Olympic Equipment

Fees

A submission from the Chairman of the World Sailing Classes Committee

Purpose or Objective

To ensure that the World Sailing fee for builders ("plaque fee") is the only fee payable to World Sailing by builders and sailors of Olympic class equipment.

To ensure that any fees payable to World Sailing by builder and sailors of Olympic class equipment are transparently stated in the regulations in order for all MNAs to be aware of them.

To abolish any additional fees on sailors of Olympic class equipment.

Note: Proposals 1, 2 and 3 are independent proposals to be voted on separately

Proposal 1

Council to resolve that there shall be no additional fees imposed by World Sailing to builders or sailors of Olympic Class equipment.

Proposal 2:

Council to resolve that any fees payable to World Sailing that may affect the costs of purchase of Olympic class equipment are transparently stated in the Regulations.

Proposal 3:

Amend Regulation 10.3(c), and/or any other regulation deemed more suitable by the Constitution Committee, as follows:

“agree on the amount of the World Sailing fee for each boat which is based on 0.4% on the first £20,000 then 0.2% on the next £70,000 and 0.1% on the amount above £90,000 of the average retail price of a complete new boat without sails as a guideline for negotiation, and that this fee shall be the only fee applied by World Sailing to new boats, including the Olympic Classes;

Current Position

The only fees currently payable to World Sailing are the “builders fees” as set out in Regulation 10.3(c)
Reasons

1. The World Sailing Board is implementing significant new fees on Sailors Using Olympic equipment without a vote of council. The new Olympic contracts, which each Olympic class for 2024 has signed includes a new 1% (one per cent) fee on all equipment sales that will pull an estimated $300,000 annually from the pockets of Olympic and non-Olympic sailors.

2. Each sailing class currently pays fees that are set in World Sailing regulation 10.3(c) of 0.4% (zero point four per cent) of the cost of a new hull, down to smaller percentages of the hull costs for more expensive boats. By adding an additional 1% (one per cent) fee and applying it to all Olympic equipment, not just the hulls, the fees on Sailors Using Olympic equipment will nearly quadruple.

3. The normal fees, called ‘hull plaques’ have all details of the fee schedule set out in regulation.

4. Changes to these fees and any others should be debated by all stakeholders of Olympic sailing and voted upon by the World Sailing Council to be implemented.

5. In order to bypass the normal system of debate and discussion, the World Sailing Board of Directors has instead added this new fee to the Olympic contracts.

6. The Sailors Using Olympic equipment already bring in $4 million USD per year via the IOC for World Sailing.

7. This is over 60% of World Sailing revenue and another 20% of World Sailing revenue comes more indirectly from the sailors via the sponsorships raised off their regattas.

8. In this situation, the 1% fee will not only concern equipment bought by Olympic campaigners but will also affect all level of sailors from youth to masters and clubs. In some popular classes like the Laser where only 1% of the 50,000 sailors are Olympic campaigners, the gains made through non-Olympic campaigners, paying the same fees is a real source of income for our governing body.

9. Charging the Olympic sailors is an easy way for World Sailing to add revenue, since in order to pursue the Olympic dreams the sailors must buy the equipment used in the Olympics. In bypassing the normal system of debate on all Olympic matters, the World Sailing Board is side stepping the transparency, safeguards, and debate that normally occurs.

10. Using the Olympic contract as a vehicle to add fees to sailors via the class associations and manufacturers is not democratic and should not be how World Sailing operates.

11. All of the stakeholders within Olympic sailing should be debating this new fee, and council should ultimately decide if it is in the best interest of the sport.

12. Moreover the fee will be used to fund the normal work of the Technical team, which is already one of the activities of World Sailing and covered by the General Finds of World Sailing.

13. Please note that the issue is NOT covered by confidentiality/privacy restrictions with World Sailing and is of public domain, as discussed.