67,2%
5	6.270,00	7.006,00	7.620,00	614,00	8,8%

6	9.000,00	4.248,00	5.878,00	1.630,00	38,4%
7	3.950,00	2.740,00	4.104,00	1.364,00	49,8%
8	2.280,00	3.658,00	4.278,00	620,00	16,9%
9	3.300,00	2.960,00	3.772,00	812,00	27,4%
Total	39.600,00	34.918,00	47.194,00	12.276,00	35,2%

### Fleet Statistics

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

## **8. AGM and EGM preparation**

The Agendas of the AGM and EGM were discussed and finalized.

## **9. Financial Report, Budget Update, Fleet Statistics an Levy payments, VAT and PayPal**

### Financial Report

Don Genitempo reported. The 2016 Report and Accounts Year ended 31<sup>st</sup> December 2015 unfortunately was not distributed by email this year because of issues with the London based accounting firm we have been using for the last few years. For unknown reasons, this firm has virtually disappeared without notice and with no response to email messages or telephone contact. With this disappearance we have lost important financial history. We have recently interviewed and hired a respected and established firm to reconstruct the Company's financial history and produce the End of Year statements going forward.

Therefore the 2016 Report and Annual will be distribute to Congress Members for approval at the EGM meeting.

2016 outcome will be again positive as in past year-

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

General sales are exceeding last year's numbers.

### Budget Update

The budget for 2017 was updated and will be distributed to all Congress Members for approval.

### Levies

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 seven 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
Super Yacht certificate	as per price list on the web

### New Levies for Sportsboats and One Design Boats

The ManCom will propose to the Congress to adopt same levy for Sportsboats and One Design Boats. This means 50% of the ORC Club: Euro 21 each.

#### **10. ITC and ORC Club report; R&D**

See ITC Committee Minutes.

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

##### Chief Measurement Report

See Measurement Committee Minutes.

##### UMS update

A year ago an agreement was reached among the UMS constituents regarding abbreviations of the measurements described in the ERS.

In the 2016 implementation, ORC did use all the abbreviations, and set up a data converter, able to write measurement data in IRC format, and conversely to read in IRC data.

IRC adopted the abbreviations, but not the full set of measurements originally established, and ORR continued with the previous abbreviations.

Meanwhile, in the US a project has started, sponsored by SAP, departing from the original structure of the data. Being this project a proprietary one, we are waiting for some detailed information about it, to allow data conversion, but this has not been possible this far.

Once available to others and not only US Sailing, the SAP platform may become the new standard, and repository of measurement data accessible by different Rating Systems.

#### **12. ORC Rating Offices update**

See Rating Offices Minutes

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

Paradela has accepted to continue for another year the agreement in place for a long time.

Panayotis meanwhile is completing his own software, intended to replace Altura in the future as the basic option for ORC scoring. The software will be presented at the AGM.

Other web based software options are available, as Yachtscoring and Manage2Sail.

On tracking, several options are being used, and developed.

#### **14. Promotion and marketing report**

The promotions this year thusfar have focused heavily on the US, with presentations made at New York YC, Coral Reef YC in Miami, Lakewood YC in Houston, and an upcoming trip to the St Francis YC in San Francisco. There were all by invitation and were successful in gaining more interest in use of ORC. The primary resistance comes from a lack of measurements being available in the PHRF culture, so where needed seminars on measurement are also conducted in areas without local measurers (eg, Texas and Florida). US Sailing has been asked to cooperate with these, but so far has not. A promotion trip to Japan was also made in June, with stops in Tokyo and Kansai YC in Kobe, where ORC is being adopted once again and embraced by JSAF. Four new perpetual trophies are being made by ORC and given to JSAF (at their request) for the Japan Cup, the Pearl Race, and two regional championships, which for 2017 are to be raced using ORC.

Another presentation was made in St Maarten, where ORC is being offered in next year's Heineken Regatta, the largest regatta in the Caribbean.

Marketing in the US is mostly through use of the Guidebook, and working hard among known contacts in clubs, regattas, fleets, and industry contacts (eg, North Sails). US Sailing is of no help, although they are becoming more effective as partners in technical support such as issuing certificates. This is difficult work involving direct contact with every boat and every certificate, and with every race organizer on explaining scoring options, because ORC has not been in the US in many years.

However, the system is attractive in being transparent, accessible and promising flexible scoring options. New York YC's ongoing series of studies and analysis is seen as being important to get their endorsement.

Dobbs Davis presented an opportunity for ORC to be a Silver-level sponsor at Key West Race Week, which had benefits for widespread exposure to the audience of the largest international regatta in the US. The price of \$2000 was going to be negotiated for a lower rate and achieve the key benefits needed in the package (Guidebook distribution, ORC branding, etc).

Other marketing is focused on new and growing areas and sites of potential new ORC championship events, such as the eastern Med (eg, CYP & ISR), the Baltic (POL), Asia (KOR and CHN), and Africa (RSA). Guidebooks are being used in these areas and others to further promote ORC. Now that ORC is growing well in AUS, ManCom would like Dobbs to look at NZL as another area of potential interest.

#### **15. ORC Publications, ORC Website, ORC Guidebook**

The 2016 ORC VPP Documentation was finally finished mid-summer in the new format by Davide Battistin, and is now posted on the website. Future updates will now be faster to update in this new format.

The new ORC Guidebook is an 18-page glossy book printed on magazine stock that was authored, edited, and published on time in late June, with the first issues going out to 27,000 US subscribers to Sailing World Magazine. Another 5000 copies were printed and

were distributed so far to AUS, EST, IRL, GBR, ITA (YCCS) and other regions will follow soon as new contacts are developed. In Japan there was interest in translating the Guidebook to an edition in Japanese, which we support, but for publishing only in pdf format.

The website has been updated to reflect changes in rule updates in the ORCs pages, and the online Club Application form, as well as with current events stories at a rate of 1-2/week. A sponsorship of €2000 was also sold to the Heineken Regatta for a banner ad, and unique visits to the site remain at about 10-11,000/month in the summer season, with about half that in other months.

**16. Staff interview, staff responsibilities and new staff**

All ORC staff members were interviewed and confirmed for 2016.

**17. Meeting with Committee Chairmen**

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

**18. 2016 MNAs relationship and review of Committees and Congress Members**

Committee Members

Measurement Committee : Jean Louis Conti and Dan Nowlan retired.  
Zoran Grubisa will take the position of Deputy Chief  
Measurer, and Nathan Titcomb will replace Dan Nowlan

**19. Review of 2016 International Events and provisional calendar of 2017 International Events**

See Offshore Classes and Events Committee Minutes

**20. Planning on 2017 Committees and staff meetings**

Staff meetings will begin from mid november up to Xmas for the delivery of ORC rules in 2017.

Next Management Committee is planned in Athens on April 1<sup>st</sup> and 2<sup>nd</sup> 2017, with the following one planned in Porto Cervo on September 10<sup>th</sup> and 11<sup>th</sup>.