



President's Report for 2022 ICSA Annual Meeting

May 15, 2022

I am pleased to present my President's report to the 2022 Annual Meeting of the ICSA Board of Directors covering our achievements and challenges for of the 2021-22 year. It has been a pivotal year as we successfully emerge from and continue to deal with impacts of Covid 19. Some of College Sailing's key achievements and project successes include:

- This year ICSA will have hosted 330 regattas with over 3600 entries. This marks a return to near pre-pandemic to levels. Total regatta entries are down 4% over Spring 19 & Fall 19.
- We crowned our first College Sailing Women's Team Race National Championship. Congratulations Yale University.
- We have successfully instituted a new national championship selection process. Which not only has fairly selected an incredibly competitive championship field; the process has deeply engaged a varied group of passionate college sailing alumni, who participated on the selection committees. I would like to offer my sincere thanks to the Competition Committee, in particular Geoff Pederick, Michael Callahan, and Greg Wilkinson.
- With a full season, ICSA has fully experienced the new competitive structure of Cross Regional, Regional, and Fundamental. I think we can begin to evaluate what can be done to further support growth and development at the Regional and Fundamental tiers.
- The Regional Team's National Invitation was a great success.
- NWICSA will merge into PCCSC.
- After taking a big hit over the last 2 years, sponsorships are starting to rebound. We welcome new sponsors Zim Sailing and West Coast Sailing as Official Suppliers of College Sailing. They are supplying 18 new mains, and 36 new jibs for the spring championships. Additionally, they are providing 36 ILCA sails up to 24 charter boats for the Singlehanded championships. The cash component of the support is tied to a percentage of (non-fleet) sales to college sailing programs. I encourage all programs to establish accounts with Zim and West Coast. Quantum Sail Design will continue to sponsor the Quantum College Sailing Women's Sailor of the Year. Marlow has reframed their sponsorship and will remain as an "Official Supplier of College Sailing" but is no longer the title sponsor of the Sailor of the Year. Like Zim/West Coast sponsorship, Marlow's cash support to ICSA is based on a % of direct after-market sales to college sailing programs. It is much better for College Sailing if teams directly support our sponsors. Lastly, US Sailing will support our championships with resources as the "Official Media Partner of College Sailing." These decisions sponsors make to support ICSA are not philanthropic, they are financially based marketing decisions.
- The ICSA significantly increased dues to support an Executive Director. This new revenue is primarily funded by the Cross-Regional Teams.
- The Board empowered an Executive Director Search Committee to proceed with a national search and hire of our first ICSA Executive Director. We owe a tremendous amount of gratitude to the committee and Chair, Blaine Pedlow. I was impressed the process and blown away by the candidates. The ICSA Executive Committee has approved the recommendation and the position has filled!

As we conclude the year, I am thankful for all you, and I appreciate that you have engaged your personal time, energies, and resources to the benefit of College Sailing. As always, we have much to do in the coming months.

Thank you,

Mitch Brindley,

President, ICSA