



SCIRA USA
PO Box 578838
Chicago IL 60657

December 20, 2012

Dear Snipe Class and Traveling Snipe Fleet Supporter,

As a supporter of the Snipe Class and contributor to the Traveling Snipe Fleet I want to update you on our progress and encourage your support of the TSF 2013 Program. The TSF is accomplishing its primary goal of introducing young adults to the Class.

The TSF has now completed two years of operations and over this period the TSF has traveled 31,950 miles from Dallas, Texas and Miami, Florida to Toronto, Canada (2012 NA's). The Program has introduced approximately 200 sailors to the Snipe boat and the class' sailing/social environment at 26 events (10 in 2011 and 16 in 2012). We learned yesterday that our Miami Invitational Regatta for those under 30 won a Leadership Award from US Sailing in part due to the availability of the TSF boats.

The two years of operations have cost approximately \$65,000 (excluding assets acquired). All but \$6,000 of these costs were funded by donations. A \$6,000 loan was obtained from a supporter to fund a end of 2012 cash shortage, which resulted from the purchase of new sails and a fourth boat during the year.

We have been fortunate to have two coach/drivers over this period who have been reliable, self motivated and devoted to promoting the Snipe and the Class (Austin Kana and Bruno Mello). The van and trailer remain in top condition. Two of the four boats are competitive and the other two are acceptable and functional.



The highlight of the year was when one of the TSF user teams (Juniors, yet) qualified for the USA team to the Worlds at the Frigid Digit in Annapolis this past fall. Another major development evolving around the same goals of this Program has been the Miami Snipe Invitational, which will be held for the second year in early January 2013. This event furthers the TSF objective of attracting young adults who are new to the boat or want to renew their experiences in the class. The event is exclusively for the under 30 generation, and organizers furnish boats and home stays for an inexpensive introduction to the Snipe. Last January, 29 teams participated and about 50% were new to the boat. People were turned away due to lack of equipment. This program was recently a lead story in Scuttlebutt, a popular online newsletter on sailing trends and leadership.

The TSF was an extremely important program at the Women's and Junior Nationals, as these events attract sailors testing out the Snipe and do not have easy access to a boat.



The program elevates the enthusiasm of the fleet at the time of its visit. The TSF skippers become members and participate in later events becoming ambassadors for the class. These sailors network extensively with their friends stressing the unique social aspect of the class. This is important among this generation. A few people have purchased boats, a fleet appears to be developing in the Wilmington NC area as a result of this Program, and we

have requests to take the program across the country to help other areas to develop their resources. We are getting exposure and greater recognition in this market as a viable one design dinghy option. The sailors are learning that they can borrow boats privately and encourage an attitude in the Class for lending out quality, unused boats.

The model over the past two years has been one of operating on a volunteer basis in the winter/spring/fall and with a paid employee in the summer (mid May thru Mid Sept). The winter/spring/fall period has largely focused on the southeast, primarily Florida and the summer

period has focused on the Northeast and, to some extent, the Midwest. In 2013, we will try to develop a trip to the Mountain and West Coast States.

The Program based on our current model costs about \$30,000 to \$35,000 per year to execute. If we were to expand the program into the winter/spring/fall our costs would increase by about \$3,500 per month. I have been relying on Bruno to volunteer (no pay) to make the winter/spring/fall trips.



The cash resources of the TSF are now \$363. In early 2012, we acquired the fourth boat and new sails for all four boats. This resulted in a cash shortage at the end of 2012 which was funded by a \$6,000 loan from a member and the Van Loan payments (member loan) were suspended in August (\$463 per month). These past due items plus repayment of the \$6,000 loan by January will total about \$8,000. Other than the possible replacement of the Sidewinder Jr. mast on the Nickels Snipe, no major capital expenditures are necessary at this

time. For the past two years, we have been charging a nominal amount of \$40 to cover our insurance for use of the boats. In 2013, we will be raising this fee, probably to \$80. This revenue source is not and was never planned to be a meaningful source of funds for the Program. Donations are.

Thus, our objective for 2013 is to raise \$40,000 to bring our obligations current and properly operate in 2013.

This letter finds itself coming to you today as you have a prior history of support for the Class, have made important contributions to the Class in the past and have proven your loyalty.

Many of you are currently, or have been, Premium Members of the USA Snipe Class. Your support is deeply appreciated and we urge you to continue this support in 2013. We are asking for your additional support for the TSF Program only if such additional support will not jeopardize your Premium Membership support. As a long time Snipe sailor, you know how important an effort like this is for the long term health of the Class in the USA. Please be an important part of this effort by making a generous tax deductible donation now.



SCIRA USA
PO Box 578838
Chicago IL 60657

We are pleased to share the news that we now have an online payment and you can make your payment online. This is a huge time saver. If you experience any trouble at all, email our Executive Administrator, Betsy Altman, and she will marshal the resources to help you. We are trying to move all our transactions online but if you prefer using a check and mail, please fill out the attached form.

We thank you in advance for the support you offer for this important effort. You may donate cash, a boat, or good sails. If we receive any donated boats, we will sell our lesser boats and still keep only a fleet of four boats. The proceeds from the sale of boats will be added to our operating funds.

Please note that we really want to keep this program going and have the full support of the SCIRA-USA Board. The Board expects to make contributions to the fund from the Soltero Development Fund and from some of the income from the Perpetual Fund.

You may make an unconditional contribution, or a contribution that is conditional upon us receiving at least a total \$40,000 for operations for 2013.

If you have any questions or comments please contact me at dhackbarth@icloud.com

Don Hackbarth, TSF Program Administrator:

dhackbarth@icloud.com

770 587 3653