

## Regulation 10

### Agreement on plaque fees

A submission from the International Maxi Association and the TP52 Class

#### Purpose or Objective

To clarify what plaque fees World Sailing Classes can expect to be required to pay to World Sailing

#### Proposal

Amend Regulation 10.3(c) as follows:

agree on the amount of the World Sailing fee for each boat which is based on 0.4% on the first £20,000s then 0.2% on the next £70,000 and 0.1% on the amounts **between £90,000 and £1,000,000** of the average retail price of a complete new boat without sails. **Above £1,000,000 as guideline for negotiation 0.015% per £1,000,000 may be added as a guideline for negotiation;** ~~as a guideline for negotiation;~~

#### Current Position

As above

#### Reasons

1. “as a guideline for negotiation” is unnecessarily ambiguous for series produced boats. At the same time removing any room for negotiation for “high value” custom builds will lead to fees that have no fair / reasonable relation anymore with the services supplied. The IMA feels the above text, giving guidance as well as leaving room for negotiation for values over £1,000,000 could produce a clear, simple as well as acceptable alternative for World Sailing, the IMA and the owners of Maxi yachts, as well as for the majority of classes, boatyards and owners of boats not getting anywhere near £1,000,000 average retail price.
  2. More transparency for classes, builders and owners/sailors whether having or applying for World Sailing Class status.
  3. Consequently, the regulation governing the plaque fees for the wide range of boat types should be reviewed to reflect the reality of keelboats up to maxis vs small dinghies vs boards etc.
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