



Tradewinds Sailing School and Club

2580 Spinnaker Way
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March 1st, 2009

TO: All Tradewinds Members
FROM: Tradewinds Family
RE: Policy, Pricing, and Fleet changes

Dear Tradewinds Member,

We would like to thank you for your continued loyalty and support. It is the quality of the members in this club that make it such a wonderful place.

We are making some changes effective April 1st, 2009. It seems that the only thing consistent for the past five years has been change! There is not much about our courses, fleet, fees, facility, or policies that we haven't experimented with or fine-tuned since we started this adventure. Feedback and ideas from members, instructors, and students are always central to these decisions. Although strive to meet every persons needs, we know every change won't appeal to every person. We are confident that our decisions continue to improve the overall quality of our program and that we strive to provide the best value that we possibly can. Please read the following carefully and don't hesitate to give us a call, email us or stop by if you have any questions or concerns!

1. Fleet Changes: As everyone is already aware, naming the fleets by boat length has become outdated. We're going to re-name the fleets and at the same time do some re-dividing of the boats. Here is a list of the new fleets, the boats that are included in them, the purposes for each fleet and the pre-requisites for checking out on the listed boats:

Bronze Fleet	All 7 of our Capri's	Teaching BKB (ASA – 101), Practicing for BCC (ASA – 103) and short sails for the fun of sailing a small boat! Pre-requisite: BKB
Silver Fleet	Mr. Magoo (2705) Bullwinkle (2707) Windfall (2710) Koaniani (2802) Toba Leah (2803) Robbie J (3003) Risky (3009) Clio (3103) Amazing Grace (3011)	Teaching BCC (ASA – 103), Practicing for BBC (ASA – 104), Day-sailing in the BCC area and day-sailing/overnights anywhere in The Bay for economy-minded BBC certified skippers. Expect more boats from the Gold fleet to show up here as we replace them with newer, more expensive boats in that fleet. Pre-requisite: BCC
Gold Fleet	Asilo (3012) Lionheart (3101) Kallisto (3102) Megalina (3104) Santorini (3203) Orion (3204)	Teaching BBC (ASA – 104), day-sailing and overnights for BBC certified skippers in The Bay. As new boats arrive in this fleet, some boats may be moved to the Silver Fleet. Pre-requisite: BBC

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Platinum Fleet	Pink Slip (3401) Lucy! (3402) Spindrift (3601) Black Pearl (3801) Galen (4201)	Teaching ACC (ASA – 106), day-sailing and over-nights on The Bay for more advanced skippers, out of The Bay sailing for ACC certified skippers. Pre-requisites: BBC + Tradewinds Advanced Motoring and Docking + Tradewinds Advanced Anchoring
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2. How this will affect your membership:
 - a. Associate: No change except this is now called a “Skipper’s Membership”, still \$45/month although the boat use rates have changed.
 - b. Fleet:
 - i. Fleet 25 Becomes Bronze Membership and will be reduced to \$155/month.
 - ii. Fleet 29 Becomes Silver Membership and will remain at \$235/month.
 - iii. Fleet 33 Becomes Gold Membership and will increase to \$315/month.
 - iv. Fleet 38 and Fleet 50 Become Platinum Membership, includes all boats, and will change to \$395/month.

3. Pricing Changes: As always, our costs rise with inflation. Insurance and slip rent increase annually. None of the costs of owning a boat decrease. We are happy to report that our new facility has had very little impact on our overhead and that the small added cost has been offset by the efficiencies of managing boats in only one marina! The price changes are minimal and will reflect the value of the boats in each fleet for the most part. As you can see from the above chart, we are doing our best to begin separating the boats by value instead of by length and this process will continue as we get more boats. This will allow people to choose between the cost savings of an economy-minded fleet and the value of a more expensive fleet. Here are breakdowns of boat use costs for both Fleet and Associate membership programs:

Fleet Membership Program Level	Monthly Fee (Total, all-inclusive)
Bronze	\$155.00
Silver	\$235.00
Gold	\$315.00
Platinum	\$395.00

Skipper’s Membership (Previously Associate)	Monthly Membership Fee	Full Day Boat Use (24-hour)	Half Day Boat Use (9am – 3pm, 3pm – 9pm)
Bronze	\$45.00	\$155.00	\$100.00
Silver	\$45.00	\$235.00	\$155.00
Gold	\$45.00	\$315.00	\$210.00
Platinum	\$45.00	\$395.00	\$265.00

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We have also added a third membership option for people who don't want to skipper boats in our fleet but would like to attend club events and sails and want access to our bulletin board for crewing purposes. This is called Mate's Membership and is currently \$30/month.

4. Policy Changes:

- a. In order to check out on and sail boats in the Platinum Fleet, members must be Bareboat Certified and take Tradewinds Courses: Advanced Motoring and Docking and Advanced Anchoring. This helps us to ensure our prospective boat owners that their boats will be handled only by certified skippers and well taken care of, which in turn helps us to provide members with a well maintained and constantly updated fleet of boats to sail.
- b. ACC certified skippers who want to sail out of the bay must also include a Bareboat Certified Skipper as part of their crew. This will allow us to sleep at night and keep our insurance company satisfied that we are doing everything in our power to avoid incidents. We also believe this is just a good, prudent, safe thing to do!

5. Please take a moment to look at our updated Club Manual that includes the changes listed above. It can be downloaded from our website under Sailing Club, Club FAQs. Give us a call if you'd like us to mail you a hardcopy, or stop in and we can hand you one.

6. Expect to see some website updates in the next couple of months. Our current project focus is simplifying access and usability for members. If you are having any issues while we work on updating systems, please give us a call and we can book a boat for you over the phone.

From the entire Tradewinds Family, we'd like to say thanks again for being a Tradewinds Member. We look forward to providing everyone with as much water time as possible for years to come! Enjoy the sailing.



The Tradewinds Family

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