

APBA ELECTION RESULTS

American Power Boat Association Annual Meeting for Election Purposes

On Thursday morning, September, 21, 2017, the American Power Boat Association held its Annual Meeting in Eastpointe, Michigan, to announce the winners of the 2017 Board of Directors and Council at Large elections. This year we received 2153 votes divided between 8 candidates and 31 write-ins for the Board of Directors. Below are the Annual Meeting minutes.

Meeting called to order by President Mark Wheeler at 10:00 am.

Attendees: Patrick Mell, Sabrina Haudek, Linda Likert, Cindy Minoletti, Mary Williams and President Mark Wheeler.

Ballot results from Jerry Treppa & Associates – Independent Accounting Firm:

Board of Directors - Top 5 Candidates elected for a two-year term.

Candidates for Board of Directors Votes Received

| | | |
|-------------------------------|------------|---------------------------------------|
| Fred Hauenstein Jr. | 298 | (tie with Mark Tate) |
| Mark Tate | 298 | (tie with Fred Hauenstein Jr.) |
| Kyle Bahl | 257 | |
| Jerry Davids Sr. | 229 | |
| Adam Allen | 228 | |
| J. David Augustine Sr. | 223 | |
| Steve Compton | 219 | |
| Katelyn Shaw | 175 | |
| Write-in Votes for 31 members | 226 | |

Council at Large – Top 6 Candidates elected for a four-year term.

Candidates for Council at Large Votes Received

| | |
|-------------------------|------------|
| Rachel Warnock | 314 |
| Jeff Conant | 253 |
| Sheri Greaves | 248 |
| Richard Fuchslin | 238 |
| Jack Meyer | 234 |

Jan Shaw (write in)

26

Other Write-ins

92

President Wheeler accepts member proxies and votes accordingly.

President Wheeler acknowledged the newly elected Board members Fred Hauenstein Jr., Mark Tate, Kyle Bahl, Jerry Davids Sr, and Adam Allen. President Wheeler acknowledges the newly elected Council at Large members Rachel Warnock, Jeff Conant, Sheri Greaves, Richard Fuchslin, Jack Meyer and Jan Shaw. He asks that this information be published on the APBA website, emailed to the candidates, and be included in the upcoming issue of the APBA newsletter and Propeller magazine. Meeting adjourned at 10:10 am.

Respectfully submitted,

Patrick Mell, APBA Executive Director

New APBA Officers: On October 3rd, the new Board elected Howie Nichols as APBA President and Chris Fairchild as Vice President for a two-year term. Congratulations to all new officers, Board and Council members.

SCHOLARSHIP QUILT RAFFLE

Jill Glossner is creating a unique boat racing T-shirt quilt, to be raffled off at the last race of the 2017 season in Tabor City, North Carolina. T-shirts have been donated from all over the United States, representing races from all categories in APBA.

This quilt will be "one of a kind." Tickets for this raffle are \$5.00 each. If you do not plan to attend Tabor City, you may still get tickets by mailing a check made payable to APBA and notate "J Scholarship Fund" to: Jill Glossner, 13 Washington Way, Tabernacle, NJ 08088 before October 20th.

Proceeds will go toward scholarships for young adults going to college or trade school who have previously raced in the J classes. The application for this scholarship is on the APBA.org website under Resources.

At right is the beginning of the quilt.



FROM HERE TO THERE

Building a Relationship

BY SHERRON WINER

Too many sponsorship sales start with a template proposal—the boilerplate version, the one with various levels, and identical for every potential client, using name changes to indicate what is being presented to whom. Once this generic offering is presented, you spend the next three to four months trying to get the sponsor to return your increasingly frantic phone calls.

If you are asking for money beyond the perceived donation level—amounts up to \$1,000—a customized offer is critical. A client can quickly identify a generic proposal, and the underlying message is that you do not care what the sponsor needs to achieve from their participation with your race. Advice from a sponsor:

“This is also a personal commitment, not just a business deal. Be efficient with my time and build a good rapport.”

To customize your proposal, build around ideas that are mutually beneficial in achieving both sets of goals. Provide specific ideas that make the most sense and allow a platform for expansion. Think like your sponsor, and stop thinking that you are selling benefits. You are presenting a possibility. It makes saying “yes” much easier for them.

However, for some businesses and corporations, a proposal developed from a template requesting a donation, while not professional, may be acceptable. These requests are treated as part of a commitment to community efforts and carry few benefits. For smaller projects with minimal budgets, using a boilerplate proposal or template may work. Getting to “yes” is easier if what you are offering fits with the sponsor’s public goals and has greater perceived value than the amount that you are requesting. Remember, treat these clients with as much respect and care as the effort required to develop and land a major dollar donor.

All proposals have some commonality, and there are key caveats to keep in mind. Here is a list, compiled from the sponsor’s side of the table.

- Don’t overprice – use realistic and defensible dollar amounts
- Never overpromise, or promise what you cannot personally deliver
- Do your research. As one person noted, “Don’t assume you know my business.”
- Do not fill your proposal pages with meaningless information (“filler”).
- Understand and accept when “no” means “no.”
- Don’t do a disappearing act – invest your time early to build a relationship, and stay in touch once the deal concludes.



- Never say, “Your competition is interested.” Write your proposal based on what is good for that company or business, not on knocking out a competitor.
- Be prepared to negotiate.
- Maintain a professional appearance.

Realistically, you are selling, and the sponsor is buying. This relationship must be based on mutual respect. The best path to follow is to be practical and straightforward.

Not every proposal will end with a “Yes,” but if you are not properly prepared, many will start with “No.”

It’s all part of our effort of getting you “From HERE to THERE.” Need help? Want more information? Contact us via email:

Jean MacKay Schwartz (jean84c@earthlink.net) or
Sherron Winer (winer.sherron@gmail.com).

And now, a word from APBA: Save the Dates and plan to attend the APBA National Meeting in Chicago (January 24-27, 2018). Your Annual Meeting Committee is making significant changes, including the addition of seminars full of practical information including data gathering on the race course, propellers, engine technology and, of course, marketing for individuals and events.

It’s part of a collective effort to improve APBA membership services. We will see you there!

UN-CONVENTIONAL: APBA National Meeting Jan. 24-27, 2018

The 2018 APBA National Meeting will be well worth attending. This year we are making some changes to the standard group of meetings we've had in the past. Last year you, the members, asked, "What does APBA do for us?" You sent the message that changes must be made in the organization. The Board of Directors heard your plea.

We created a committee to explore how to reverse the trend of shrinking APBA membership and better serve both the members and the clubs.

The APBA Promotional Committee was established to identify areas where changes could take place and to develop a path to growth. We needed to provide the membership and clubs the tools necessary to succeed at the local level. Now, there are many resources available for local race promoters and clubs on our updated APBA website. Among the documents available are:

- **APBA Demographics**
- **Event Checklist**
- **Coast Guard/DNR support document**
- **Sample documents:** Event Budget, Host Site Proposal and Host Site Agreement, Sponsor Proposal, Sponsorship Agreement, and Ambulance/Vendor Agreement

The 2018 National Meeting will offer, for the first time, six seminars available for all. Come and learn how to improve your racing program, and that of your region.

Marketing & Promotion Seminars (Two) – Building on last year's Seminar, learn some tips from the experts on how to generate income for your race through promotion. Learn how to approach a community with confidence and show the decision-makers how their community can benefit from an APBA event. Learn how to attract new members to the world of boat racing.



Driver School Seminar – We will have a brainstorming session with the most successful facilitators in all categories, working together to teach clubs the best methods to hold a successful driving school at your race. We will refine a template of do's and don'ts and a step-by-step outline toward success. Remember, all of us are responsible for the preservation of this sport.

Data Logic Seminar – A representative from AIM Data Acquisition will present a seminar on how best to use the Mychron Data Acquisition System. Many of us use the Mychron system to aid us in improving our performance on the water.

MYCHRON5



Fuel Seminar –

Get up to speed! A Sunoco Race Fuels representative will teach us how we can get the best performance out of our fuel.

Propeller Seminar – Learn from some of our most experienced propeller builders about the science that goes into making your propellers work. Find out what information your prop builder needs to get the most out of your reworks.

Motor Mechanics and Inspection Seminar – Visit with factory representatives and builders of your motors. Learn from the best how to get the most out of your motor. Ask questions and present the issues that you have had with your motor. Learn how to troubleshoot problems when they arise and get tips from the winners' circle to improve your motor's performance.

Also, take this opportunity to learn how to inspect motors so you can pitch in at your local races and take the Inspectors tests to help the overworked local inspectors in your region.

As you can see, the 2018 National Meeting has something for everybody to enhance your racing experience. All seminars will be held Friday and Saturday, January 26 – 27, 2018.

Be there or get left behind the competition!

Thank you,

John Runne

Promotional Committee Chairman

APBA 2018 National Meeting January 24-27, CHICAGO

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APBA
AMERICAN POWER BOAT ASSOCIATION



RACE CALENDAR 2017 www.apba.org

REGION 1

7/13-15 2018 COA Annual Thompson Regatta
Thompson, CT, CT - West Thompson Lake
PRO Outboard, Modified Outboard,
Stock Outboard, Junior Classes

REGION 3

10/7-8 New Jersey State Championships
Landing, NJ - Lake Hopatcong
Inboard
10/14-15 Fall Millville Regatta
Millville, NJ - Laurel Lake
Modified Outboard, Stock Outboard, Junior Classes

REGION 4

10/7-8 Wilson, NC 2017 Buckhorn Reservoir Regatta
Wilson, NC - Buckhorn Lake
Modified Outboard, Stock Outboard, Junior Classes
10/28-29 Tabor City 217 Halloween Regatta
Tabor City, NC - Lake Tabor
Modified Outboard, Stock Outboard, Junior Classes

REGION 5

11/17-19 Tavares Fall Thunder Regatta
Tavares, FL - Lake Dora
Special Events
11/18-19 Englewood Beach Waterfest
Englewood, FL - Gulf of Mexico
Offshore

REGION 10

10/7-8 Mahogany and Merlot
Kent, WA - Lake Chelan
Special Events

REGION 11

10/28-29 4th Annual Bob & Stevie West Regatta
Lathrop, CA - Mossdale Quarry
Special Events, Inboard, PRO Outboard, Modified
Outboard, Stock Outboard, Outboard Performance Craft,
Junior Classes

REGION 15

10/8 Highlands Fall Classic
Highlands, TX - San Jacinto River
Outboard Performance Craft



Above, the E-888 Miss New Jersey takes off on the Ohio River. Below, Dick Delsener's Y-6 South Paw was just one of the beautiful Vintage boats on display at the Wheeling Vintage Raceboat Regatta in Wheeling, West Virginia Labor Day Weekend. Look for story and photos in the November/December issue of Propeller.



H1 UNLIMITED BEGIN PURSUIT FOR RESILIENT CHANGE

Company moves to pursue permanent chairperson

The H1 Unlimited hydroplane racing series has raced around the U.S. for more than 100 years. To make sure this unique form of motorsports continues for many years into the future, H1 Unlimited hydroplanes began a search for a permanent chairperson. The company oversees the racing activities of the 200 MPH race boats and has acknowledged this is a critical point in the sport's history.

Many challenges face the company, including finding a replacement for Chairman Doug Bernstein, who resigned earlier this month. Bernstein was the company's second chairperson in a year.

H1 Unlimited hydroplane Vice Chairperson Charlie Grooms will lead the executive search. Grooms is one of the most senior personnel in the company, having been involved with H1 Unlimited racing for over 40 years.

The company wants to make sure the revolving chairperson door closes and they find a qualified person to lead the sport with a successful five-year business plan.

"It is very important that we find the right person to lead the sport—not only to stabilize racing with our current teams, venues, and marketing partners, but to look toward the sport's future," said Grooms.

Erick Ellstrom, who owns the U-16 *Oh Boy! Oberto* H1 Unlimited hydroplane, echoed Grooms's sentiments. "We are not looking for a shepherd; we need a person or persons to vigorously lead us into the future." J. Michael Kelly, who drives the U-12 *Graham Trucking*, said, "As drivers, we love racing—and, more importantly, as drivers we love racing for our fans and sponsors. To make sure it all comes together it takes a village. We have our crews and the countless race site volunteers in our village; now we need a new mayor for our village."

From leadership to participants, all are in unison about choosing a visionary chairperson.

During the replacement search, H1 Unlimited is gathering an executive committee to aggressively seek new marketing partners and venues for 2018 and beyond.

The H1 Unlimited hydroplane series concluded the 2017 racing season at the 53rd annual HomeStreet Bank Bayfair race in San Diego's Mission Bay Sept. 15-17. The series assured fans of top-flight racing that weekend.

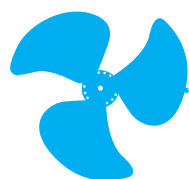
Jimmy Shane, U-1 *Miss HomeStreet* driver and 2017 series winner, said, "It's been a crazy season. We began testing on a new race course for 2018 at Guntersville Lake, Ala. We had multiple race winners. We had a boat flip, and several close calls. We had some great deck-to-deck racing; and coming into the race in San Diego, we assured fans it would be a battle to the end!" Shane led rival Andrew Tate by only 324 points in the H1 Unlimited hydroplane national high points championship.

ABOUT H1 UNLIMITED HYDROPLANES: H1 Unlimited hydroplanes (www.H1Unlimited.com) is a non-profit founded in 2009 as a category of the American Power Boat Association (APBA). The APBA sanctions powerboat races in a number of different categories in the U.S. including the H1 Unlimited hydroplane category. H1 Unlimited hydroplanes are custom powerboats used exclusively for racing with minimum restrictions. The Unlimited hydroplane category has raced for over 100 years and is known as the "world's fastest powerboats," and H1 Unlimited hydroplane series is headquartered in Seattle, Wash.

ABOUT SAN DIEGO HOMESTREET BANK BAYFAIR: First staged in 1964, thanks to the foresight of the great Unlimited hydroplane racer Bill Muncey. Bill was the driving force behind the race and getting Mission Bay developed for hydroplane racing. The 1958 master plan for Mission Bay was approved by the City of San Diego and set in motion the creation of the race course between East Vacation Island and Fiesta Island. Both islands were created by a massive dredging project. The shorelines were curved to accommodate a 2.5-mile oval course, and beaches were sloped to dissipate waves from hydroplanes and recreational boaters.

The 2.5-mile race course, named after the late Bill Muncey, is the longest and fastest racecourse on the H1 Unlimited hydroplane circuit. The World Lap Speed Record of 173.384 mph in 1999 was set at Bayfair by Dave Villwock. Bayfair is a non-profit 501(c)4 event organized and run entirely by volunteers.

An eight-member Board of Governors directs and oversees over 700 volunteers to stage the three-day festival, which takes place each September. More than 300 RV owners, friends, and family get the rare opportunity to overnight in Mission Bay Park for the festival weekend.



APBA BOARD OF DIRECTORS

Meeting - September 14, 2017

The teleconference meeting was called to order at 8:30 PM by President, Mark Wheeler.

Roll call was taken. The following were in attendance: Mark Wheeler, Fred Hauenstein, Charles Strang, Steve Compton, Mary Williams, Steve Hearn, Kyle Bahl, Dave Augustine, Howie Nichols, Jean MacKay-Schwartz, John Runne, Chris Fairchild, Roger Carr, Jeff Brewster, Rich Fuchslin, Rachel Warnock, Jeff Conant, Pat Gleason, Matt Yarno, Penny Anderson, Bob Wartinger, Steve Noury, Jim Sechler, Ted Kolby, Jeff Howie, Ann Marie Shaw, Richard Shaw, Eli Whitney, Brian Tabara, Denver Ray Mut, Julian Rucki, and Patrick Mell. Excused were: Dan Kanfoush, James Chambers, and Jeff Titus.

Minutes from the February 16, 2017 meeting were presented. A correction was made by Fred Hauenstein: Item 10, the sixth word should be "presented", not "resented". Motion by Howie Nichols, seconded by Jean MacKay-Schwartz to approve the minutes as corrected. Motion passed. Secretary will correct the minutes and submit for posting.

President Wheeler gave the history of the Thundercats and explained the decline in membership had reached a level where the Board could consider moving them from a separate committee into Special Events. Jeff Howie, Thundercat Chairman, spoke on keeping them as a Committee. The group is concerned that if put under Special Events would lose their ability to be self-governing. They plan to work to do more advertising and promotion to get people in boats. There was no motion from the Board to take any action.

President Wheeler gave the history of Inboard Endurance and stated that their numbers have shrunk to a level where it is no longer practical for them to retain category status under the by-laws. He requested that they be moved to a Committee status. Ted Kolby, Inboard Endurance chairman, said that they had had a bad year and would like to remain a category for another year to put things back together. Howie Nichols motioned to move Inboard Endurance to committee status for one year effective 11-1-17, seconded by Chris Fairchild.

Steve Hearn questioned how this would affect the Hall of Champions. After a brief discussion it was noted that the Hall of Champions criteria must be put in the Inboard Endurance rule book. Howie Nichols then amended his motion to include that "criteria for the Hall of Champions induction must be added to the Inboard Endurance rule book." Chris Fairchild seconded this amendment. Motion passed.

John Runne gave a report from the Promotion Committee. They are primarily preparing for the annual meeting. There are 6 seminars scheduled in addition to a Promotional seminar.

Other matters:

Ted Kolby thanked everyone for the opportunity to pull Inboard Endurance back together.

Steve Hearn asked how the Evansville race went. Jim Sechler reported that Friday activities were cancelled due to the remnants of Hurricane Harvey. Also, there were issues with higher than expected water and debris, and one class did not get on the water. As a first time race there were some issues that need to be addressed for next year.

Roger Carr thanked the Board for their help with the San Diego race. Everything is working well and it should be a good event.

Motion to adjourn by Fred Hauenstein, seconded by Dave Augustine.

There being no further business, the meeting was adjourned by President Wheeler at 8:54 PM.

Respectfully submitted,

Mary Williams, APBA Secretary

PROPELLER DEADLINES

Please send your stories and photos in ASAP for the November/December issue of Propeller! Deadline was Oct. 1 (hello!) and we'd love to include news from every region and every category.

the **SPIN** 

APBA MEMBERS, SEND YOUR NEWS TO EDITOR@APBA.ORG

APBA
AMERICAN POWER BOAT ASSOCIATION