

Introducing Foiling Into Your Junior Sailing Program



Foiling at NESS



Agenda

- Foiling @ NESS and @ NCS
- Choosing a boat for your program: Waszp, UFO
- Launching Options
- Financing the Program
- Equipment Needs
- Hiring a Coach & Lesson Models
- Pricing Models & Marketing
- Safety Considerations
- Questions

NESS & NCS Programs

New England Science & Sailing

- 2 Waszps 2016, 1 UFO 2019
- Private sessions for up to 3 people
- Incorporated into Opti and 420 racing programs
- Incorporated as part of a one-week advanced adventure classes
- Standalone foiling week long classes

Nantucket Community Sailing

- 2 Waszps 2018, 1 UFO 2019
- Private sessions for up to 3 people
- Incorporated into Opti and 420 racing programs
- New in 2020 – 3 day Intro to Foiling Clinic











Choosing a Boat for Your Program

Waszp Pros:

- Easy to purchase and order parts from US Distributor, Colie Sails
- Multiple sail sizes to choose from and good visible color options
- Upgrade kits made available when changes are made
- Two person foiling very effective
- User friendly controls, easy to adjust
- Capsizes if person is ejected from boat
- Fast, fun and the kids simply love them...

Waszp Cons:

- Challenging to assemble and to fix, lots of parts
- Hard to low ride and long-ish learning curve
- Draining is a pain, hard to get all the water out
- Need a good, proper safety boat for side towing
- Need a very strong coach, with maintenance capabilities

UFO (Fulcrum Speedworks) Pros:

- Simple design makes for simple assembling and rigging (for the most part)
- Low-riding is very easy
- Any safety boat will do
- Easy to tow
- Provides a stepping-stone into Waszp (broader audience)

UFO Cons:

- Slow production line, hard to get replacement parts (soon this won't be an issue)
- Foils not adjustable while foiling
- Need to upgrade a few parts before using
- Narrow foiling wind range





Launching Options

- Both boats have retractable foils so you can launch by ramp, dock or beach
- Need to have enough space to side-tow in and out
- Beach launch can be done by carrying the boat in, setting it on it's side/capsized
- Need to have good storage for the boats - with the ability to tie down/secure the hulls, as they are light

Financing the Program

- People are fascinated by modern foiling boats so use that to your advantage
- Find a donor or donors – think of someone who would have enjoyed “flying” when they were young!
- Waszp 13k, UFO 8k
- Expect ~2k in alternate sails, foils, spare parts
- Need coach boat (20k) and strong coach (15k)

Equipment Needs

- Coach Boat
 - Need to have a smooth side for the Waszp wing or you will tear your tramp
 - In order to tow you pretty much sit on the wing, so any cleats, screws etc. can damage the boat
 - Think how to modify a boat you already have (NESS 17' Carolina skiff)
 - Ideal boat - RIB
- Spare parts
 - Pins for foils
 - Extra shackles and blocks
 - Spectra
 - Trampoline (reinforced)
 - Sails, different sizes (full and 6.9m with bottom mast section)
 - Foils, different sizes (cruising and new "Big" foil)
- Safety/Communication
 - Helmets
 - PFD or Impact vest
 - Loud hailer / BBtalkin headsets



Hiring a Coach & Lesson Models

Coach

- Not many qualified instructors yet
- Skiff sailors understand the angles and balance
- The UFO is easier for a novice instructor
- Need to be passionate about sailing
- Need to be flexible with schedule; self-directed
- Need to have skill set to make repairs/adjustments on the fly

Lessons

- Private vs. semi-private lessons
- Consider how long to make the sessions and or classes
- Consider your cost structure might differ from other classes



Pricing Models & Marketing

Pricing Models, Examples:

- NCS & NESS: \$300/3 hours (or \$100pp min 3 hours, semi-private)
- Foiling Clinic – 9 hours of instruction, up to 4 people, 3 days in a row (Tu/W/Th) \$500pp

Marketing the Program

- Plain and simple: foiling is fun to watch so get it out there!
- Sail the boat even when it's not in programming
- Video, outreach emails, follow-up
- Target people directly
- Send emails to clients ahead of the lesson – what to bring/expect (tip sheet, videos to watch, etc)



Photo by Dean Geddes

Instructor Kai Friesecke on Nantucket Community Sailing's new hydrofoiling sailboat, the Waszp.

Community Sailing Waszp all the buzz on Nantucket Harbor

New sailboat can reach speeds of 20-plus knots

By Dean Geddes
dgeddes@inkym.com

As Kai Friesecke skims across the harbor on Nantucket Community Sailing's Waszp, a new hydrofoiling sailboat, other boaters take notice.

When it gets moving, not only is the hull of the Waszp completely out of the water, but Friesecke is often traveling faster than the wind.

"The coolest thing is that when it lifts you out of the water it sounds like someone is blowing over the top of a bottle," he said. "The whole boat is vibrating when you're going that fast, and it's the only thing you hear, everything else is silent."

Friesecke, a two-time All-American sailor at George Washington University, has been giving lessons on the Waszp as part of a new experimental program at Community Sailing. It's experim-

ental, Friesecke said, because of the shoals in the harbor. Due to the high speeds and distance covered by the hydrofoil, the organization is still searching for the best areas of large open water with no shallow spots.

Hydrofoiling is the latest in sailing technology, and allows boats to travel considerably faster through a foil located underneath the hull of the boat. As the sailboat increases speed, the foil pushes the hull out of the water and decreases the overall drag but acts as a keel, allowing the sailor to maintain control.

It also looks impressive, giving the appearance of flying a couple feet above the water. The last two America's Cup races have been contested on foiling catamarans, and the next will feature foiling monohulls.

"Right now Community Sailing has two (Waszps) and I believe they're looking to add more because foiling is in the America's Cup now. Everything is foiling. Windsurfers are foiling, kiteboarders are foiling," Friesecke said.



Photo by Dean Geddes

Friesecke works to bring the boat's hull out of the water.

So far this summer, Friesecke said he has given about 10 to 15 lessons, and earlier in the day Friday demonstrated the Waszp to 10 young sailors from Great Harbor Yacht Club.

He coaches from a chase boat that shadows the Waszp, and has the ability to communicate with his students through a radio receiver in their helmets. More safety

equipment is required than traditional sailing, given the high speeds the boat can achieve.

"Of the 10 kids, four were able to get up and foil on their first day," he said. "That's so exciting, they're all cheering. It's like skiing down a double-black-diamond while all your friends are cheering you on."

The lessons are open to

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Nantucket's News Fir

NOTICE OF PUBLIC

In accordance with MGL Chapter 238B, Section 10, Nantucket By-Law Chapter 136, Sec 10, the Nantucket Conservation Commission will hold a public hearing on Wednesday, August 8th, 2018 at 4:00 PM in the second floor of the room located at 4 Fairgrounds Road to Intent filed by Juliet Hunter for the and cabana within the buffer zone to Wetland at 97 Sankaty Road Assess

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NANTUCKET PUBL INVITATION F FOR PAINTING IN THE NANTUCKET MIDDLE

The Nantucket Public Schools, the invites qualified bidders to submit labor, material and equipment ne of the approximate 6,500 square located at 10 Surfside Road, Nan be obtained and shall be received rector of Facilities, 10 Surfside I until 10:00 AM, August 15, 201 with or this Invitation for Bids with MGL c149 § 44A-J, and packages can also be obtaine ma.gov on the Procurement pag project must be approved by th the right to reject any and all b do so. Questions about the al O'Neil, NPS Director of Facil

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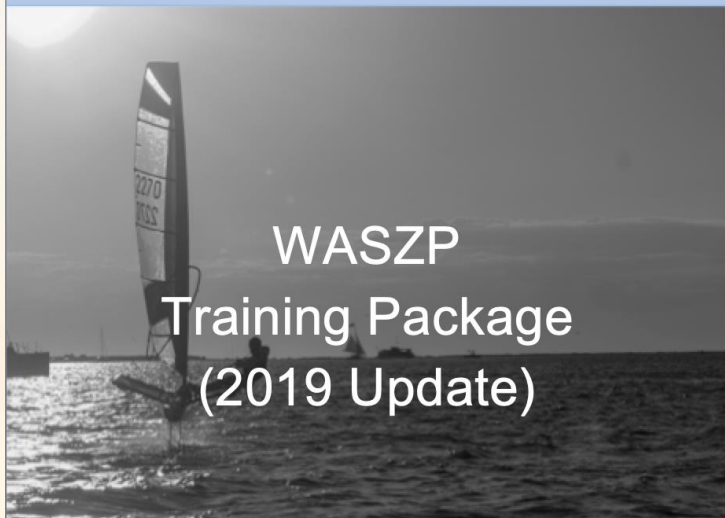
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Safety Considerations

- Where to sail? Keep in mind that your protected waters might be slow no-wake. Sandbars/tide considerations
- Proper gear – helmet, footwear, clothing
- Solid shore prep – review scenarios
- Sailing/towing downwind is not easy in breeze on conditions so don't get caught upwind
- There are slight modifications you can make to the boats so get to know them. Instructors should be extremely proficient in sailing the boats
- Older clients exhaust easily
- People over-estimate their abilities – start slow/UFO



WASZP Training Package (2019 Update)

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Rigging
Spare Parts
Tuning
Coaching
Planning Lessons/Organization Tips
--**How I showed up for lessons/timing**
Lessons Learned
--**Things to look out for while sailing**
To-Do List
Contact Info
Potential Clients for Next Year
Recommendations
End Notes

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UFO Training Package

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Spare Parts
Tuning
Coaching
To-Do List

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Questions?



IT IS TIME FOR THE **SOCIAL MEDIA MINUTE**

Please take 60-seconds and post one takeaway, picture or thought from this session on a social media platform of your choice and tag

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@(presenter)

#SailingLeadership



Your Opinion Matters

Please open the **Sailing Leadership Forum app**
and complete the **session survey** found in the
menu bar.

Thank you for attending this session

