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**From:** Michael Martin [REDACTED]  
**Sent:** Wed 9/20/2023 1:19:44 PM (UTC-04:00)  
**To:** Mann, Melissa [REDACTED]  
**Subject:** [External] FW: EC meeting recapBilly,,

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Melissa,

Wanted to give you a confidential behind the scenes look.  
If there is any additional information you would like please advise.  
I am ok with asking questions.

mike

Sent from [Mail](#) for Windows

**From:** [William Sabatini](#)  
**Sent:** Wednesday, September 20, 2023 10:43 AM  
**To:** [Michael Martin](#)  
**Cc:** [Jim Scheider](#); [Joe \(Skip\) Zimmerman](#); [Pat Federici](#)  
**Subject:** Re: EC meeting recapBilly,,

Gentlemen,

I spoke to the claim adjuster on Monday. The surveyor is waiting for a response from the prop manufacturer and hopes to have something this week.

I have spoken to Chris Ellison, our marine inspector, and he feels we do not need any special permission to get the ship underway to go to Cleveland. He asked me to email him our plan. I have done so and copied Jim Hall. I will forward this to you. Jim and I spoke during our Weekly meeting and agreed to the plan I provided to him. The budget is somewhat irrelevant as it is considered part of the contract and general maintenance so as long as it is less than \$350,000 we will be reimbursed. We also received an email from Jim explaining that this \$350,000 will only be made available if we take the ship to shipyard. If we do not, they will use that money to reimburse us for the work done before the 2023 sailing services contract was signed and no further money would be available to FNL for the rest of this calendar year. I will forward this email to you. I will be sending an email to Jim confirming all of this. I will copy Mike on

this and forward to the rest of the EC.

Putting the ship to bed will need to be done by volunteers if we are not able to raise enough money to pay the crew. These are reimbursable dollars but we do not currently have the cash to pay the crew up front. A new winter cover has not been purchased. We brought this up as a need for the ship in the Spring and suggested it be a Keystone expense. I know Jim did look into it but it was not ordered. We will build the frame and have to cover it with shrink wrap. Jim and I discussed this on Tuesday. I will email him a confirmation of this and copy Mike. I will forward it to the rest of the EC.

Jim and I spoke of the insurance for Niagara that needs to be renewed in November with payment in December. PHMC has been looking into getting insurance for the ship and Jim asked if Allen Agency is the best agent to use. I will email him this information and copy Mike. I will forward it to the rest of the EC.

The review of Invoice # 9208 dated May 4th, 2023 has been completed. There are a couple minor discrepancies. If I accept, which I will, there will be a settlement agreement for just that invoice so it can be paid. That settlement agreement will have to go through the signature process which means 30 days for each signature. I have not seen this settlement agreement so I don't know how many signatures are required. Jim thinks this process might go faster than the 2023 sailing services contract signature process because this agreement is a standard agreement. The last time it took 3 months to get the signatures so we can anticipate less than 3 months for the settlement agreement to be signed. Once signed the comptroller's office will take 60 - 90 days to make the payment. If we are optimistic that the settlement agreement can be signed in 30 days and the payment can be made in 60 days then we are 90 days away from receiving payment for May 4th, 2023 invoice # 9208 which would be December 19th, 2023. The other invoices # 's 9907 and 9909 will be paid through a second settlement agreement which will be written up once the review of those invoices are complete. I don't know if that review process has started yet but that review of Invoice # 9208 took 138 days to complete so there is no way to estimate when that review will be completed. The same process of signatures and comptroller would be followed so if we are again optimistic and say the review can only take 30 days we can expect payment for Invoice # 's 9907 and 9909 January 18th, 2024. Jim has sent me an email about this. I will respond and copy Mike. I will forward it on the rest of the EC.

I sent off the email to the full board yesterday concerning our current

situation which you have most likely all seen. I stressed the importance of future planning and the strategic plan at the end.

Sincerely,

William Sabatini  
Executive Director  
Fleet Captain  
Flagship Niagara League

[REDACTED]

[REDACTED]

[www.sailfnl.org](http://www.sailfnl.org)

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2022 Tall Ships® America Port of the Year

On Mon, Sep 18, 2023 at 4:39 PM Michael Martin <[REDACTED]> wrote:

I am following up our meeting with what I took out of the discussion.

You are following up with insurance company to see if there is any determination as yet on the claim made for the Prop.

You mentioned there may not be grounds for claim since there is a possibility that the installation originally done may not have been done exactly as specified.

Lets hope there is some insurance money available to us. Please advise

You are going to be in contact with the USCG to see if the ship can go to Cleveland with one prop. I think you mentioned a special excursion permit. Please send this week, so when there is a discussion between you and Jim Hall it can be done with supporting documentation.

In addition you will put your plan in writing to Jim Hall for how best to handle shipyard. I know this was done before but now with weather closing in, and reduction of crew we need to know what can and cant be done. Please do by end of day Tuesday if possible

If no shipyard, then putting the ship to bed for the winter needs to be done, and these would be reimbursable dollars. Has the cover for the ship been purchased yet? Please confirm status in writing to Jim Hall so the league can plan the best way to winterize the ship.

Put cover on, or shrink wrap.

Let Jim Hall know there will be a insurance bill in December that will be due, and since we cannot front the money he will have to plan how to pay the bill when it comes in.

Ask Jim Hall if there is a way to separate the 153K as a separate settlement so money might move along sooner than if the full 331K is paid.

As you inform the board I am requesting that this layoff situation is presented in a way that it is the hope of the league to be a short term thing, and the reason for doing so will allow the league to preserve cash as we review, and analyze options, and that the hiring of a strategic planner is a

centerpiece of this reorganization. Dollars invested today will allow an opportunity for a future.

If I missed anything or misrepresented anything please advise and correct.

Thank you

Mike

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