

Program Metrics Report

October 2024

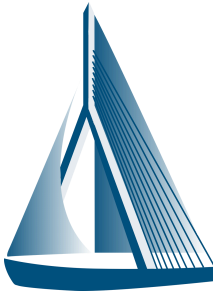


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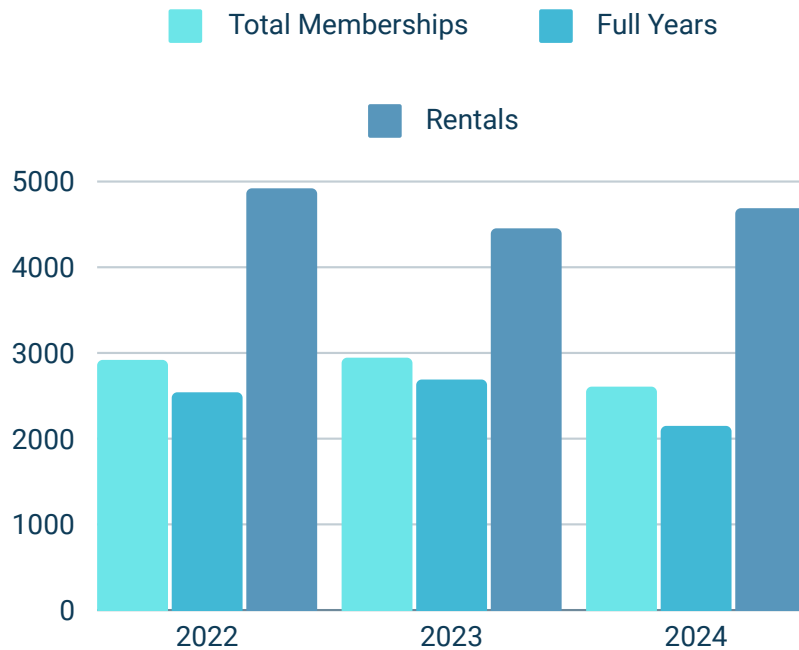
Adult Program Metrics

Adult Program data is from January 1 - October 1

Adult Program Memberships

Adult Program memberships were slightly lower than 2022 and 2023. Despite the lower membership sales this year, both fleet and education utilization is equal or higher than previous years indicating effective and valuable programming.

| | 2022 | 2023 | 2024 |
|--------------------------|--------------|--------------|--------------|
| Total Memberships | 2,907 | 2,980 | 2,607 |
| Full Year | 2,502 | 2,542 | 2,122 |
| Rentals | 4,731 | 4,134 | 4,471 |



Adult Program Ratings Granted

New ratings across all boat types this year were equal to last year and higher than 2022. This indicates high utilization of our education system.

| | 2022 | 2023 | 2024 |
|--------------|-------------|-------------|-------------|
| Total | 6159 | 6563 | 6507 |

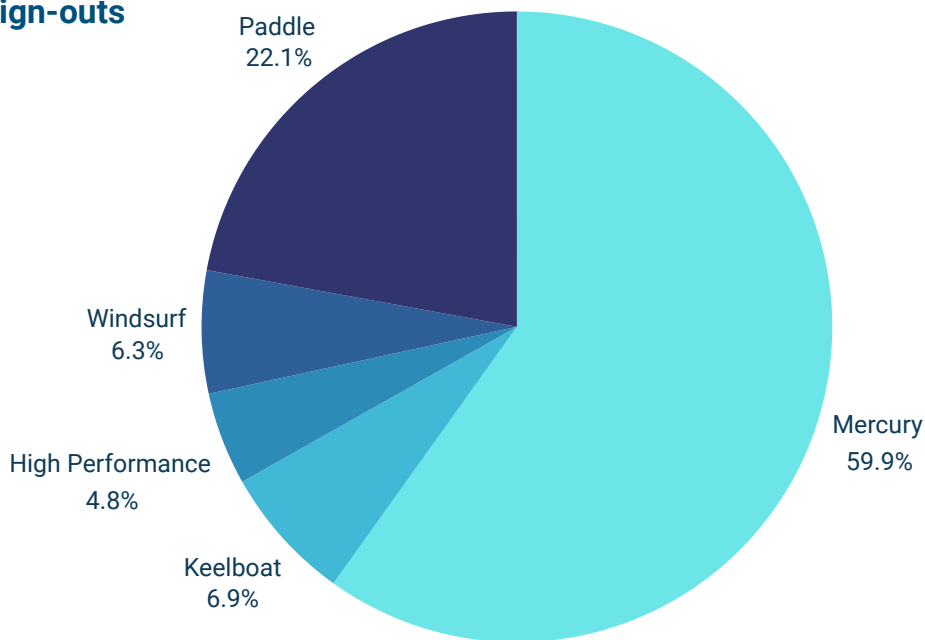
Adult Program Metrics

Adult Program Fleet Utilization

Generally all boat types experienced an increase in sign outs compared to previous years. The fleets that did not experience growth compared to previous years were still within 100 or so signouts.

| | 2022 | 2023 | 2024 |
|------------------|---------------|---------------|---------------|
| Total | 22,349 | 22,004 | 22,459 |
| Mercury | 12,696 | 13,012 | 13,449 |
| Keelboat | 1,590 | 1,727 | 1,559 |
| High Performance | 858 | 1,036 | 1,071 |
| Windsurf | 1,607 | 1,393 | 1,412 |
| Paddle | 6,446 | 4,836 | 4,968 |

2024 Sign-outs



Volunteer Interest Groups

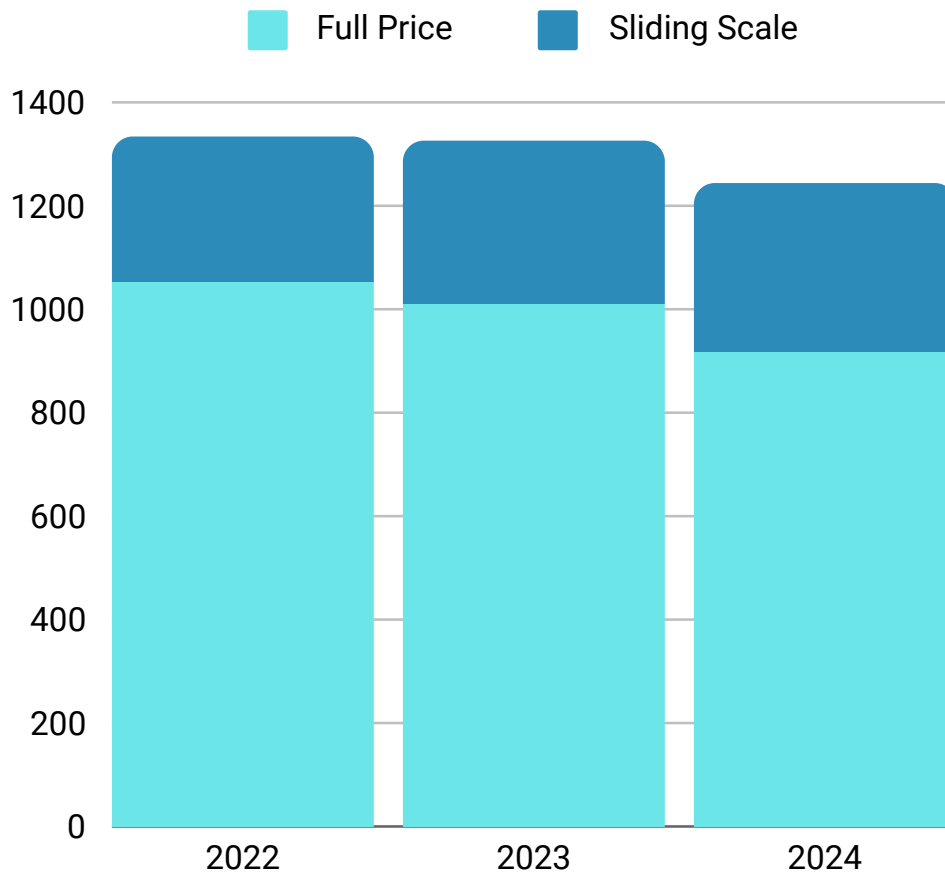
CBI continued to have two longstanding volunteer interest groups and added one new interest group as of the end of the 2024 season. Between Tiller Club, and Women’s Sailing and Racing there were a total of 888 sign-outs, serving 184 unique people. We are excited to welcome High-Performance Racing as a new volunteer interest group and look forward to collaborating with them over the winter to prepare for the 2025 season.

Junior Program Metrics

Junior Program Memberships

In 2024, we had a total of 919 Junior Program memberships, a decrease from previous years. However, we also served 119 additional children through field trips this year, bringing the total number of kids served to 1,038, which aligns more closely with prior years. Notably, we saw an increase in sliding scale memberships, reaching 35.4% (325) in 2024, compared to 31.2% (315) in 2023, and 26.7% (281) in 2022.

| | 2022 | 2023 | 2024 |
|---------------------------|-------------|-------------|------------|
| Total | 1053 | 1011 | 919 |
| Sliding Scale Memberships | 281 | 315 | 325 |



Junior Program Metrics

Junior Program Ratings Granted

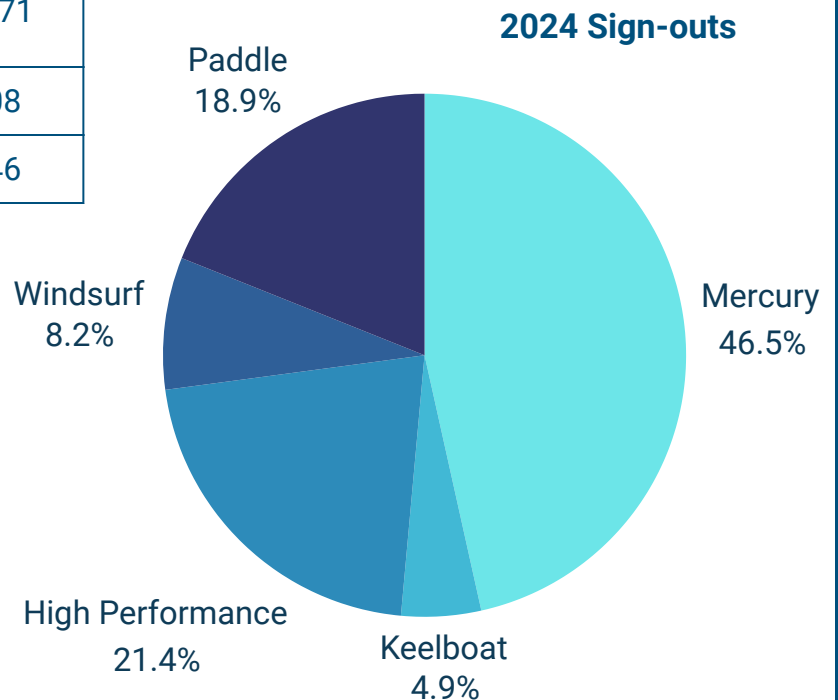
Ratings experienced a drop in line with memberships and sign-outs. Despite this, our high-performance ratings have increased, indicating that returning members are actively striving to join the high-performance fleet and advance through our programs.

| | 2022 | 2023 | 2024 |
|-------|-------|-------|-------|
| Total | 2,103 | 1,933 | 1,455 |

Junior Program Fleet Utilization

Sign-outs declined alongside the drop in Junior Program memberships with fewer juniors enrolled in beginning sailing, a 2-week class accounting for about 700 sign-outs. However, high-performance sign-outs increased. The introduction of the Intro to Racing class led to greater usage of our 420 fleet and sparked more interest in 420 racing.

| Fleet | 2022 | 2023 | 2024 |
|------------------|-------|-------|-------|
| Total | 6,175 | 6,036 | 4,994 |
| Mercury | 2,861 | 2,946 | 2,323 |
| Keelboat | 342 | 250 | 246 |
| High Performance | 570 | 828 | 1,071 |
| Windsurf | 475 | 414 | 408 |
| Paddle | 1,927 | 1,598 | 946 |

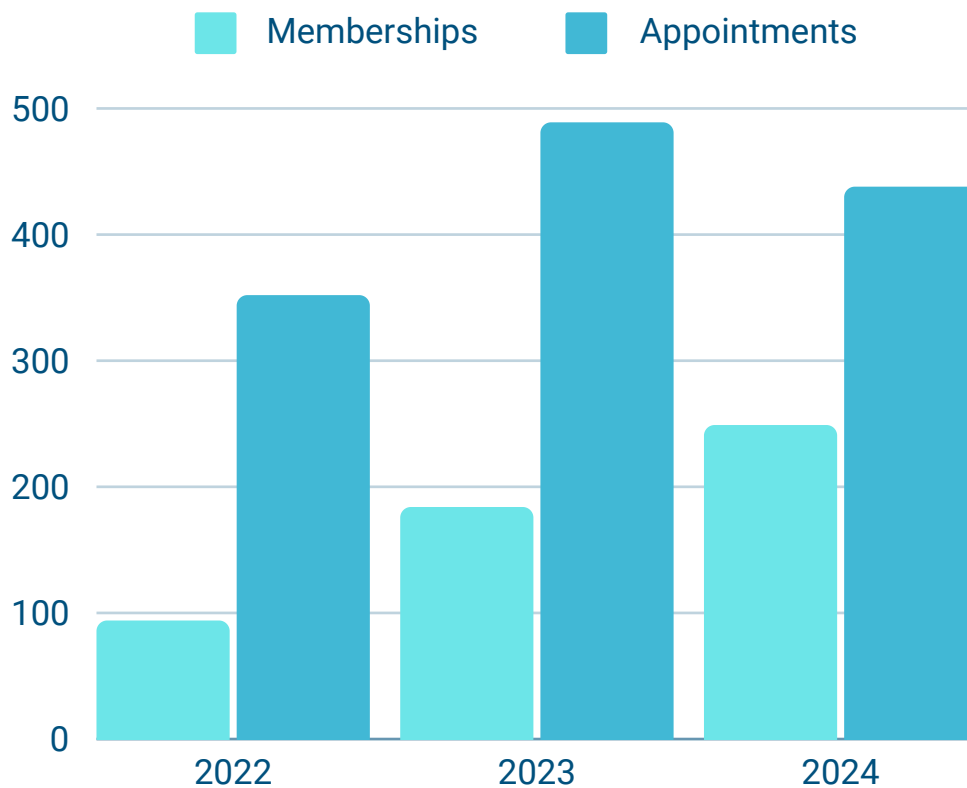


Universal Access Program Metrics

Universal Access Program Memberships

This year saw an increase in the number of memberships with a significant increase in group appointments over individual appointments. While we had fewer appointments over the course of the season we were able to get more people on the water.

| Totals | 2022 | 2023 | 2024 |
|--------------|------|------|------|
| Memberships | 94 | 184 | 249 |
| Appointments | 352 | 489 | 438 |



Fleet and Facilities

Major Projects

420 Mast Head Floats: To enhance safety and reduce damage during capsizing, the 420 fleet received Hobie Cat-rated mast head floats. This upgrade has eliminated the risk of "turtling," minimized damage during capsizes, improved safety standards, sped up capsizing recovery times, and decreased wear on the fleet, boosting overall operational efficiency.

Cape Cod Mercury Tillers: 100 new tiller handles were produced from marine-grade Ash lumber. These durable tillers will maximize the lifespan of the rudder handles and enhance operational capacity for our fleet.

Norton 18 Coach Boat: Our 55-year-old Norton 18 coach boat underwent a complete deck and system overhaul due to deteriorated, waterlogged decking and stringers. We replaced these with lightweight, waterproof Cousa boards, which have a 50-year lifespan. The new deck was fiberglassed, gel-coated, and equipped with non-skid surfaces for enhanced safety. Additional upgrades included rewiring the internal bilge pump and motor controls, installing new navigation lights and electronic systems, and modernizing the control board.

Sonars 3 & 6: During its lay-up season, Sonar 6 received scheduled maintenance, including hull sanding, fairing, repainting, and keel repairs, ensuring optimal condition for future use. Meanwhile, Sonar 3 had its deck repaired by replacing rotted stringers with custom-trimmed marine-grade, pressure-treated 2x4 lumber, restoring the deck's integrity for safe operation.

Picnic Tables: Eight new picnic tables were built and installed from pressure-treated lumber, stained for durability and appearance. These tables will enhance the outdoor experience for community members and visitors alike.

Tripp 3 Repower: Tripp 3 was repowered with a Yanmar JH40 turbo diesel engine, offering advantages over its gasoline predecessor, including superior fuel efficiency, durability, and torque—ideal for towing and recovery operations. With a projected lifespan of 20,000 hours with proper maintenance, the diesel engine's lower flammability also enhances safety in maritime environments. This upgrade will yield long-term savings and operational reliability for safety and maintenance tasks.