

## Meeting of the Board of Directors

for Sail Pensacola Inc.

The board of directors meeting was held on the 7th day of June 2023, at the time of 12:00 Noon CST, and at the following location: The Fish House.

Tim Ryschon was Chairman of the meeting.

Tom Pace was Secretary of the meeting.

Ella Goodwin was present as recorder.

1. The Meeting was called to order. It was determined that a quorum was present either in person or by proxy, and the meeting could conduct business.

The following directors were present:

Timothy Ryschon, Tom Pace, Collier Merrill, Ellis Bullock, Bobby Switzer

Zoom: none.

Absent: DC Reeves, Terry Hutchinson, David Johnson

2. Tim Ryschon determined and reported that notice of the meeting had been properly given or waived by the directors pursuant to the Bylaws of the corporation.
3. A motion was made and carried that the Secretary was ordered to attach the documentation (if any) or the appropriate affidavit of mailing of notice or waiver of notice to the meeting minutes.
4. Upon motion duly made, seconded, and unanimously carried to approve the meeting Minutes from 5/4/23.
5. Upon motion duly made, seconded, and unanimously carried to approve the Agenda for this meeting.
6. Upon motion duly made, seconded, and unanimously carried, to approve agenda Resolution items. Specifically:
  - 6.1. Officers receive no hourly or salary compensation.
  - 6.2. Officers of this corporation are authorized and directed to keep record of all fees and expenses associated with incorporation, IRS filings, and other costs of formation so these items can be used as in-kind for future grant applications.
  - 6.3. Officers of this corporation are authorized and directed to keep records of the hours associated with tasks required to establish and operate these items can be used as in-kind for future grant applications.
  - 6.4. Officers of this Corporation are authorized and directed to deposit all funds of the corporation into the Bank of Pensacola account.
  - 6.5. Officers will prepared a Letter of Engagement for each of the following entities to offer consultation in all matters related to the sailing, the business of sailing,

sailboat racing, community events related to sailing, and property development that is relevant to sailing.:

- 6.5.1. The City of Pensacola
  - 6.5.2. Toursim Development Council
  - 6.5.3. Pensacola Sports Inc.
  - 6.5.4. Escambia County Board of Commissioners
  - 6.5.5. Florida West Inc.
  - 6.5.6. Visit Pensacola Inc.
7. Project List was presented for discussion:
- 7.1. Race Management Team
    - 7.1.1. Staging Venues
    - 7.1.2. RMT staff and equipment funding (budget attached)
    - 7.1.3. Marketing to pursue events.
    - 7.1.4. Budget attached.
    - 7.1.5. Data collection to estimate demand will occur using a link on VisitPensacola.com ads to a landing page on SailPensacola.org
    - 7.1.6. Amy Newburn, Research and Data Analyst Director at the SBDC will provide economic impact analysis (EIA).
    - 7.1.7. The EIA will be shared with the TDC in support of operational funding.
    - 7.1.8. The first event scheduled will be a WASZP regatta at Portofino on January 26-28, 2024.
  - 7.2. Community Sailing Center
    - 7.2.1. Concept – Sail Newport – Brad Read is their director and is assisting in the design.
    - 7.2.2. Property considerations – refer to development map on website
    - 7.2.3. Architectural – David Alsop assisting
  - 7.3. American Magic-Pensacola Community Engagement
    - 7.3.1. Task Force met 6/5/23 and has a plan for developing a party format for engagement;
    - 7.3.2. Ellis indicated American Magic will be releasing more media that can be used in this effort, particularly for use in social media channels of Sail Pensacola and Visit Pensacola.
  - 7.4. Grant Application:
    - 7.4.1. DOE for Executive Team funding
    - 7.4.2. Xxx for RMT funding
  - 7.5. Sailing Tech Center

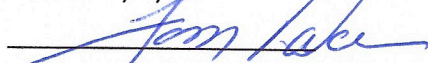
- 7.5.1. UWF ME maker space specs from Mike Reynolds, Nicole Gislason
- 7.5.2. David Alsop/Sam Marshall Architects will be formulated a footprint
- 7.5.3. Property inventory will be reviewed for compatible prospects
- 7.5.4. Triumph grant will be prepared in support of Center.
- 7.6. Executive Team Funding
  - 7.6.1.1. Fractional initially
  - 7.6.1.2. Proposed budget attached.
  - 7.6.1.3. No suggested changes
  - 7.6.2. UWF Mechanical Engineering Capstone Engineering Materials
    - 7.6.2.1. One Meter Radio-controlled foiling sailboat
    - 7.6.2.2. Sail Pensacola will fund materials only, \$3,000.
- 7.7. #Pensafoil 2025
  - 7.7.1. 1 week foiling trade show modeled after the 10 year old foiling week in Italy.
  - 7.7.2. Luca Rizzotti, director of Foiling Week has offered to assist. – <https://foilingweek.com/about/>
- 7.8. Business Recruitment
  - 7.8.1. **Artemis** – foiling powered water taxis
    - 7.8.1.1. site visit this month
    - 7.8.1.2. Rick Byars and Rick Fountain have assisted in assembling a site team that will meet with Tim next week.
    - 7.8.1.3. <https://www.artemistechnologies.co.uk>
  - 7.8.2. **Candela** - foiling powered water taxis
    - 7.8.2.1. Communication on-going
    - 7.8.2.2. <https://candela.com>
  - 7.8.3. **Navier** – foiling powered water taxis suggested by Bobby;
    - 7.8.3.1. [Navierboat.com](http://Navierboat.com)
    - 7.8.3.2. Tim will reach out to them
  - 7.8.4. **Blue Game**
    - 7.8.4.1. Tim awaiting reply from them.

8. Reports/Communications:

- 8.1. Tim offered individual presentation of the workplan to all board members to permit more detailed consideration of the vision and mission

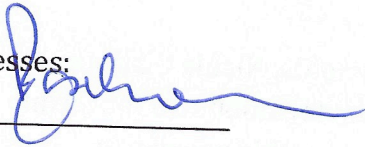
There being no further business, upon motion made, seconded, and unanimously carried, the meeting was adjourned.

Dated: 6/7/23



Tom Pace, Secretary

Witnesses:



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Timothy Ryschon, Pres

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