

DSC Town Hall follow-up

Hello DSC Members,

I want to thank the large group of members and extended DSC community who attended Sunday's Town Hall. It was certainly chilly however we made it through and it was awesome to hear from so many different folks on so many topics.

One message that I want to reiterate is that we, the DSC Board, are looking for input from you and that we are open to lots of ideas. We also talked a lot about increasing member engagement in the DSC, particularly around member activities. The exact shape of this is something that needs to be figured out however in essence it is having members run member events. This engages us, the membership, more in the DSC AND it has the potential to reduce staff workload – one of my top priorities.

To move that forward, I have asked Elizabeth Truong to recreate the Member Council. I was asked yesterday how many volunteer hours are needed. It is a great question – which I will look to the Member Council to answer in the upcoming months. If you are interested in being involved in this council please email feedback@downtownsailing.org. To paraphrase JFK's famous quote "Ask not what the DSC can do for you, ask what you can do for the DSC."

On another note, there was a question regarding the financial state of the DSC. Here is a link to our latest 990 for our fiscal year 2020 which is what we are required to report to the IRS. <https://downtownsailing.org/Documents>. Note that although it says 2019 in the top right it is for the period 12/2019 to 11/2020. For our most current year, we are in the middle of closing the books so the numbers are still being adjusted. Our fiscal year ended on 11/30/2021 and the key numbers are that we started the year with \$258,000 in cash, ended the year with \$197,000 in cash and \$36,000 of that difference is solely because we didn't start our membership renewals until 12/1/2021 vs mid-November in 2020. So, in real terms, we brought in \$25,000 less than we spent for the year. Our goal for fiscal year 2022 is to be cash positive, at a minimum. Note that \$150,000 of our cash base is from the EIDL loan that I mentioned at the Town Hall.

Here is a quick summary of what else was discussed:

- Our plan for the next six months is to:
 - Ensure ongoing operations
 - Hire a new Executive Director
 - Create a three-year strategic plan supported by specific goals, actions, and timelines
 - Conducting membership wide survey for further input in January
 - Create a Member Council
 - Encourage each council – racing, member, and cruising – to “own” their area to the greatest extent feasible while remaining under the auspices of the overall DSC as managed by the DSC staff
 - Plan and execute a Spring fundraiser
 - Initiate a structured and consistent program of grant and corporate fundraising

- Although we had a strong YGR fundraiser we did fall short of the plan by about \$20,000. We anticipate having a greater focus on fundraising with foundations in this fiscal year to at least \$60,000 to our total raise.
- Part of our strategic planning process will be on fleet renewal – some of our boats are end of life, others need significant work.
- It was noted that fleet access is an issue, particularly for regular skippers, something that will be reviewed over the winter.
- We have over 20 resumes for the Executive Director role and there is a Board task force, led by Alan Dunklow, focused on this process. A question was asked about performance-based compensation and the answer was, from me, that it is something we can look at however we don't have a specific plan for that at this time.
- A recommendation was made to see what we can learn from other community sailing centers, hopefully, something the Member Council can take on.
- There was a question about setting goals and tracking them – this will be a direct output of the strategic planning process.

I greatly appreciated all the high level of engagement at the Town Hall. The DSC is a wonderful place, with many amazing people coming together in a shared passion for sailing – and a shared passion to do good. I am truly grateful to be a part of this community today – and look to an even better tomorrow!

Sincerely,

Chris Rossi
DSC Board President/Interim Executive Director