



**COUNCIL MEETING**  
**Wednesday, 7 September 2016 from 14:00 to 16:00**

**Meeting Room on FIN stand – Espace Riviera  
Cannes Yachting Festival (France)**

**MINUTES**

Were participating as members:

- |    |                     |                   |
|----|---------------------|-------------------|
| 1. | Olda STRAKA         | APL               |
| 2. | Robert MARX         | BVWW              |
| 3. | Jean-Pierre GOUDANT | FIN               |
| 4. | Piotr JASIONOWSKI   | POLBOAT           |
| 5. | Piero FORMENTI      | UCINA             |
| 6. | Sandrine DEVOS      | Secretary General |

Were present as observers:

- |   |                        |                          |
|---|------------------------|--------------------------|
| • | Eva MICHALSKI          | BVWW                     |
| • | Mirosław HAJDUKIEWICZ  | POLBOAT                  |
| • | Stefano PAGANI ISNARDI | UCINA                    |
| • | Mirna CIENIEWICZ       | Former Secretary General |
| • | Ewa TOMCZUK            | Secretariat / Note-taker |

**1. Welcome and Apologies**

President Piero Formenti (UCINA) opened the meeting at 14:00 and welcomed the participants. He thanked all the Council members for being present and FIN for its hospitality.

**2. Approval of the minutes from the last Council meeting (16 June 2016)**

The minutes from the previous meeting (see Annex I) were unanimously adopted.

**3. Association's aims and objectives – Roadmap of new Secretary General**

S. Devos presented items on which the association should focus in the coming months (see Annex II). The work programme agreed at the Assembly General Meeting (26 January 2016) and the Industry Roadmap 2014-2020 were the basis of this roadmap. In addition, S. Devos stressed the fact that a specific focus should be set on strengthening the membership.

The association has now been finalising its new website and would develop new communication tools, which would be presented to the Council in due course. The main aim of these tools would be to serve as a “business card” for our national members to show the benefits of being an EBI member, but also to keep the dialogue going at EU level with EU officials and reach to other stakeholders and potential new members.

Due to the fact that EBI's office rental company is moving to a new location, it was proposed to take this opportunity to change the contract in order to meet the new needs of the association. After having studied several options, S. Devos made a recommendation which was in line with the budget. The Council gave its agreement upon reception of further details on the rental contract.

The Council approved the roadmap proposed by new Secretary General.

**Action items:**

- Secretariat to provide more information on the rental contract and to proceed with it.
- Secretariat to send the website project for comments.

**Post meeting note:**

- S. Devos provided the Council members with all the required information regarding the new office rental and received a written approval from the Council to finalise the contract.



#### 4. Treasurer's financial report for 1<sup>st</sup> semester 2016

Treasurer J. P. Goudant presented the accounts for the 1<sup>st</sup> semester and the forecasted 2<sup>nd</sup> semester for 2016 (see Annex III). He said that some incomes were missing due to the fact that UCINA was going through some financial difficulties (see item 6). Payment by ANEN and NAUTIBEL were delayed but expected shortly. The last column on the right in the document presented by J.P. Goudant showed the forecast for 2<sup>nd</sup> semester. On the expenses side, the situation was closely monitored and expenses were in line with the adopted budget. The expected loss in 2016 of approximately 11.000€ showed that there was an urgent need for new revenue-generating activities.

#### 5. Membership matters

P. Formenti updated the Council on the current membership situation, especially with regards to: Greece, Portugal, Czech Republic and Italy.

Greece: HPYOA and SECAPLAS are both suspended members. The two associations have not been very active in Greece and have tremendous financial difficulties. J. P. Goudant would make further enquiries to try to keep them on board. The updated situation should be discussed at the next Council meeting. According to some Council members however, P. Jasionowski (POLBOAT), R. Marx (BVWW), the membership should be active and not artificial, so without any involvement from the Greeks other scenarios should be considered.

Portugal: APICAN, previously an EBI member, does not exist anymore. According to the information obtained by the Secretariat, the boating industry in Portugal is currently a part of another association, the Portuguese Automotive association (ACAP). EBI has been trying to establish the contacts with this and other associations in Portugal. During an informal meeting in Cannes with ANEN, our Spanish member had kindly accepted to provide assistance in identifying relevant contacts in Portugal. The updated situation should be discussed at the next Council meeting.

Czech Republic: APL had reached out before the Council meeting to the President and other Council members, in order to explain their financial and structural difficulties. O. Straka further explained the situation and that APL would not be able to meet its current fee in 2017, but underlined that APL wished to remain a member of EBI. Council members welcomed this commitment and agreed that a reduction (50%) should be allowed on a temporary basis and that the solidarity between EBI members was one of the strengths of the association.

Italy: S. Pagani Isnardi explained that UCINA had also been experiencing financial difficulties, and had therefore not been able to pay its full fee in 2016. UCINA remained a committed member and would do its utmost in 2017 to pay the agreed fees.

European Boating Industry has been approached by various companies interested in joining our association as sustaining members, as the new statute allows it now. The contacts have been initiated to expand the association in future, as it remains one of the main objectives for the upcoming months and 2017.

Similarly, the Boat Statistics Programme is planned to be further developed.

#### **Action item:**

Secretariat will provide Jean-Pierre Goudant with relevant contact details in Greece.

#### 6. Administrative matters

Ewa Tomczuk would leave on maternity leave at the latest on 17 November 2016 (obligatory date foreseen by Belgian law, a week ahead of due date) and should be back after a parental leave at the end of May 2017. It was proposed to hire an intern during this time, who would benefit from an experience in European affairs and who could assist in the association's work.

Council Members agreed and wished the best to E. Tomczuk.

**Action item:**

Secretariat to search for an intern and inform the Council.

**7. Preliminary discussion for draft budget 2017**

Treasurer J.P. Goudant presented a proposal for the 2017 budget (Annex IV).

Expenses would be maintained at the same level, but the income side was challenging, with several members experiencing financial difficulties and the fact that no EU-funded projects have yet been confirmed for 2017. This would result in a loss of approximately 18.000€, taken out in the slim reserves of the association.

Council members discussed ways to improve the income (development of the Boat Statistics Programme; search of EU-funded projects; search of both national members and sustaining members; offer more services to boat shows). Without any improvement of the situation in 2017, the budget 2018 would need an increase of fees. The Treasurer thanked the Council for adopting his proposal.

**8. Update on EU affairs and upcoming events**

E. Tomczuk gave a presentation about the current situation in EU affairs (see Annex V).

**9. “Tour de table” on the economic situation**

Czech Republic – APL: An increase of boat registrations of +45% and licences +61% has been observed. Even though some restrictions to the industry have been eliminated, it was still facing difficulties and the Prague boat show “Lode na vode“ was not confirmed for 2017. Registration of sea going vessels went up by 71 boats (incl. 50 brand new ones). Charter is doing well, but 90% of boats go to Croatia. APL thanked again EBI members for their understanding of the Czech financial situation.

Germany – BVWW: Germany had indeed high levels of sales but lower than expected. 3-4 months after boot there was an increase of about +4-5%, but after April this increase had not been maintained, to which bad weather probably contributed. There was a research done in Germany on the market development. Compared to 2008, people stay on boats longer, now even when they are about 85 years old, as opposed to 75 before. One of the main challenges for the future are the demographic changes which impacted the market (ageing population, development of chartering).

France – FIN: There had been a small increase of sales for sail boats (+3,4%) and a small increase for motor boats (+3,1%). The second-hand market was stable (70,000 units), incl. 1,850 sailboats and 8,600 motorboats, so was the inland water business. Pleasure business in Europe has been up by +5%, while there has been a small decrease in South America. Rental business has seen a good season, up by +10-12%. Boats have been rented mostly directly through owners, rather than agencies.

Poland – POLBOAT: Definite figures were not yet available, but preliminary results show a 2-digit percentage growth, about +10-12%. However, due to limits in capacity and supply of equipment, 2017 would see difficulties in deliveries. Some 5 projects have been identified to extend capacity to improve the situation. Boats over 50-60 feet have been bought in Poland but they do not seem to stay in the country. The 75-foot boat remains the biggest one sold in Poland. The prognosis for 2018 is good.

Italy – UCINA: The figures were better than expected, with an increase of +17% (compared to the +12% expected). Boatbuilding reported an increase of +20%. This showed that the Italian market was slowly recovering. Especially, the leasing was developing. However, the 2.9 billion euros sales were to be compared to the pre-crisis situation (more than 6 billion). In future Italy hopes for about 3.5 billion euros.



## 10. Any other business

The situation with regards to the delays in transposition and in accreditation of notified bodies under the new Recreational Craft Directive was raised. The deadline of 17 January 2017 would not be met in several countries. The non-existence of RCD2 compliant notified bodies or the existence of only one notified body in countries, where before there have been more RCD1 compliant ones, results in lack or shortage of capacity for conformity assessments to be carried out. As a consequence, some of the craft built for the already started new season (autumn 2016-spring 2017) and presented at the boat shows has not been RCD2 compliant and therefore less attractive to potential clients. The current state-of-play brings therefore financial losses to boatbuilding companies. The situation was especially critical in Italy, but also problematic in France and Poland.

EBI Secretariat was in contact with the European Commission to check the possible means of action, but needed more hard evidence from members (figures and data).

### Action item:

- Members to provide information on their national situation, including data and figures.
- Secretariat to inform officially the European Commission about the issue with the objective to prompt Member States to act upon their obligations.

## 11. Date of next meetings

The next Council meetings will take place as follows:

- 16 November 2016, 13h30-15h30, METS Amsterdam (Netherlands)
- 24 January 2016 from 16:00 to 17:00 at boot Düsseldorf (Germany) with the Assembly General taking place from 14:00 to 16:00

The meeting ended at 16:30.

Done in Cannes, in 2 copies,

President

Vice-President

Vice-President

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## Annexes

Annex I – Minutes from 16 June 2016

<https://europeanboatingindustry.box.com/s/74ehhan93twbrmi7w3yb7vcdxmq4mi3o>

Annex II – Roadmap of new Secretary General

<https://europeanboatingindustry.box.com/s/aayr6solbfe54yg4xvkzyk3tp4whvwu>

Annex III – Accounts for 1<sup>st</sup> semester 2016

<https://europeanboatingindustry.box.com/s/atfub49ts5zq2mot9c4wide2el0z2o02>

Annex IV – Adopted proposal for budget 2017

<https://europeanboatingindustry.box.com/s/m9911kubthqltezwcow2a9bvnr6rzqw5>

Annex V – EU affairs update

<https://europeanboatingindustry.box.com/s/355zsqamlhx3hzvcay2gk626r3gof5v6>

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