

Event Sustainability

Marcus Lambert



P&L per venue



Year	Nationals	NS1	NS2	NS3	NS4	NS5	Totals
FY 23	£0 Plas Heli	£856 Draycott 100 Sailors	(£3595) <i>WPNSA</i> 151 Sailors	(£786) Grafham 136 Sailors	(£569) Whitstable 136 Sailors	(£801) Rutland 136 Sailors	(£4,895)
FY 24	(£10,419) <i>WPNSA</i> 172 Sailors	(£403) <i>Draycott</i> 80 Sailors	(£2,143) <i>WPNSA</i> 151 Sailors	(£195) <i>Grafham</i> 136 Sailors	(£3,437) <i>Poole</i> 119 Sailors	(£1,427) <i>Derwent</i> 80 Sailors	(£18,024)
FY25	(£7,238) <i>Largs</i> 135 Sailors	(£2,104) <i>Carsington</i> 86 Sailors	(£2,664) <i>Weymouth</i> 136 Sailors	(£1,353) <i>Derwent</i> 86 Sailors	(£2,821) Plas Heli 101 Sailors	(£2,401) <i>Paignton</i> 86 Sailors	(£18,581)

Forecasted numbers

Current membership events stats

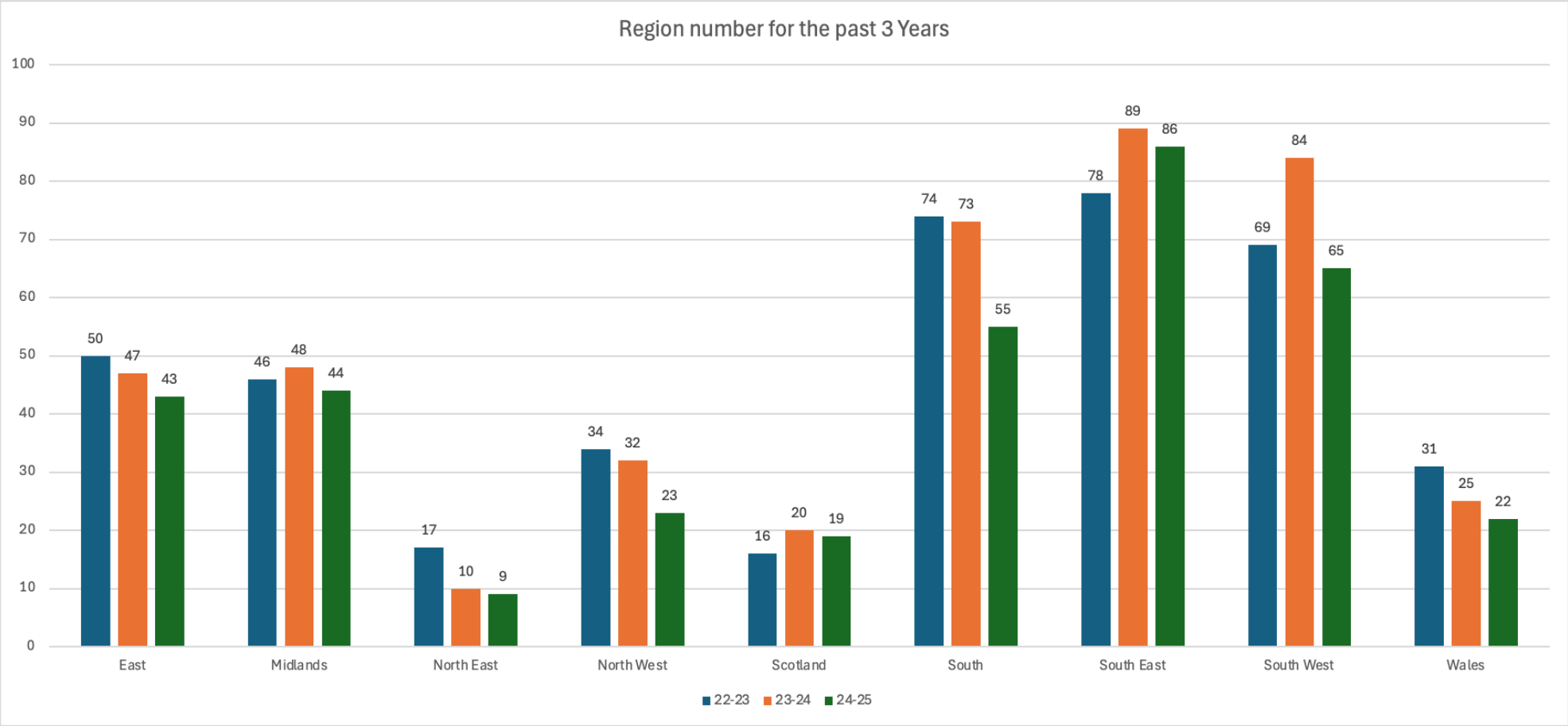


122 (38%) of members attended nationals last year. The Average Age 14.9

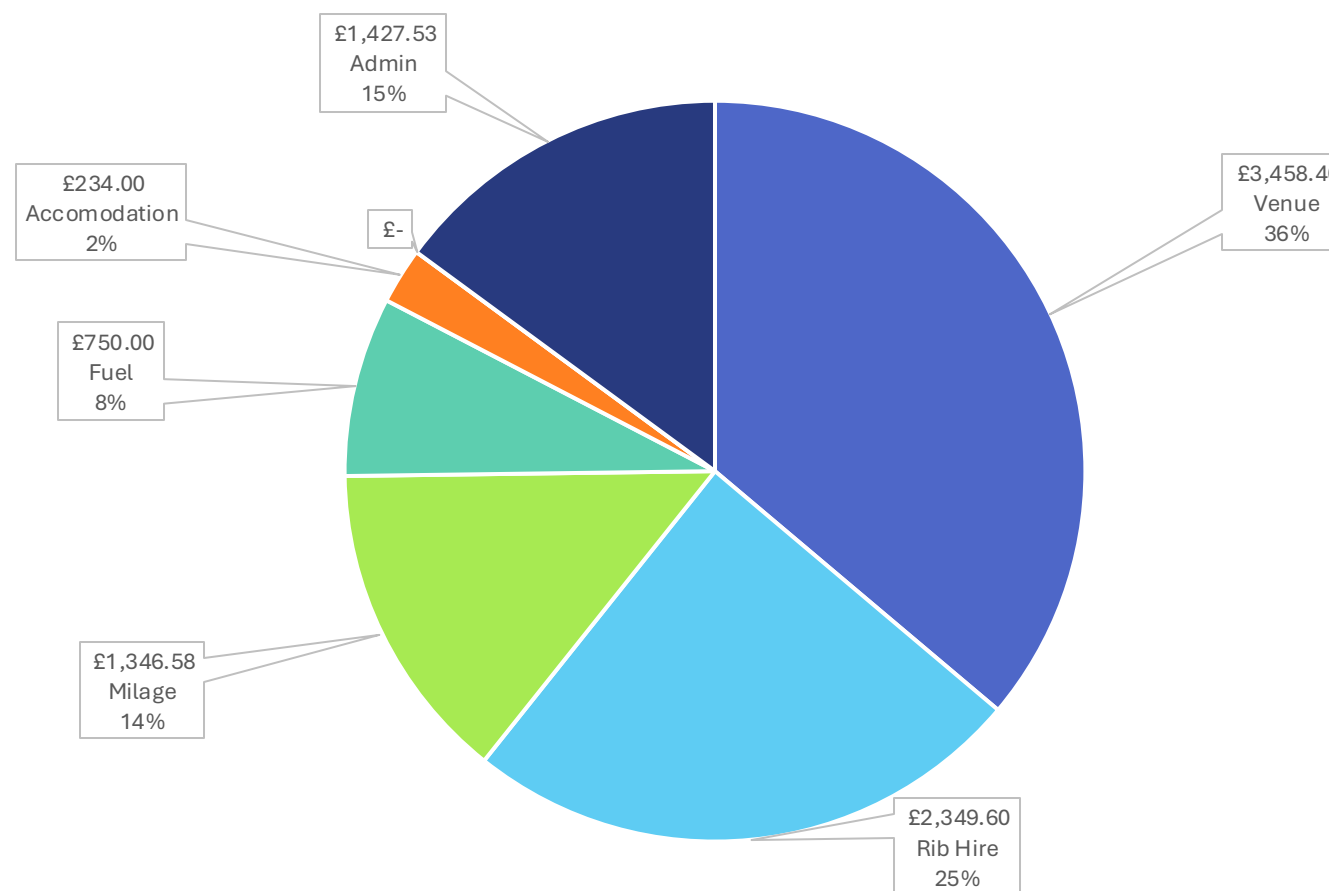
22% care about the NS series

Region	Count
East	15
South West	13
South East	10
South	7
Midlands	7
Wales	7
North West	6
Scotland	6
North East	1

Year on year membership



NS4 – Where is the money being spent



Outputs and recommendations from Region Reps and Sub committee to address sustainability of NS events and The Nationals

1/2



1. Membership: Recommend a separate 'sub-committee' to tackle the broader problem of declining membership numbers. New members attendance at National events will always be limited. Therefore declining attendance at Nationals is intrinsically linked to declining membership YOY. We need to ensure that we focus on the 'root cause' of declining membership and be careful not to compromise the guiding principles of the NS events and the Nationals.
2. Ribs: Recommend a separate cost benefit analysis of Ribs is needed. Suggest modelling of Rib costs for recent NS and Nationals events with or without ITCA own fleet to inform viability of ITCA own fleet.
3. Sponsorship to help fund National events.. Reference: sponsorship for Parkstone Youth week - £28,000 income annually. Does it make sense to pay someone to generate sponsorship? Could we secure sponsorship (local) for individual events? *Recognising that raising funds through sponsorship needs resource and expertise!*
4. National Series: **Consensus reached** that we should reduce National series events from 5 to 4 in 2026 (with one discard) and review again in 2026 with a potential to reduce to 3 in 2027 (with no discard).
 - a) Recommend that venues for 'booked' events for 2025 should be maintained NS1 Draycott (4th/5th Oct), NS2 WPNSA (7/8th March) (alternative Warsash?), NS3 Rutland (11/12 April), NS4 Hayling Island (9/10 May). NS5 (not booked). **NOTE**: I would be reticent to move Rutland NS event to the weekend proceeding the ET's. Many families will not commit to two consecutive weekends at Rutland.
 - b) Option to change dates to spread the 4 retained events? BUT not essential as dates are already booked.
5. The Nationals: Despite high costs there was a consensus that hosting events at WPNSA (as the premier aspirational dinghy sailing venue) is very important.
6. WPNSA affordability:
 - a) **Consensus reached** that 2026 Nationals becomes a 4 day only event. Thurs to Sunday? Important that 4 day event would include Saturday and Sunday (even if rates are higher at the weekend). 2 days qualifying and 2 days finals
 - b) 4.2 fleet can and should be run off the same course. Limited impact on 'crowding' race course and big saving on Committee Boat, Ribs, RO, CSL etc
 - c) If Nationals is at WPNSA then option to host NS2 at another 'prestigious' coastal venue. If NS2 is not at WPNSA then NS2 should probably move to an inland venue or 'protected' coastal venue. Warsash is a good option to consider.
7. Headcount to support National events.
 1. Mark layers should be parent volunteers only.
 2. RO and CSL seen as essential. We should look for parent volunteer to take over CSL.
 3. No jury for NS series events but retain for Nationals.
8. Mileage – consensus that 53p for Rib custodians and 45p for others key people for National events should be retained

Outputs and recommendations from Region Reps and Sub committee to address sustainability of NS events and The Nationals

2/2



9. Measuring. Consensus reached that is unnecessary. Spot checks (particularly top 20), plus safety checks. Make this change for Nationals 2025 at Largs.
10. Coastal venues seem to be more expensive but a balance of big event calendar still needs to be coastal venues otherwise you risk 'dumbing down' a National series. Therefore target should be: Nationals is ALWAYS a coastal venue. Target should be that minimum two of the four National series events should be hosted at coastal venues.
11. Junior Classes snapshot:
 - Teras: 3 x NS events £85 . 4 day Nationals
 - Fevas: 6 x Grand Prix (Nat Series) . 4 Day Nationals
 - Oppies: 4 NS events. £70 entry fee
12. Entry Fees: **Consensus reached** that we should increase entry fees to £85 in 2026 and £95 in 2027 (TBC). View from sub committee that having lower entry fees for the cheaper inland venues won't increase the entry numbers – so there's no point!
13. Grafham: Why don't we still use Grafham? Easy access for 3 Regions and P&L looks good for 2023 and 2024?
14. Camping on site was seen as very positive – community spirit in the evening and cost reduction for those who like camping!
15. Topper International: ITCA are essential for success of Topper International. Recommend requesting that Topper International fund the towing of the ITCA trailer to National events.
16. Sibling discount. Recommend remove from 2026.

My Recommendations for a Subcommittee (Marcus Lambert)



- 1. Mileage policy** – Based on my research, we are far more generous than any other junior/youth class. This needs to be reviewed and brought in line with others.
- 2. Entry fees** – These need to increase. Initial modelling suggests £100–£120 per sailor, possibly with dynamic pricing depending on the location.
- 3. Rib ownership** – We should review whether owning this many RIBs remains viable vs hiring in.
- 4. Event booking process** – When we book venues, we must lock in costs and require clubs to complete a cost declaration form outlining services and pricing upfront.
- 5. Hayling Island** – This needs to be reconsidered. Either we drop it or increase the entry fees to reflect its higher costs. Fag packet maths for 150 would be £110 per entry
- 6. National Series** – Consider changing the size, number, and format of the events to make sure we can afford the costs



Ideas for Discussion

Guiding principals

- What is aim of National Series events?
 - 1). Highest quality racing for best sailors in the country
 - Priority of racing / courses
 - Attract best racers – an event all top sailors want to come to
 - Premier locations
 - Price point would expect to be higher but fewer in the year
 - 2). Develop sailors skills knowledge and learning – wider aim but not so series event
 - Engaging event, coaching support
 - Developing topper sailors want to attend
 - Engage parents in learning pathway (build interest in volunteering)
 - Price point as low as possible

Understanding the challenge

- NS events running at loss
- Event cost break down
 - Assuming cost of venue
 - Cost of ribs
 - Fuel (ribs and transport)
 - Coaches / umpires
 - Can we split costs down per competitor head so we understand
- How sensitive is competitor pricing?
- What area of cost has increased most over last three years?
- Underlying trends / membership / if NS are pinnacle events maybe problem is lower down membership pyramid
- Could ITCA provide more support to make regions work

General ideas (1)

- Limit numbers! (invite only)
 - Allows fixed income and known costs allows ITCA to plan
 - National ranking system and only top 70(?) sailors attend
 - Ensures all top sailors race each other
 - No flights (maximise racing experience)
 - How to integrate 4.2s? (same approach?) Separate 4.2 events? Much smaller cost base so would be difficult to run some quality of event
 - How would ranking system work – problem with different regions
 - Only three then two development regattas for lower ranks?

General ideas (2)

- Reduce number of events (5 down to 3 or 4)
 - Increase numbers competitors by making more attractive
 - Doesn't address losses for individual events so while reduces total loss event problem remains (need to know break even point for minimum viable event)
 - If we can get a model that works then we know sailors will want to race against each other!
 - Maybe run north and south event as one of 5?
 - Doesn't pit best sailors against each other
 - Reduces travel and cost? (although it is likely most people would have to stay over night for a north and south event anyway)

General Ideas – venues

- Partner with club for all some/all events?
 - Class affiliation with a certain club?
 - Would need to be central location
 - Could add training dates?
 - Could store ribs?
 - Run three national events and then two more at coastal venues north and south
 - Potential “family events” bike riding, hiking, water park trips???
 - Would take organisation! Low priority right

General ideas – running costs

- Simplify race management costs by using square course, remove leeward gates and mark 5. (aim to reduce Mark Ribs and assumes mark ribs don't count in safety ratio)
 - Could still do inner and outer loop
 - Would still need inner 4.2 marks
- Spread first aiders across standard rescues fleet
 - These ribs would need to have a some identification
 - Prioritised to course area
- CSL on committee boat or mark boat?
- Run 5.3s as one flight
 - Tighter racing, closer for top group
 - Starting challenge

General Ideas – membership / regions

- ITCA provide admin support to regions to help run
- ITCA sponsored sailors in region – aim to make accessible. Use development club in each region as base and maintain a race topper(s). Target getting people into sailing who would otherwise not find accessible?
 - Good target for corporate sponsorship(?)
- ITCA buddies. Experience sailor support and develop younger sailor – coaching tips, help at an event. Possible vouchers, prize for best support.



Costs Research

Marcus Lambert



Nationals Entry fees



Class	Entry Fee (Adult/Open)	Duration (Days)
ILCA (Laser class)	£275 racingrulesofsailing.org (standard entry)	6 wpnsa.org.uk
IOCA (Optimist)	£275 optimistsailing.org.uk (standard main fleet entry)	5 optimistsailing.org.uk
RS Feva (double-hander)	£345 s3.amazonaws.com (per boat, standard entry)	4 rsfeva.org.uk
RS Tera (single-hander)	£165 rstera.org.uk (early entry fee)	3 rstera.org.uk

RS Tera



4				
5				

Note: Mileage reimbursement = £0.40/mile. If towing rib to event you're attending = £0.20/mile

TOTAL £

Don't forget to include rec

Approval

Approved By (Name)	Position
Signature	Date

IOCA

Parent owned Rib

Rib expenses will only be paid, in line with the table below, provided prior agreement has been agreed with IOCA (UK) that the rib is required to be used as part of the event/training.

Event Description	Rib Fee per day	Towing per mile*	Rib Fuel
IOCA Major Events (Spring, Selections, Inlands, Nationals, Late Summer, End of Season, Winters)	£30	45p per mile	As used/supplied
IOCA Organised Training	£60	45p per mile	As used/supplied
Overseas Events	£60	45p per mile	As used/supplied

*some events have capped mileage limits - the event organiser will advise.

IOCA (UK) owned Rib

IOCA (UK) owns the following ribs:

- IOCA 1, 2 and 3
- IOCA 4 (known as “Qudos”)
- IOCA 5 (known as “East Rib”)

In addition, from time to time, the class is loaned a rib from the Eric Twiname Trust, through the RYA for use to support class activity. This rib will be covered by this policy.

IOCA UK Expense Policy V2 - 2 Oct 2024

International Optimist Class Association (UK) Ltd



Rib expenses will be paid in line with the following:

Event Description	Towing per mile*	Rib Fuel
IOCA Major Events (Spring, Selections, Inlands, Nationals, Late Summer, End of Season, Winters)	45p per mile	As used/supplied
IOCA Organised Training	45p per mile	As used/supplied
Overseas Events	45p per mile	As used/supplied

For overseas events that are supported (at the request of IOCA) – in addition to the rates above the additional ferry cost incurred to take the RIB (Ireland/Continental Europe) can be recovered (ie. the additional cost for the actual RIB). A price should be obtained for the crossing for the car only in addition to the price of the car and rib; these should be provided to admin@optimist.org.uk when submitting a claim.

RIB fuel will be reimbursed as used if not supplied by IOCA (UK). (Proof of usage may be required).

2. Race Official & Jurors Expenses

This document sets out the policy for claiming expenses for RYA Jurors and other Race Officials attending IOCA events such as the Inlands, End of Seasons and the Nationals.

The purpose of the policy is to define the basis on which they can claim back the reasonable expenses associated with their travelling and subsistence costs.

The policy is designed to compensate individuals to a reasonable extent for the costs associated with their support as a Major Event Official.

Accommodation

- ◆ The maximum the Class will contribute towards accommodation costs is £60 per night per person. Where the cost is in excess of £60, the additional costs must be borne by the individual.
- ◆ Where for personal preference the Juror / Race Official does not wish to share a room the maximum Class contribution of £60 per night per person still applies.

Subsistence

- ◆ An allowance of £15 per day is available for evening meals.
- ◆ In general lunch will be provided by the event organisers. Where an evening meal is provided as part of the event the £15 cannot be claimed.

IOCA UK Expense Policy V2 - 2 Oct 2024



[https://optimistsailing.org.uk/assets/uploads/Policies %20etc/IOCA%20UK%20Expense%20Policy%20V2-%202%20Oct%202024.pdf#:~:text=This%20document%20sets%20out%20the%20policy%20for%20claiming,to%20ensure%20that%20it%20can%20be%20claimed%20for.](https://optimistsailing.org.uk/assets/uploads/Policies%20etc/IOCA%20UK%20Expense%20Policy%20V2-%202%20Oct%202024.pdf#:~:text=This%20document%20sets%20out%20the%20policy%20for%20claiming,to%20ensure%20that%20it%20can%20be%20claimed%20for.)



UK RS FEVA CLASS ASSOCIATION EXPENSES POLICY

Section

- Summary Table of agreed rates
- A Expenses Policy for Juror's, Measurer's and Race Officials
- B Expenses Policy for Coaches
- C Expenses Policy – Privately owned RIB's
- D Expenses Policy – Class and RYA owned RIB's, including the Class Eric Twiname RIB
- E Claim Forms

SUMMARY

The following Table details normal expenses / rates that can be claimed by Coaches, Race Officials and others when giving their time in support of the UK RS Feva Class Association.

Item	UK RS Feva Class Officials (e.g.: Juror's, Measurer's, Race Officials etc.)		UK RS Feva Class Coaches	UK RS Feva Class Committee / Secretary / Parents / Helpers	
UK Mileage Rate (non sailing event specific)	45p		45p	45p	
UK Mileage Rate (Towing RIB)	By prior agreement only		53p	By prior agreement only	
UK Mileage Rate (whilst transporting competitors to specific sailing event Towing RIB)	30p		N / A	30p	
Overseas Mileage Rate (Towing RIB)	By prior agreement only		53p - first 1000 miles 45p - miles in excess of 1000 per trip	30p	
Overseas Mileage Rate (whilst transporting competitors to specific sailing event Towing RIB)	30p		N / A	30p	
Day Rate – Private RIB UK	£70				
Day Rate – Private RIB Overseas	£80				
RIB Fuel	(receipt required) Capped at £35 per day				
Ferry Costs	When travelling to an event in Europe necessitating the use of a ferry crossing, up to £250 of this cost will be paid (receipt required)				
TAXI (if no alternative available)	At Cost (receipt required)				
Public Transport	At Cost Cheapest only (receipt required)				
Overnight Accommodation (UK) – including Breakfast	£ 70 (receipt required)			By prior agreement only	
Evening Meal (if not provided as part of an event)	£15			£ 15 By prior agreement only	
Lunch (if not provided as part of an event)	£5				
Coaching Day Rates	N/A	See Section B		N/A	
Other Expenses (including policy on private RIB usage)	Claimable with prior agreement only				
All Claims MUST be made on the official UK RS Feva Class Association Claim Form					



K-RS-

- https://www.rsfeva.org.FEVA-CLASS-ASSOCIATNovember-22.docx-3.p

ILCA



- <https://static1.squarespace.com/static/5df7bd23387a6b4694e2082c/t/66b20b6a28c9902447087bbe/1722944362548/ILCA+UK+Race+Officials+Expenses+Policy.pdf>
- <https://static1.squarespace.com/static/5df7bd23387a6b4694e2082c/t/66b209640d8072653adfb1f1/1722943844780/ILCA+UK+Volunteer+Expenses+policy.pdf>