

**MINUTES**

**PERFORMANCE HANDICAP RACING FLEET OF SOUTHERN CALIFORNIA  
OCTOBER 20, 2020  
TELECONFERENCE**

**Regional Board Meeting Agenda - 6:00 PM (Open to All Members in Good Standing)**

**Regional Board – Rating of Boats – 7:00 PM (No Boats Scheduled-See below)**

**Regional Board Meeting - In Attendance:**

**REGIONAL BOARD MEMBERS – VOTING MEMBERS**

• **Executive Board**

- |                     |               |
|---------------------|---------------|
| ○ President         | Dan Rossen    |
| ○ Vice President    | Paul Katz     |
| ○ Judge Advocate    | David Weil    |
| ○ Treasurer         | Bob Hubbard   |
| ○ Chief Handicapper | David Cattle  |
| ○ Data Systems Mgr. | Sue Griesbach |

• **Area Board Representatives**

- |                                 |                         |
|---------------------------------|-------------------------|
| ○ Area A- Venture/Oxnard        | [Vacant]                |
| ○ Area B - MdR/KH               | John Staff              |
| ○ Area C - LB/LA                | Heinz Butner            |
| ○ Area D - Newport Beach        | Jeff Tighe              |
| ○ Area E/F-Dana Point/Oceanside | Bob Langan              |
| ○ Area G - San Diego            | <del>Ivan Batanov</del> |
| ○ Area I - Santa Barbara        | Lisa Gilinger           |

**NON-VOTING ATTENDEES:**

• **Advisors/Administration**

- |                     |                         |
|---------------------|-------------------------|
| ○ Fleet Secretary   | Karen Campbell          |
| ○ Newsletter Editor | Paul Katz               |
| ○ Handicap Advisor  | <del>Robert Plant</del> |
| ○ Big Boat          | Bruce Cooper            |
| ○ Cruiser           | <del>Bryan Dair</del>   |
| ○ Sport Boat        | John Staff              |
| ○ Advisor at Large  | Jamie Myer              |

- NOTE: ~~NOT IN ATTENDANCE~~

**Via Teleconference:**

- Please join the SoCal PHRF Meeting from your computer, tablet or smartphone by going to
- Computer or Laptop -  
<https://zoom.us/j/94703994956?pwd=VHhldWNPVnpBL1k5SVFOTTRPK1RCZz09>

Meeting ID: 947 0399 4956

Password: 928267

- One tap mobile - Dial by your location
    - +1 669 900 9128 US (San Jose)
    - +1 253 215 8782 US (Tacoma)
    - +1 346 248 7799 US (Houston)
    - +1 312 626 6799 US (Chicago)
    - +1 646 558 8656 US (New York)
    - +1 301 715 8592 US (Germantown)
- Meeting ID: 947 0399 4956  
Password: 928267

**President's Report:**

- Has been doing some racing with 4 different boats in 3 different areas
  - Encourages others Board Members to get off their boats and onto others
  - Check out other Areas too
- Hot Rums are starting up
- NOSA website is showing activities

**Vice President's Report:**

- No Report

**Treasurer's Report:**

- Monthly Report –
  - Down about \$11,500 from first of year, however, doing better than expected with low renewals
    - Need to come up with a financial plan
    - Expenses for 2020 – Less than budgeted
      - Regional Meetings –
        - Teleconferencing has helped with yearly overhead
        - Only 1<sup>st</sup> quarter dinner meetings
      - Payroll – less due to less racing
  - Will schedule to meet off agenda to come up with 2021 game plan and discuss declining membership
    - Declining membership is the main issue

**Judge Advocate's Report:**

- Rating Review Format needs to be tightened up
- **MOTION BY D WEIL TO ADD TO SECTION 4.2 OF THE RULES:**
  - **“...ANY SUCH REQUEST, WHETHER BY A MEMBER FOR HIS OR HER OWN BOAT, OR FOR A COMPETITOR’S BOAT, MUST BE ACCOMPANIED BY THE COMPLETED RATING REVIEW FORM OR FORMS DESIGNATED ON THE PHRF OF SOUTHERN CALIFORNIA WEB SITE AT [HTTP://WWW.PHRFSOCAL.ORG](http://www.phrfsocal.org). THE FLEET SECRETARY SHALL REJECT ANY REQUEST FOR A RATING REVIEW THAT IS NOT ACCOMPANIED BY SUCH COMPLETED FORM(S).**
  - **SECONDED BY D ROSSEN / PASSED UNANIMOUSLY**
- Forms for formulas need to be discussed by Formula Committee (see attached)
- Rating Review Timeline needs to be discussed in relationship to:

- 2 weeks out from Regional Board Meeting would be the target
- Forms need to be discussed later this month off agenda –
  - 2 weeks – November 2
  - President has offered to be contact person to assist boat owner with the type of documents and evidence needed
- Data Manager to arrange for meeting with Fleet Secretary to notice interested Board Members
  - Zoom meeting for 11/2/2020
  - Committee: David Weil, David Cattle, Dan Rossen, Sue Griesbach, Karen Campbell, Jeff Tighe
    - Others to be invited if interested
  - Agenda: Forms for both boat reviews and 3<sup>rd</sup> party reviews, etc.
- Slate of Officers – discussion
  - See New Business below

#### **Data Systems Report:**

- General Membership Meeting
  - Zoom account can handle up to 100
  - Will vote via Zoom
- New Website launched
  - Awesome!!
  - Formulas to be discussed (see below)
  - Logos to be discussed (see below)
  - Configuration (see below)

#### **Fleet Secretary's Report:**

- November timelines for Regional Board Meeting & Annual General Membership Meeting
  - Regional Board Meeting
  - Annual General Membership Meeting
    - Election of Executive Board
      - What constitutes a “Quorum”?
        - Whoever is participating
      - Judge Advocate conducts the General Meeting due in part to the Elections
      - President recaps/summarizes current year with plans for next year

#### **Newsletter Editor's Report:**

- No Report

#### **Old Business**

- Rating Reviews
  - Continuity and Format for all to follow
  - Update Forms
  - Tighten Timelines
  - Committee to meeting on November 2
- Configuration Adjustments
  - Mission
    - Level of achievement

- Clean up:
  - Expiration issues
  - Guidelines for Area Board approval/denial
- See attached report “Data Mining PHRF SoCal Membership Records”
- Need to be clarified that currently Rules is for “2 years from the date issued” not 2 calendar years
  - Philosophy of PHRF SoCal is not to change ratings in the middle of the year (there are exceptions)
  - Data Systems Manager pointed out that it would be technically impossible to capture all dates thru out the year as it expires
    - Changes need to be made at end of year for next year
    - Rule change is required
- Area A Board Representative Status
  - Randy Acorn
    - No new information
    - Fleet Secretary to send out email to Area A requesting volunteers for Area Board for 2021
- Logo (see Minutes from September for more information)
  - Status
    - All Board Members to Review samples and options off agenda
    - Available under the Google Drive for October meeting
  - TABLED
- 2021 PHRF Championships
  - Committee formation
    - Reschedule 2021 with CYC?
    - Draft an RFP for SoCal Yacht Clubs
    - Totally New Format?
    - Postpone 2021 due to budgeting/COVID-19 Economics?
  - TABLED
- Non-Spin Offset, Jib, Main Formulas –
  - **MOTION BY D CATTLE TO ACCEPT AS PRESENTED BY J MYER/ SECOND J TIGHE/ WITHDRAWN AND TABLED**
  - PHRF SD is having discussions regarding Non-Spin formula
    - They wish to have someone be a contact person regarding this rule how it was written
      - The formula is difficult to understand.
      - It does not seem to explain itself in how it computes the difference in ratings between using a spinnaker and not using a spinnaker.
      - D Cattle to discuss issues with SD PHRF
  - Sail measurements were revised last year
  - Formula needs to be tweaked just a little to get inline, therefore, tabled
- ORA regarding ORR/ORR-EZ status
  - Many Race Organizers are starting to use ORR or ORR-EZ for larger races
  - Check with ORR for sample of ratings, bulk pricing, sample of race results
- Other Old Business - None

**New Business**

- 2021 Executive Officers
  - President – Dan Rossen
  - Vice President – Paul Katz
  - Judge Advocate – Lisa Gilinger
  - Treasurer – Bob Hubbard
  - Chief Handicapper – David Cattle
  - Data Systems Manager – Sue Griesbach
- **MOTION BY D WEIL TO ACCEPT 2021 SLATE OF OFFICERS, SECONDED S GRIESBACH, PASSED UNANIMOUSLY**
  - Bylaws 8.3 – Nominations from the floor
    - Not available to vote via email blast (MailChimp) but acceptable thru Zoom
- Other New Business - None

**AREA REPORT**

**AREA A:** [Vacant]

- No Report

**AREA B:** John Staff

- No Report

**AREA C:** Heinz Butner

- No Report

**AREA D:** Jeff Tighe

- No Report

**AREA E/F:** Bob Langan

- No Report

**AREA G:** ~~Ivan Batanov~~

- No Report

**AREA I:** Lisa Gilinger

- No Report

**ADVISORS:**

**Handicap Advisor:** Robert Plant

**Sports Boat:** John Staff

**Multihull:**

**Cruiser:** Bryan Dair

**Big Boat/Ullman Sails:** Bruce Cooper

Advisor At Large Jamie Myer

- **Chief Handicapper's Report:**

- Discussion regarding:

**PURSUANT TO PHRF SOCAL RULE 4.2c, THE FIRST AND SECOND READINGS MAY BE PERFORMED AT THE SAME MEETING OF THE REGIONAL BOARD**

**BOATS: 7 DAY OPPOSITION PERIOD** The following boats had their first reading during the previous Regional Board meeting and passed the 7 Day Opposition Period ***PLEASE NOTE THE FOLLOWING:***

- SUNSHINE (43979M) – J92 MODIFIED – MAST – INITIAL RATING REVIEW/ 1<sup>ST</sup> READING  
Leonard Gordon
  - 9/15/20 – MOTION BY D CATTLE /107/94/87SECOND BY D WEIL/ /DISCUSSION (see below)/MOTION PASSED
- LIVIN' THE DREAM – (7517) – CLASSIC YACHT 26 – INITIAL RATING REVIEW  
Kevin McQuiston
  - 9/1/5/20 –MOTION BY D WEIL /216/216/216/ SECOND B HUBBARD/ MOTION PASSED

**Due to COVID-19, sailboat racing was put on hold and is starting up again, therefore, the Regional Board will not be reviewing boats during the October Board Meeting.**

**In light of this fact, rating of boats is the primary focus of the Regional Board certain general business matters have been table. Some of these items will be discussed this evening. Please join the discussion on Zoom (see above for additional information).**

Meeting Adjourned: 9:25pm

**Next Meeting:**

**REGIONAL BOARD MEETING & ANNUAL GENERAL MEMBERSHIP MEETING  
Next Scheduled Meeting: Tuesday, November 17, 2020  
Teleconference - ZOOM**

4.2 A PHRF member may request a change to the Regional Ratings of the member's own boat, or of another Member's boat, by submitting a "Request for Rating Review" to the Regional Board by email. Any such request, whether by a Member for his or her own boat, or for a competitor's boat, must be accompanied by the completed rating review form or forms designated on the PHRF of Southern California web site at <http://www.phrfsocal.org>. The Fleet Secretary shall reject any request for a rating review that is not accompanied by such completed form(s).

Upon receipt of said written request:

- a. The Regional Board shall conduct a "FIRST READING" of the Boat's Rating, to be held at a regularly scheduled meeting of the Regional Board as soon as is practical after the receipt of such Request. Requests for Rating Review shall be processed and scheduled for Rating Review in the order that they are received, and depending upon the number and nature of requests received in a particular month, a Rating Review may not be heard in the month the request is submitted. The PHRF Fleet Secretary shall notify the PHRF Member owner of the affected boat, by email, of the Board's "Intent to Review Rating(s)" at least seven (7) days prior to the scheduled date of the First Reading. The PHRF agenda shall be posted on the SoCal PHRF website or distributed to the membership via email to provide at least seven (7) days' notice to the boat's competitors so that they may appear to testify at the PHRF meeting. The boat owner may request a postponement of the First Reading for one month, to arrange for the Member or Member's representative to attend the First Reading..
- b. At the First Reading, the PHRF member / owner (or designated representative) of the boat in question, and the Member, if any, who requested the rating review, as well as other PHRF members who have observed the performance of the boat in question, shall (subject to Rule 4.5) have the opportunity to present information which will assist in the Review. The PHRF Member / owner of the boat in question shall submit all information set forth on the PHRF of Southern California web site at <http://www.phrfsocal.org>. The Regional Board shall review the Request and the submitted information and make a determination by majority vote (a "Rating Decision") of a rating adjustment, if any, for the boat in question. Such Rating Decision shall be effective pursuant to the procedure described below in Rule 4.2c. .
- c. After the conclusion of the First Reading, the Fleet Secretary shall post or distribute meeting minutes pursuant to Rule 1.3 which shall include the Rating Decision made by the Regional Board at the First Reading, thereby providing notice to all SoCal PHRF Members of such decision. Any Member, including the owner of the reviewed boat, may thereafter object to the Rating Decision by notifying the Fleet Secretary of their objection within seven (7) calendar days (the "Rating Objection Period") after the effective date of such notice. The Rating Decision shall be effective upon the expiration of the Rating Objection Period and notice to the Member as provided in section 4.2d, unless a Second Reading is necessary as provided below. In the event that a notice of a Member's objection is received prior to expiration of the Rating Objection Period, or if the Chief Handicapper otherwise determines that a Second Reading is necessary to effectively review the boat's Rating, the Regional Board shall hold a "SECOND READING" to further consider the Request for Rating Review. The boat owner / Member and other affected Members may submit additional information for review at the Second Reading as they see fit. Notice shall be given in the same manner as in the First Reading. After the information has been reviewed by the Regional Board at the Second Reading, a Rating Decision shall be made by majority vote of the Regional Board. Such decision shall thereupon be effective upon notice to the Member as provided in section 4.2d.
- d. As soon as practical upon determination of a Rating Decision, the Fleet Secretary shall cause the Rating adjustment, if any, to be recorded on the SoCal PHRF database. Such rating adjustment shall be effective upon notice to the boat owner, to be sent via email from SoCal PHRF upon the recording of the new rating in the SoCal PHRF database.
- e. e. Upon receipt and review of a Request for Rating Review, the Chief Handicapper may decline to submit the request to the Regional or Area Handicap Review Board if, at the discretion of the Chief Handicapper, the Request does not include sufficient data relating to race results and/or Rated Configuration to conduct a meaningful review of the boat's rating.

# **“Data Mining” PHRF Social Membership Records**

## ***2015-2020***

Bob Langan

**V3.1, October 20, 2020**  
**Modified 10/30/2020**



# Objectives

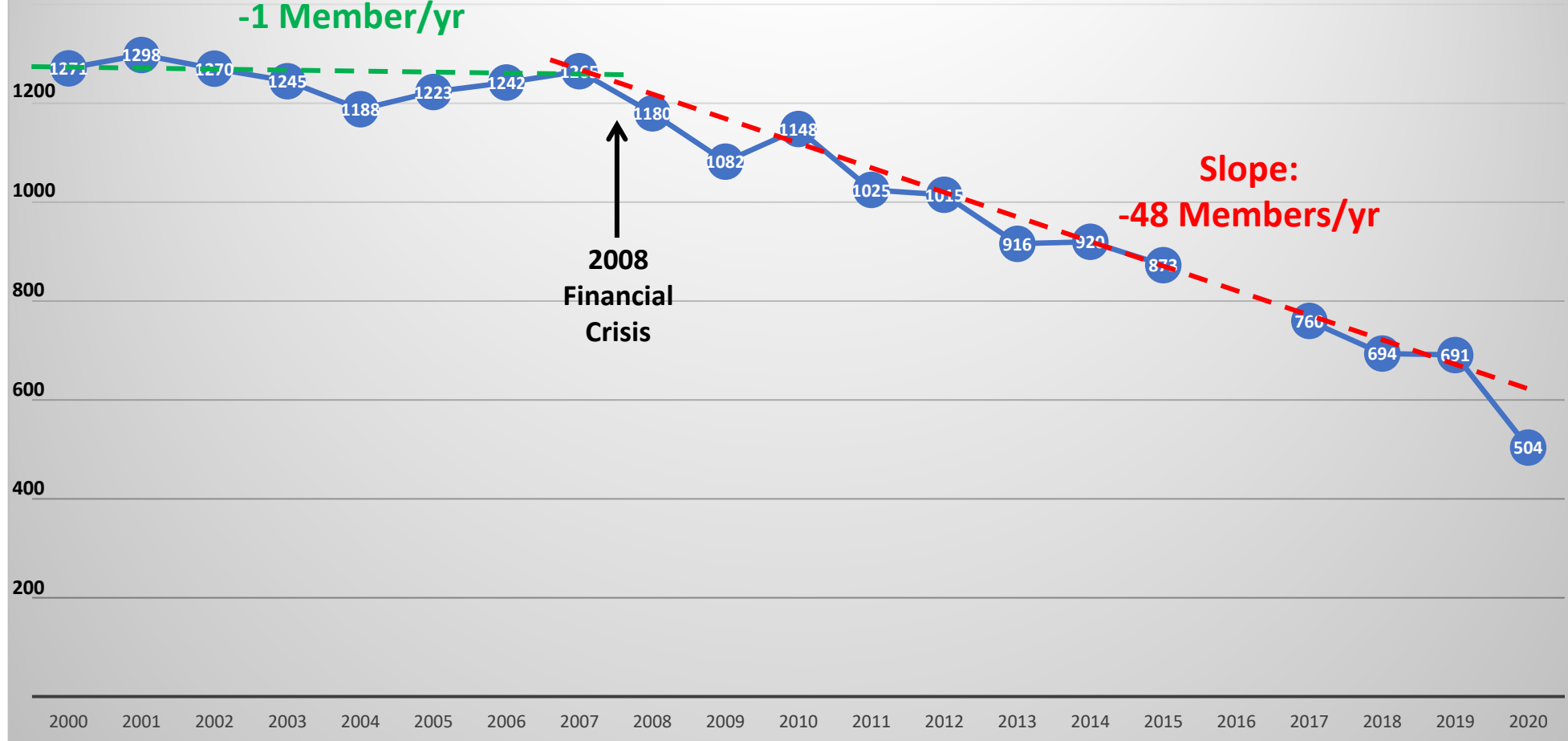
- (1) What are the long-term trends in membership?**
- (2) Do these trends suggest anything we might do to ensure the viability of PHRF Racing in Social in the future?**
- (3) How has the *CorCon*\* Experiment impacted PHRF Social membership numbers?**
- (4) Do the data on *CorCon* membership suggest anything useful?**

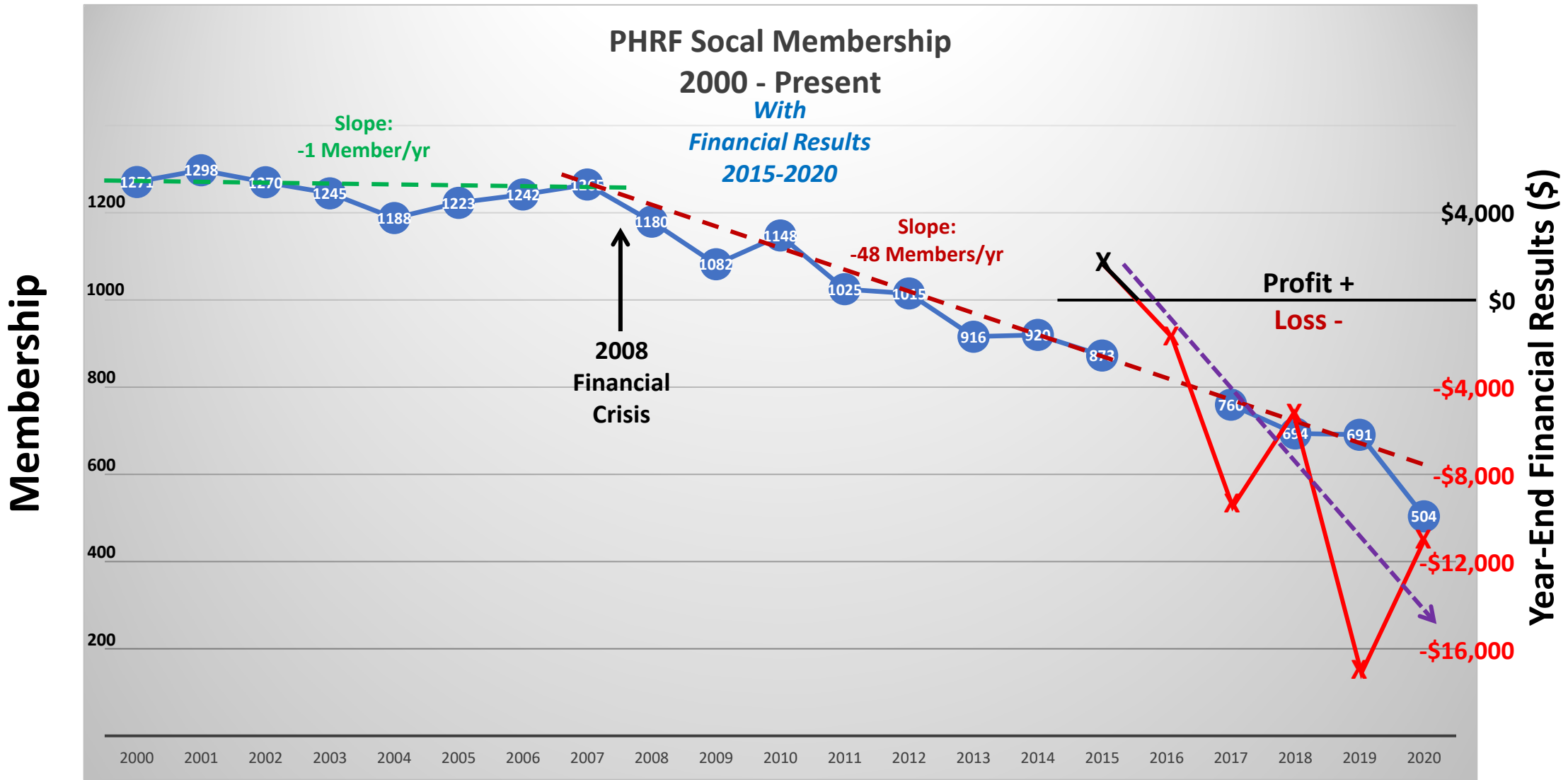
\**CorCon* = Corinthian – Configuration Adjustments

\**Regular* = Non-*CorCon* Member

# PHRF Social Membership 2000 - Present

Membership





## **Issues and Observations**

- (1) Current Financial/Business Model is not sustainable,**
- (2) Membership trends are the wrong direction,**
- (3) Increasing membership fees is only a partial solution and has limits.**

# Membership Turnover in the Last 5 Years

<u>Year:</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
Total Members (lines in spreadsheet)	873	N/A	760	694	691	504
Net Gain (Yr to Yr)	-47		-113 (13%)	-66 (9%)	-3	-187 (27%)
New Members (Yr to Yr)			214 (25%)	153 (20%)	148 (21%)	74 (11%)
Members Lost (Yr to Yr)			327 (37%)	219* (29%)	151 (22%)	261 (38%)
Corinthian-Configuration Members	N/A	N/A	73 (10%)	175 (25%)	83 (12%)	53 (11%)
CorCon Members New to PHRF			24	51	20	2
*Of these 219 "Members Lost" from 2017 to 2018, 14% (about 30) either got new boats in 2018, or renamed their boats (3).						
<u>Notes:</u>						
1. As of October 13, 2020						
2. "New Members" reflects over the previous year only, not years prior to that.						
3. "Members Lost" is over the previous year only & not looking to see if they returned later.						
4. Boats with multiple ratings count as multiple boats (it's about revenue).						
5. The data for 2016 are lost, so 2017 reflects change over 2015.						
6. In 2020, of the 261 members lost, 45 were from 2019 N2E, N2SD, N2DP.						

# **Observations In Membership Turnover**

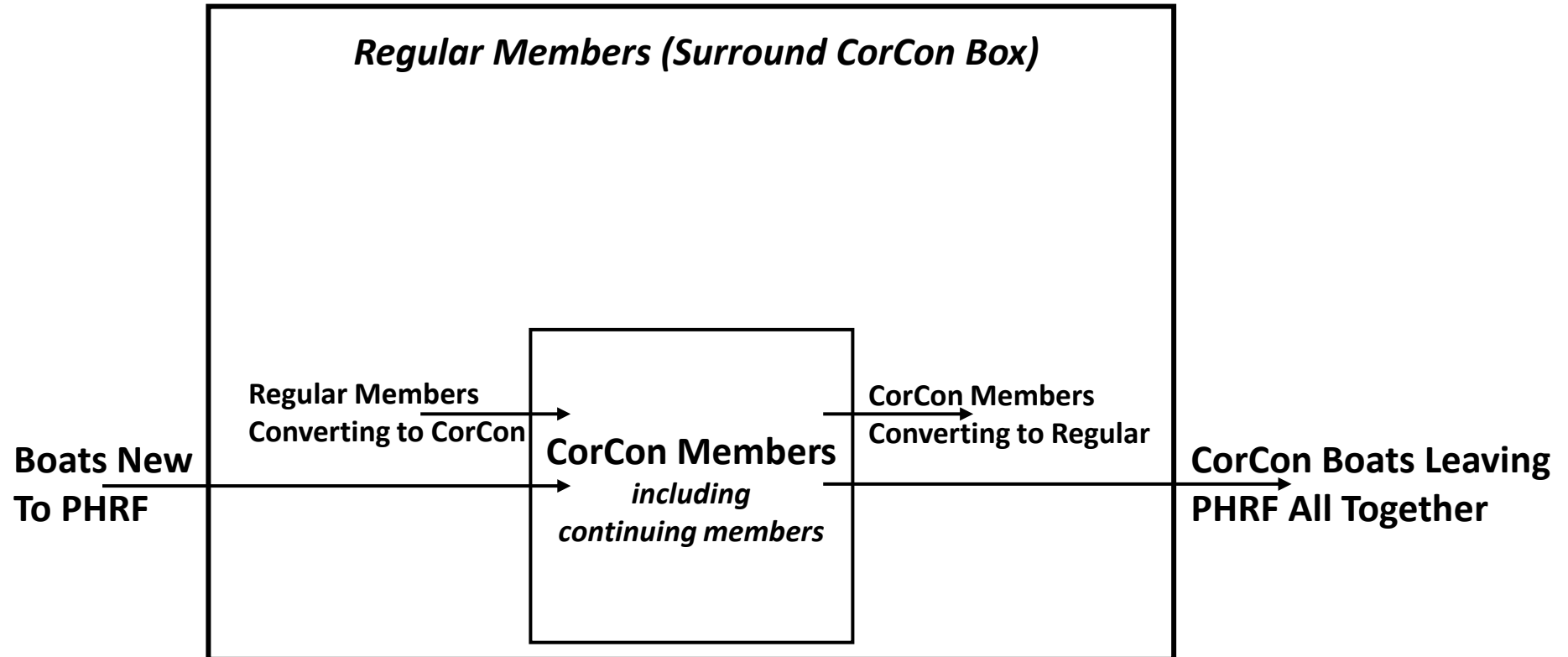
## ***(2015-2020)***

- (1) In a typical year we lose about 25% of membership (“member”= boat name),**
- (2) In a typical year we gain about 20% “new” members  
 (“new” means they weren’t members the previous year),**
- (3) Over the three-year period 2017-2019, 95 new members entered CorCon directly.**
- (4) How many new CorCon members stayed in PHRF?**

*Note: We have no data for 2016, so a year-to-year comparison is made for 2015 to 2017.*

# Consider the Annual Turnover in *CorCon* Only

*All PHRF Members (Inside Big Box)*



*CorCon = Corinthian + Configuration*

# Movement In and Out of *CorCon*

			Corinthian	Corinthian	Configuration	Configuration	
	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	
Total CorCon Members this year	N/A	No Data	73	175	83	53	
New PHRF members in the CorCon total	N/A		24	51	20	2	<b><u>97 Total</u></b>
Returning CorCon members in the total			N/A	51	56	47	
Transfer in from Regular to Cor-Con this year			<b>49</b>	<b>75</b>	7	4	
Former (previous year) CorCon that became Regular this year			N/A	2	<b>63</b>	2	
Former (previous year) CorCon members that left PHRF			N/A	18 (14%)	<b><u>56 (32%)</u></b>	33 (40%)	
CorCon = Corinthian-Configuration							
N/A = Not Applicable							
<b><i>Question: Do CorCon members stay in PHRF?</i></b>							
New PHRF members from CorCon still in PHRF					<b><u>33/75</u></b>	<b><u>27/95</u></b>	



# **Observations On CorCon Membership**

*(2017-2020)*

- (1) In 4-year period, 97 new (to PHRF) members entered CorCon,**
- (2) Over the three-year period 2017-2019, 95 new members entered CorCon directly,**
- (3) In 2019 we had lost 42 of 75 new members who entered 2017-2018,**
- (4) In 2020 we had lost 68 of 95 new members who entered 2017-2019.**

# Compare Characteristics of *CorCon* Boats to Regular Boats

## 2018 - 2020

		<u>2018 Statistics</u>		<u>2019 Statistics</u>			<u>2020 Statistics</u>		
	Regular (519)	Corinthian (53)	Regular (608)	Configuration (83)	Denied (8)	Regular (447)	Configuration (53)	Denied (7)	
Performance Factor	2.76	1.45	2.60	1.40	1.65	2.89	1.42	1.73	
Displacement	N/A	15,381 lb*	12,635 lb	19,947 lb	15,495 lb	11,781 lb	17,424 lb	12,995 lb	
LOA	N/A	38 ft*	37.0 ft	39.7 ft	37.3 ft	36.3 ft	38.6 ft	36.0 ft	
Average Adjustment		<u>21.5 Sec*</u>		<u>9.8 sec</u>			<u>9.5 sec</u>		
	N/A = Not Available								
<u>Boat Manufacturer</u>									
Catalina	4%	33%	6%	37%		9%	38%		
Beneteau	7%	19%	10%	12%		8%	11%		
Hunter	1%	1%	1%	11%		2%	11%		
*Source: Sue Griesbach Report-Out at September 2018 PHRF Social Meeting									

# **Observations On CorCon Boat Characteristics**

*and*

## **The Transition from Corinthian to Configuration**

*(2017-2020)*

- (1) Large difference in PF for “Regular” boats vs. “Configuration” boats in 2020 (PF = 1.42 vs 2.89),**
- (2) Big difference in displacement for “Regular” boats vs. “Configuration” boats in 2020 (*11,781 lb vs. 17,424 lb*),**
- (3) Going from Corinthian (2018) to Configuration (2019), average adjustment dropped from 21.5 sec to 9.8 sec (and another 0.3 sec on 2020),**
- (4) Going from Corinthian (2018) to Configuration (2019), average displacement jumped from 15,381 lb to 19,947 lb.**

# General Observations on CorCon

**(1) 2017-18 rollout of Corinthian System exposed two major issues:**

- a) The system was too generous,**
- b) Significant opportunity to “game” the system.**

**(2) 2019 rollout of Configuration System:**

- a) Reduced the number of correction categories,***
- b) Reduced some corrections such they might be viewed as only “partial” corrections,***
- a) Dramatically reduced, but didn’t eliminate opportunities to “game” the system,***
- d) Placed decision in hands of Area Boards as to whether the correction was appropriate for the boat in question,***
- e) Failed to give Regional Board oversight on Area Board decision.***

# Some Ideas

- (1) PHRF Regional Board might set the expiration date on Configuration Adjustment (CA) system to be the end of 2021, unless The Board explicitly renews it.**
- (2) The Chief Handicapper could select a small group of advisors to look at the current categories and adjustments within the categories, and they would make recommendations to The Board as to any changes in CA they feel should be made. The intent is not to level the playing field through adjustments, but to “reduce the tilt”, so that “cruising boats” can better compete, but not neutralize the technical advantages a true racing boat has, when competing in a “mixed” fleet category.**
- (3) The Regional Board, at its option, should have the right to review, and cancel Corinthian Adjustments approved by Area Boards.**
- (4) The Regional Board should draft guidelines, along with a philosophy statement, on what kinds of boats should be eligible for Configuration Adjustments, to be used by both Area Boards and the PHRF members themselves.**
- (5) A representative of the Regional Board will continue to “mine” *CorCon* Data.**